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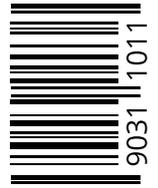
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Unit 17, Northcliff Office Park, 203 Beyers Naude Drive, Northcliff, 2195.
P O Box 957, Fontainebleau, 2032, South Africa
Tel: 011 782 1070 | Fax: 011 782 1073 /0360

EDITORIAL DIRECTOR
Charleen Clarke
Cell: 083 601 0568
charleen@focusontransport.co.za
womani@wheelsza

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

EDITOR
Gavin Myers
Cell: 072 877 1605
gavin@charmont.co.za
gav_myers

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

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

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

CONTRIBUTORS
Mike Fitzmaurice
Sam Rolland
Malcolm Hartwell
Vaughan Mostert

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

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

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

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

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CAN SOUTH AFRICA GET SMART?

THE WORLD IS BECOMING "SMARTER", AND THE MOBILITY OF PEOPLE IN CITIES IS A KEY ASPECT IN THIS FUTURE DEVELOPMENT, BUT SOUTH AFRICA SEEMS TO BE LAGGING BEHIND



GAVIN MYERS

During July I attended the 37th annual Southern African Transport Conference. The main report on this can be found on page 32. While there was certainly much to talk about over the four days, some topics were of particular interest – one that piqued mine was around smart cities and intelligent public transport systems, and whether or not South Africa is ready for them.

Christoff Krogscsheepers and Jan Coetzee – both of Innovative Transport Solutions (ITS), a company that specialises in traffic and transportation engineering – presented on intelligent public transport systems and smart cities and transport, respectively.

Right from the start, Krogscsheepers challenged the status quo: "Autonomous vehicles are a great idea and they will come. However, the current narrative is debatable ... automated transport is old news – there are autonomous trains operating successfully around the world, for example."

Krogscsheepers is of the opinion that the discussion should not be about what will power future vehicles, or even whether humans will have to pilot them, instead it should centre on issues of mode, ownership and data.

"Which mode is most efficient? What about the current explosion of technology that coordinates journeys (with easy and safe payment systems) and generates data that improves service provision? This data can allow planners to do things more efficiently," he notes.

According to Krogscsheepers, South Africa saw an overall movement towards cars in all cities in the decade between 2003 and 2013. His own research indicates that 37 percent of commuters travel by car; 33 percent by minibus-taxi; ten percent each by bus, train and walking; and one percent by bus rapid transit.

"The current situation in South Africa means government should focus its energy on technology in the minibus-taxi industry. Further research indicates that 49 percent of minibus-taxi commuters have no other choice but to use them; technology can make a big difference to taxi users."

So what might the future hold? Krogscsheepers suggests that accessing the data generated by public transport users will allow for better modelling and planning, as well as better alignment of services with demographic trends and

travel patterns. Smarter, personalised public transport will improve mobility...

"However, the reach will be limited to a small percentage unless we seriously focus on the minibus-taxi service providers. We need to sort out the basics, and until we do the majority of public transport users will not have basic public transport that is on time, clean, affordable and safe."

What should those who run South African cities be doing?

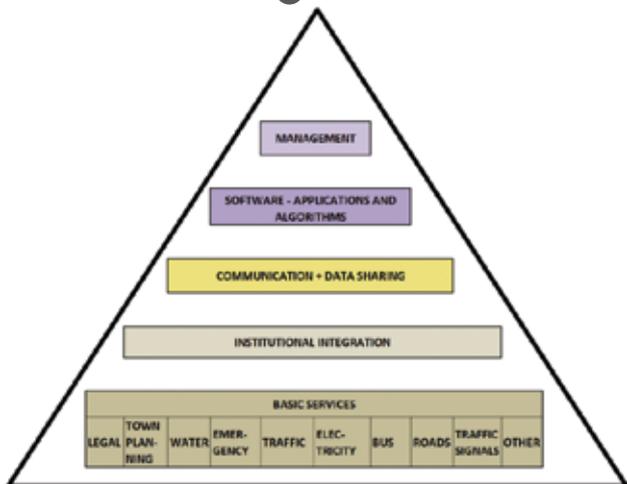
"We are good at throwing around buzzwords, but we often fail to implement them. We need to get the basic problems right first," notes Coetzee, adding that local cities need to change their thinking to become smart cities.

"The European Union defines a smart city as performing well in six areas: smart economy, smart people, smart governance, smart mobility, smart environment and smart living. In particular, smart mobility means local accessibility; (inter)national accessibility; availability of ICT infrastructure; and sustainable, innovative and safe transport systems.

While there are many avenues to consider, Coetzee suggests two in particular that South African cities could start working on. "The development of townships is where they can increase their revenue base, but town planning and transport planning are often in conflict. Many plans are produced, but we don't plan to facilitate development."

The other avenue is communication. Our transport planners should be capitalising on this. "The rate of smartphone penetration in South Africa is very good, as is internet access (mostly via cellphone). People in smart cities access services through their cellphones..." he comments.

So, for South Africa to not get left behind the rest of the world, and even the continent, its city and transport planners would do well to plan in harmony – for the future and for their commuters. **F**



ABOVE: The Smart City Pyramid by ITS's Jan Coetzee. It's clear that South African cities have a long way to go...



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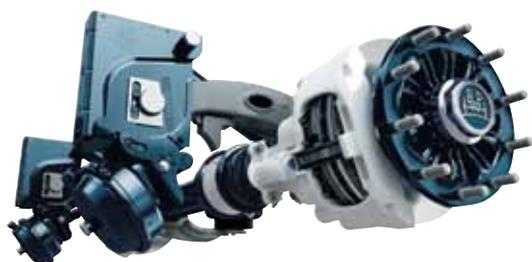


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MAKING EVERY KILOMETRE COUNT

THE COAL TRANSPORT INDUSTRY IS NOT FOR THE FAINT OF HEART. TO SUCCEED REQUIRES GRIT, DETERMINATION, ASTUTE BUSINESS ACUMEN AND, IMPORTANTLY, A RELIABLE AND EFFICIENT FLEET OF TRUCKS

P

CC Logistics, with its fleet of UD trucks, is based in South Africa's coal-mining belt, in the small town of Carolina, Mpumalanga. Initially operating as an independent coal trader, the logistics side of the company was established in 2007.

"Leading up to the purchase of our own trucks, we made use of subcontractors to transport the loads, but it became a very challenging situation, as we were not in complete control of the entire operational chain and much of the logistics was out of our hands," explains Maureen Reed, owner of Pyramid Coal Consultants (PCC).

Reed then decided to take the plunge into fleet ownership and management.

"We approached UD Trucks Bethal for advice on which trucks to buy for our specific business requirements and application. We haven't looked back since that first UD Trucks purchase," she says.

Two months after the initial purchase, it was clear that the company's fleet needed to expand to keep up with its contract demand. Today, as a relatively small yet productive operator, PCC Logistics operates seven UD trucks, including some legendary UD 440s and later model Quon 460s. The company mainly transports coal from the mines in Mpumalanga, especially cross-border into Swaziland. At times the company also transports a variety of freight, including corn and aggregate.

Reed explains that PCC Logistics has a very open partnership with its service dealer, UD Trucks Ermelo.

"I have said it often before: our success lies in the fact that we service our trucks only at accredited UD Trucks workshops. Only qualified UD Trucks technicians are allowed to touch our horses," she says.

"If the truck goes in for its scheduled maintenance service,

and the technicians find any problems, the workshop communicates the solutions to us immediately. We value this advice and believe that it is the reason why some of our trucks have more than a million dependable kilometres behind them – and all our UDs are still going strong."

UD Trucks Ermelo's group aftersales manager, Jacques Horn, says: "We at UD Trucks Ermelo feel that we're part of the family of PCC Logistics. We are very proud of the mileage, productivity and efficiency that the PCC fleet of UD trucks has achieved over the years."

Horn says that UD Trucks Ermelo believes that the transport business is more than just merely retailing trucks.

"As an accredited dealer, we have to adhere to stringent quality standards, and are continuously measured across all disciplines, from parts, service and admin, to offer our customers only the best service and after-sales support," he says.

"We understand all the complexities involved in today's transport industry, and we are therefore able to offer customers complete solutions, no matter what the size of their business."

Reed says that it is clear from PCC's fleet DNA that the company is a great fan of UD Trucks. "A large part of our success has also been due to our experienced drivers, who have treated their UD trucks with respect on every journey.

"We tried bringing in another truck brand, but it simply didn't work. More than just the trucks, it is about the level of support we receive that makes all the difference," concludes Reed. **F**

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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.

BORDER BOUQUETS AND BRICKBATS

WANT TO KNOW WHICH ARE THE BEST CORRIDORS AND BORDERS FOR TRAVELLING WITHIN AFRICA? READ ON

Travel by road in the sub-Saharan region of Africa is not for the fainthearted. The journeys are fraught with difficulties caused by bad roads, long distances, limited communications and almost non-existent roadside services. The additional complications of excessive police roadblocks and checks, with the threat of arbitrary penalties and need for "sweeteners", add time and cost to the journeys.

For commercial truck drivers in many areas, every trip is a major expedition on poor roads into a minefield of enforcement and delays caused by cumbersome systems, power outages and obnoxious officials. There is constant pressure to negotiate and pay for a range of unnecessary obstructions, delays and "services", such as parking, border agents and officials.

Long periods of parking in unsafe, insecure, unserved and, in many cases, very dangerous "parking" areas makes for a very unpleasant experience.

Fesarta has an unusually broad overview of the entire region and is in constant contact with the transporters on all corridors. In response to a member suggestion, Fesarta carried out a brief survey of the corridors and borders to identify the best and worst borders from the traveller perspective.

The comparative ratings were compiled from interviews with travellers, traders, truckers and drivers across the region. The questions focused on the courtesy, helpfulness and efficiency of the border personnel as measures of the service received by the public. The ratings were done

Border Post	Region	Department	Service Levels			
			Efficiency	Service	Attitude	score
Rusumo RW	EAC	Immigration	5	5	5	15
Katuna UG	EAC	Immigration	5	5	5	15
Busia UG	EAC	Immigration	5	5	5	15
Martin's Drift Bots	SADC	Immigration	5	5	5	15
Kazangula Bots	SADC	Immigration	5	5	5	15
Tunduma TZ	EAC	Immigration	4	4	4	12
Rusumo TZ	EAC	Immigration	4	4	4	12
Katuna RW	EAC	Immigration	4	4	4	12
Busia Kenya	EAC	Immigration	4	4	4	12
Beitbridge Zim	SADC	Immigration	4	4	4	12
Grobliersbrug SA	SADC	Immigration	3	3	3	9
Kazangula Zam	SADC	Immigration	3	3	3	9
Nakonde Zam,	SADC	Immigration	3	3	3	9
Beitbridge SA	SADC	Immigration	1	1	1	3

*Service Levels Scoring: 5 - Excellent; 4 - Good; 3 - Average; 2 - Poor; 1 - Unacceptable

TABLE 1 – Comparative ratings for immigration.

Border Post	Region	Department	Service Levels			
			Efficiency	Service	Attitude	Score
Rusumo RW	EAC	RRA	5	5	5	15
Martin's Drift Bots	SADC	BURS	5	5	5	15
Kazangula Bots	SADC	BURS	5	5	5	15
Tunduma TZ	EAC	TRA	4	4	4	12
Rusumo TZ	EAC	TRA	4	4	4	12
Gatuna RW	EAC	RRA	4	4	4	12
Katuna UG	EAC	URA	4	4	4	12
Busia UG	EAC	URA	4	4	4	12
Busia Kenya	EAC	KRA	4	4	4	12
Beitbridge Zim	SADC	ZIMRA	2	3	4	9
Beitbridge SA	SADC	SARS	3	3	2	8
Grobliersbrug SA	SADC	SARS	3	3	2	8
Nakonde Zam,	SADC	ZRA	2	2	3	7
Kazangula Zam	SADC	ZRA	2	2	2	6

TABLE 2 – Comparative ratings for revenue authorities.

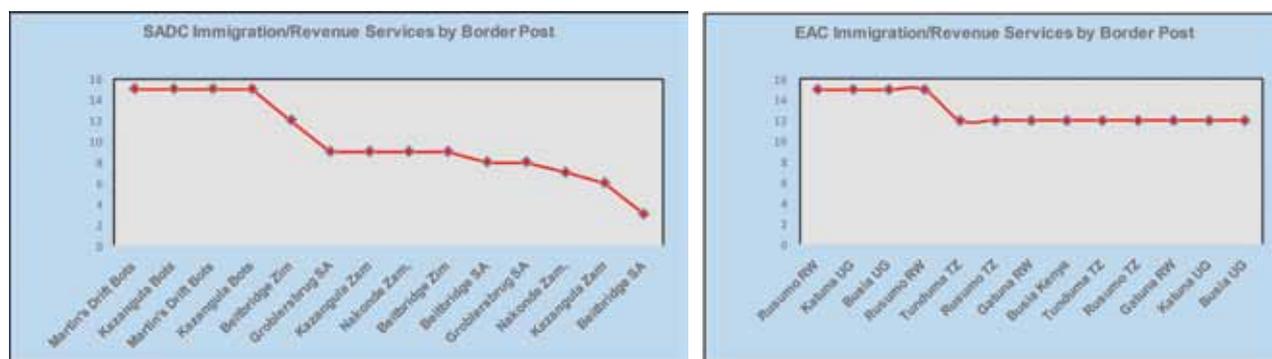


FIGURE 1 AND 2 – Comparison of immigration and revenue authorities.

for immigration and revenue authority at each border. The exercise revealed some very interesting contrasts for 14 separate border posts.

Table 1 shows the comparative rating for immigration officials at each of the 14 border posts. The "regions" are shown as East African Community (EAC) (eastern: yellow) and Southern African Development Community (SADC) (western: green), although it is recognised that the specific countries belong to one or more of the three Regional Economic Communities (RECs) in the region. As shown, the best borders are, with some exceptions, in the eastern region.

Table 2 shows the comparative ratings for the revenue authorities at the 14 borders and it can be seen that the ratings for the eastern region tend to be better, with the exception of Botswana.

The relative scores for immigration and revenue authorities are shown in Figures 1 and 2.

A further comparison between the eastern and western regions is shown in Tables 3 and 4.

The comparison shows that the services of Botswana immigration and Botswana Unified Revenue Service (BURS) are best in the SADC region with immigration at Beitbridge: South Africa being the least pleasant border experience in the region.

By contrast, the eastern region showed very high scores almost across the board, giving credence to the often-reported revision of border arrangements, by establishment

Border Post	Region	Department	Service Levels			
			Efficiency	Service	Attitude	score
Martin's Drift Bots	SADC	Immigration	5	5	5	15
Kazangula Bots	SADC	Immigration	5	5	5	15
Martin's Drift Bots	SADC	BURS	5	5	5	15
Kazangula Bots	SADC	BURS	5	5	5	15
Beitbridge Zim	SADC	Immigration	4	4	4	12
Grobiersbrug SA	SADC	Immigration	3	3	3	9
Kazangula Zam	SADC	Immigration	3	3	3	9
Nakonde Zam.	SADC	Immigration	3	3	3	9
Beitbridge Zim	SADC	ZIMRA	2	3	4	9
Beitbridge SA	SADC	SARS	3	3	2	8
Grobiersbrug SA	SADC	SARS	3	3	2	8
Nakonde Zam.	SADC	ZRA	2	2	3	7
Kazangula Zam	SADC	ZRA	2	2	2	6
Beitbridge SA	SADC	Immigration	1	1	1	3

TABLE 3 – Comparative rating of western region.

Border Post	Region	Department	Service Levels			
			Efficiency	Service	Attitude	Score
Rusumo RW	EAC	Immigration	5	5	5	15
Katuna UG	EAC	Immigration	5	5	5	15
Busia UG	EAC	Immigration	5	5	5	15
Rusumo RW	EAC	RRA	5	5	5	15
Tunduma TZ	EAC	Immigration	4	4	4	12
Rusumo TZ	EAC	Immigration	4	4	4	12
Gatuna RW	EAC	Immigration	4	4	4	12
Busia Kenya	EAC	Immigration	4	4	4	12
Tunduma TZ	EAC	TRA	4	4	4	12
Rusumo TZ	EAC	TRA	4	4	4	12
Gatuna RW	EAC	RRA	4	4	4	12
Katuna UG	EAC	URA	4	4	4	12
Busia UG	EAC	URA	4	4	4	12
Busia Kenya	EAC	KRA	4	4	4	12

TABLE 4 – Comparative rating of eastern region.

of one-stop border posts, single customs territories and integrated customs procedures.

From the results of this brief analysis it is clear that the very effective initiatives that have been implemented by the governments of the EAC region are efficient and fully supported by the trucking and travelling population, and are adding to efficiency and reducing the costs of regional travel.

This can be contrasted with the continual confrontation experiences

on the corridors of the SADC region, where a lack of political adhesion and cooperation, and the will to resolve problems, is inhibiting development in the region through excessive travel and transport costs.

Current delays for trucks at Chirundu, Beitbridge, Kazangula, Kasumbalesa, Nakonde and Tunduma vary from four to ten days at a standing cost of US\$ 30 (about R409) per hour. This inefficiency is estimated to be wasting more than US\$ 80 million (R1.09 billion) per year. **F**



 @EconometrixZA

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

THE MADNESS OF KING TRUMP

THE GLOBAL EFFECTS OF THE US IMPORT TARIFF HIKES HAVE ALREADY BEEN FELT IN SOUTH AFRICA

Cyril Ramaphosa must have thought he had it (relatively) easy. Going into 2018 as elected president, consumer confidence appeared to be up, business confidence couldn't ostensibly go any lower, and investment growth was bound to return after a good few years of sweating fleet assets.

Even better, the rand was stronger against the dollar, inflation was falling, and the malaise of Jacob Zuma's presidency finally started to appear in the rear-view mirror, as the new president promised to get tough on corruption. Indeed, it was something the investment community desperately wanted to hear.

Unfortunately, only a few months into his tenure, the United States took the decision to start raising tariffs on imports from friend and foe alike. The strange part about President Trump's decision to invoke a trade war is that it falls in direct conflict with his policy of "America First"...

Raising tariffs on imported raw materials raises the cost of goods for the American producer, which could reduce demand for American-made goods. Further, reciprocal tariffs from China have hurt American exports – specifically in the heartland in Trump's support base – pork and bourbon being among the exports targeted by China.

The global effects have been particularly hard on emerging markets.

Since rhetoric began over increased trade protectionism, the rand has weakened significantly, breaching the level of R13,50 to the dollar in the last few weeks. The impact of the weaker rand has already been felt, with petrol rising to above R16 per litre in July and putting substantial pressure on consumer inflation.

has risen by between one and three percent. Transport operators living on tighter margins are likely to see these margins become constrained even further – one, as the petrol price rises and shows no sign of slowing, and two, as the price of imported components climbs while the domestic economy remains stagnant.



Many observers expected the first two quarters of the year to be a period of strong recovery in the economic outlook. With it would follow an increase in business and consumer confidence, the purchasing managers index would rise and investment growth would pick up significantly – and, along with that, so would the demand for trucks.

Many in the industry would be looking to begin the replacement cycle. Since the beginning of the year, our own analysis suggests that the cost of transport products and parts

Trade wars, such as the one into which we are about to enter, have no victors. In South Africa, we have already seen the effect of earlier tariffs on our vehicle exports. Given our limited domestic heavy-vehicle manufacturing abilities, the transport industry will have to rely on more expensive components as the rand suffers. In many cases, this may delay the replacement cycle indefinitely.

Unfortunately, the experience with Trump's economic policies has given little to suggest that common sense and logical thinking will prevail. **F**



 @NLawGlobal

MALCOLM HARTWELL is a director based in Durban. He is a master mariner and the team leader for transport and has been with Norton Rose Fulbright since 1994. He is a shipping lawyer and specialises in admiralty, international trade, marine insurance and all aspects of maritime casualties, in particular investigating the maritime aspects of cases involving salvage, collisions, grounding, flooding, fires, anchor dragging and cargo claims. He has been involved in most of the casualties in this region in the last twenty years.

TRANSPORT PRICING: PRIVATE SECTOR SAFE FOR NOW

ROAD HAULIERS HAVE APPARENTLY IGNORED THE GOVERNMENT'S INVITATION TO COMMENT ON THE ECONOMIC REGULATION OF TRANSPORT BILL 2018, PROBABLY BECAUSE IT DOES NOT SEEM TO AFFECT THEM DIRECTLY

That assumption is correct insofar as it applies to all the state-owned entities involved in transport, but the minister of transport can apply the legislation to any transport company if satisfied that certain circumstances exist. In any event, the economic regulation of state-owned transport will indirectly affect road hauliers and logistics companies.

The stated intention of the Bill is to promote an effective, efficient and productive transport sector. In order to achieve these goals, it establishes two parallel and independent regulatory agencies. The two bodies will determine price controls and service standards, collect regulatory

and industry information, and resolve disputes affecting all the regulated entities.

The first body, to be known as the Transport Economic Regulator, will be the primary technical administrative and enforcement regulator once the Bill becomes law. It will be responsible for carrying out education, research, price control approval, the investigation of complaints and enforcement of the Act.

The Transport Economic Council will monitor the conduct of the regulator, review the regulator's decisions and review the decisions of the regulated entities.

The Bill provides broad powers to the regulator and council, and enumerates a host of offences, with penalties of up to five years' jail time and/or an appropriate fine.

At this stage, the Bill only applies to the National Ports Authority, Transnet's rail and port terminal operations, the Passenger Rail Association of South Africa (Prasa), the South African National Roads Agency (Sanral)

and the Air Traffic and Navigation Services Company. It does, however also extend to any operations where Sanral has granted a concession and, more importantly, to any other market, entity or service – whether state or privately owned – that has been declared by the minister to be subject to the Act.

The minister can apply the Act to, for example, road hauliers, only if the minister has determined that they are a monopoly operator, or that they are not functioning competitively, or if he or she is of the view that economic regulation can address the non-competitive nature of the market.

This is a very broad discretion which the minister would have to exercise reasonably, but it is entirely possible that the minister might decide that the Act should apply to, for example, all road hauliers operating on the Gauteng to KwaZulu-Natal corridor; in which case it would directly affect the readers of this magazine.

Even if the minister does not extend the Act to private companies, the economic regulator will, among other things, determine prices to be charged by Transnet rail or road hauliers. This, in turn, will have an effect on the prices that can be charged by private operators.

The period for commenting on the Bill has closed and it is not yet clear whether this legislation will work its way through Parliament before the next general election. Road hauliers and logistics companies, however, need to be alive to the fact that the state-owned entities should become much more price competitive, and that there is a possibility the minister will extend economic regulation into the private sector. **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!

THE MENACE OF FALSE DRIVING LICENCES

BECAUSE OF THE NUMBER OF DRIVERS IN SOUTH AFRICA WHO USE OUR ROADS WITH FALSE AND ILLEGALLY OBTAINED DRIVING LICENCES, IT HAS BECOME NECESSARY FOR TRUCK AND BUS OWNERS TO THOROUGHLY TEST ANY NEW DRIVER WHO THEY INTEND EMPLOYING

The numerous recent media reports regarding the alarming number of false driving licences issued are frightening – especially when an estimated one in three vehicles on our roads are being driven by drivers who may not have been taught the rules of the road, or how to drive in a safe and proper manner.

According to these reports, it appears to be very easy to obtain a fake licence, provided that you are willing and able to pay a bribe or alleged fee.

False licences are obtainable for all driving licence categories, including extra-heavy commercial vehicle licences and Professional Driving Permits (PrDP). Driving schools appear to be involved in the process, too. (You book a test but never have to get behind the wheel.)

During many years of testing truck drivers, I have encountered a number of drivers who allegedly have a heavy-duty licence and a valid PrDP, but fail dismally in the theoretical and practical road test.

One driver who applied for a truck driving position at a company where I was testing a group of drivers did not have a PrDP. When I told him



that without a valid PrDP he was not qualified to drive a truck, he very arrogantly replied that he could obtain a PrDP within a day as he knew the right people.

To assist truck and bus owners and/or operators who do not have their own driving instructor, the list below contains some of the important driving skills and documentation that should be monitored and checked during the theoretical and practical road test.

- Driving licence and PrDP;
- Pre-trip inspection method and documentation;
- Avoiding engine over-revving on a cold-engine start;
- Correct gear selection when starting off (should always select first gear) and when on the road;
- Clutch control;
- Use of mirrors, blind-spot check and signalling;
- Torque management – sweet-spot driving (driving in the green band);
- Avoidance of harsh braking;
- Driver courtesy towards other drivers;

- Keeping to a three-second following distance;
- Reaction when the vehicle behind is too close;
- Compensating for other drivers' bad habits/mistakes;
- Retardation management – use of exhaust brake and retarders;
- Control/understanding of excessive idling;
- Accident report system;
- Reversing proficiency – especially with a trailer;
- Date of last driver-training course attended;
- Searching for road hazards (every 12 seconds);
- Identifying hazards and type of hazard;
- Deciding what action to take;
- Taking early action to avoid a road hazard;
- Driving according to what the driver can see.

Remember that it is the truck or bus owner's responsibility to ensure that the person he or she allows to drive the vehicle is properly licensed and competent to do so. **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.

OF BATTERIES, BUSES AND BOARDROOM BUDDIES

HAVE ELECTRIC BUSES GONE BACKWARDS? A RECENT CONTROVERSY INVOLVING A POTENTIAL MyCiTi SUPPLIER MIGHT SUGGEST SO

In January the City of Cape Town suspended its Transport Commissioner (TC). One of the reasons, according to *The Citizen* of January 19, was that the TC was "involved in unfairly advantaging a Chinese company ... to secure a tender for

the way by reintroducing electric buses.

Several months later, however, it turns out that Los Angeles picked up problems with electric buses bought in 2015 from the same Chinese company. A lengthy article in the *Los Angeles Times (LAT)* of May 25 describes the company as a "skilled political operator (whose) business model includes hiring lobbyists and which invited public officials on foreign junkets".

Let's leave that for another time and rather look at the problems

United States bus agencies that have experienced problems with these buses include Anaheim, Phoenix, Albuquerque and Long Beach.

Reading through the issues described in the *LAT* article, I couldn't help thinking back to a sunny but sad day in Durban in June 1967. I had made a point of taking a final ride on NDC 2016, one of an original batch of 12 1939-model Sunbeam double-deck trolleybuses that I had heard were to be withdrawn within a month. At the time no less than nine of them were still in service, but 2016 held the record for the most kilometres – just around a million.

Trundling along in 2016 that day, I never thought that I would be writing this, 51 years later. I do remember thinking that it could have kept going for at least another three years or so, but like so many decisions in public transport in South Africa, its demise was a "done deal" (to quote the promoters of the Gautrain). NDC 2016 would have spent about 50 percent of its life operating on the Berea routes, climbing a cumulative vertical rise of nearly 400 m every day. That would add up to around 3 000 vertical kilometres, or nearly 400 trips to the top of Mount Everest!

Have electric buses gone backward in the last 80 years? It now looks like they won't make it to the far end of the block, let alone climb Mount Everest. The *LAT* article talks about battery charging stations along the routes – but good old overhead wires would do the job a lot better.

Advice for Cape Town: put wires up to the top of Kloof Nek Road and then see the buses perform.

Advice for South Africa: start fixing public transport, quickly. **F**



They stalled on hills, required much more frequent service calls and had unpredictable driving ranges.

electric MyCiTi buses". Apparently "council officials met the company's representatives in China and in the TC's boardroom before the tender was advertised".

At the time I let it pass, preferring to congratulate Cape Town for showing

encountered with the buses. They "stalled on hills, required service calls much more frequently than older buses and had unpredictable driving ranges below advertised distances, which were impaired by the heat, the cold or the way drivers braked". Other

FACE TO FACE WITH CLAES NILSSON!

WE HAVE LAUNCHED AN ALL-NEW SERIES IN FOCUS, ENTITLED FACE TO FACE, IN WHICH WE INTERVIEW CAPTAINS OF INDUSTRY. THIS TIME AROUND, CHARLEEN CLARKE GOES FACE TO FACE WITH CLAES NILSSON, PRESIDENT OF VOLVO TRUCKS

Y

ou appear to be riding a wave of success right now?

Yes. For us, as for many of our competitors, it is a very hot market. In more than 30 years with Volvo, I have never seen Europe and North America (which is very important to us) being at such high levels at the same time. Both markets are over 300 000 (I'm talking 16 t and above). So the situation is quite extreme.

As you know, our performance in Europe is fairly stable and for the last couple of years we have enjoyed about 17 percent market share, which is the highest in many decades. In North America, our market share has previously been higher – in 2015 we had 12 percent market share – but last year that dropped to less than ten percent.

The reason is that we had a generation shift; we had a phase-out and a phase-in period and we are still continuing to ramp up the new products as a result. Our latest products have been extremely well received, though, and we are now back to 11 or 12 percent market share in North America. We hope we can further increase that percentage.

As a result of these buoyant markets, you are battling to meet demand, correct?

Yes. The worst lag is in North America where, if you want a big sleeper cab, you will have to wait until the end of the year! In Europe, we are managing better and delivery times are more normal.

How important is South Africa in the Volvo world?

It's extremely important. We sell our products in more than 140 countries around the world. Within the Volvo Group, we are THE premium global brand, but our biggest international markets are South Africa, Korea, Australia ... and we're also growing very rapidly in China, even though our market share is still very small there.

China is a very interesting market for us because of its interest in moving to zero emissions. It's interesting to see the demand for a more European-type of product in China. That's why we have seen our volumes go from 1 000 a year to 4 000 this year. All those markets are keeping up very strongly and we're very happy with our performance.

Last but not least, there is Latin America. There was a terrible downturn in Brazil. This market is finally recovering, although levels are still low, and I'm pleased to report that, during the downturn, we maintained our market share in Brazil. Thankfully our performance in other countries in that region has been good. Generally speaking, we are very pleased with our volumes in all the international markets.

Going forward, what is your strategy?

We will continue to focus on the heavy-duty market. Of course we also have a very good medium-duty range, but it's really the heavy-duty market that is the core of our business. We are traditionally very strong in long haul and now we're also taking important steps in construction (we have been strong in this market sector in Scandinavia and

the United Kingdom for a long time). In North America, we are very much focused on long haul. Our sister brand, Mack, is focusing on the construction sector there.

What about future technology? What do you have in mind?

Going forward we have some important visions. One is around zero accidents. We're also looking at new technologies, not least of which is autonomous driving, which will also improve safety. Even if we're not moving very quickly to autonomous vehicles, much of that technology can be brought back and used in the current trucks for improved safety.

Another important vision that we have is the drive towards zero emissions. Our liquefied natural gas (LNG) trucks are definitely contributing towards this vision, as are our electrified trucks. Those represent very strong steps in that direction. Gas is definitely viable right now, using diesel technology, which many of our customers are eager to test. A challenge is the availability of LNG. Some countries are very aggressive when it comes to rolling out LNG infrastructure; Holland is one such country. On the other hand, others aren't as progressive.

In regard to electric trucks, for the time being, we think that the quickest applications for electrified vehicles lie in shorter distances and maybe not in such heavy loads.

When will electric vehicles be suited to long-distance transport?

I don't know the answer to that. Obviously battery development is moving quickly. In fact, it's moving faster than we thought it would and we will definitely see electrified heavy-duty vehicles in time to come. What's interesting, though, is that, if you consider the range and distance between charging, 60 percent of our customers can use electric vehicles today.

The emissions legislation in Europe will certainly push us towards electrification; by 2025 we will have to sell a fair number of electric vehicles. I will not be surprised to see a reasonable share of long-haul vehicles being electrified on European roads by that time.

For the time being, will diesel still be around?

Most definitely. One of the challenges for us is that we also need to have a very competitive truck that operates with the current diesel technology, which will be around for many years. So we need to continue to invest in current technology while at the same time investing in new technologies. This is something that is causing us quite a bit of stress: how to balance new and current technologies. What's clear is that we will need to invest more in research and development in the future.

What is your view on heavy-duty trucks running on hydrogen?

We think that hydrogen (or something else) has its place

as a range extender. It could be useful in the future. The serious long-haul operations will always require range extenders, which is where hydrogen could play a role. We are working with several of the leading providers of hydrogen, although I don't think that we will see hydrogen standing on its own right now. Could the situation be different in five years? Possibly.

I'm told that Renault and Volvo are splitting and going their separate ways in the United Kingdom (UK). Is this correct?

Yes. We're seeing that, in some markets (such as the UK), we need to have dedicated networks. That's why we have



Nilsson says that South Africa is a very important export market for Volvo. So, too, are Korea, Australia and China.

made the decision to separate the brands in the UK and various other European countries too.

Does this mean that the strategy of aligning the brands has not been as successful as you'd envisaged?

You could say that. Maybe we went too far in the drive towards cost savings. Maybe aligning the brands was not the optimal solution when it came to taking care of our customers.

On a similar note, and turning back specifically to South Africa, Volvo and UD appear to be working well together. What about DongFeng and Eicher? Could they be incorporated into Volvo within South Africa?

We could do it, but obviously UD and Volvo and the other wholly owned brands are one story. The UD and Volvo products complement each other very well and this is not necessarily the case with the other brands (there could be some overlaps, which would make things a bit tricky). We will continue to keep joint ventures at arm's length. So no incorporation in South Africa for now. **F**

DOING MORE WITH LESS



THE HEAVY COMMERCIAL VEHICLE (HCV) SEGMENT SITS IN AN INTERESTING SPACE, WITH MORE THAN 120 MODEL VARIATIONS OFFERED LOCALLY. THAT MEANS A LOT OF JOCKEYING FOR MARKET SHARE – IN A SEGMENT THAT IS CURRENTLY DECLINING

The HCV segment is characterised by some interesting dynamics – from varying truck sizes, their ability to navigate city streets, and a need for considerable levels of customisation, to the sheer variety of models on offer and the availability of drivers.

Elvis Mutseura, product marketing manager, Iveco South Africa, illustrates the dynamic in detail: “The HCV segment is possibly the most fascinating segment of the trucking industry in South Africa. The legal maximum width of a truck changes from 2,5 to 2,6 m at the 12-t gross vehicle mass (GVM) mark, right in the middle of the HCV segment. This has an impact on load volumes and the capacity to carry palletised goods and other standard load configurations.

“Added to this, the HCV segment services the proverbial last mile of road transport logistics and ferries a wide array of goods for both retail and manufacturing end users. The vehicles must be able to navigate narrow streets, loading bays and areas with height and weight restrictions.

“There is a high level of customisation in the HCV segment, but the manufacturers are under time pressure to have the client’s investment be productive, while the pressures of fuel and maintenance costs are as real and universal in the HCV segment as they are elsewhere in the trucking industry.

“The shortage of skilled drivers also does not spare the HCV segment – and a direct result of this is the increasing shift towards automatic and automated transmissions, as these require somewhat less skill while resulting in lower maintenance costs,” he explains.

Ernie Trautmann, vice-president of Hino South Africa, has noticed similar trends: “The market is quickly moving towards the acceptance of automatic transmissions. A contributing factor to this shift is the lack of driver skills, advances in technology that lead to fuel consumption comparable to manual transmissions, and lower lifetime maintenance costs compared to manual transmissions.

“Lowering the cost of ownership is also at the forefront



and automatic transmissions contribute to this by reducing accidents and damage, as the driver can focus on steering and not shifting gears. Similarly, safety features and driver comfort levels are becoming increasingly popular."

Mutseura adds: "We remain resolute in our commitment to safe, sustainable transport. The wellness of drivers is a critical component of this and it is encouraging to see more and more operators and driver-owners becoming more aware of the benefits of healthy drivers in a good working environment."

Gert Swanepoel, managing director of UD Trucks Southern Africa, agrees that efficiency is one of the greatest needs of HCV operators. "There is an increasing demand from fleets for quicker turnaround times, as the end consumers want faster and more efficient delivery of fast-moving consumer goods (FMCG).

"In light of the recent price hikes, fuel economy is also top of mind for fleet owners. For this reason, integrated telematics – which monitor and advise fleets on efficiency, fuel economy and productivity – are climbing the list of fleet owners' requirements >



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when they buy a new HCV," he suggests.

It also means that HCV operators are demanding increased payload... "Customers are demanding more efficiency from their trucks to increase productivity and counter rising costs," says Trautmann.

However, the segment has clearly been under pressure during 2018, contributing to the total market decline of 1,3 percent in the first half of the year, with a segment decline of 6,3 percent.

"Although the segment has deteriorated significantly, the introduction of the Hino 500 Wide Cab has assisted Hino to defy the market trend. In fact, Hino is the only established truck brand that's seen a growth in this segment," Trautmann says.

Swanepoel suggests that the declining truck market in the first half of the year (only the extra-heavy commercial vehicle sector increased) is linked to South Africa's economy shrinking from the previous quarter by 2,2 percent, which is the largest quarter-on-quarter decline since the first quarter of 2009.

However, both he and Trautmann expect some recovery by the end of the year. "All things considered, we still believe that the market will end 2018 in the black, even if it is with a very slight margin," says Swanepoel.



Integrated telematics – which monitor and advise fleets on efficiency, fuel economy and productivity – are climbing the list of fleet owners' requirements when they buy a new HCV.

"We do expect some recovery for the rest of 2018, but it is still expected that the HCV segment will show negative growth versus 2017..." says Trautmann.

He continues: "Traditionally the second-half performance of the truck market is better than the first and, due to the performance, the market will see a build-up of stock through aggressive incentive programmes. Of concern is the fact that the total truck market will probably decline for the fourth consecutive year, or at best equal 2017's results.

"The expected positive political scenario has not yet materialised, while the rising fuel price and costs have put pressure on truck operators," he concludes. **F**

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FUELLED UP FOR TRANSPORT!

A HUMBLE, FOCUSED, HANDS-ON LADY, NONA CHILI IS GUIDING MAKWANDE SUPPLY AND DISTRIBUTION TO BE AN IMPORTANT PLAYER IN THE LOCAL FUEL-DISTRIBUTION SECTOR. THAT SHE HAS A TRUSTED PARTNER LIKE SCANIA SOUTH AFRICA AT HER SIDE DOESN'T HURT, EITHER

Chili says that she fell into the fuel-transportation sector by default, but, listening to this intrepid CEO's story, it seems more like a natural progression. Her career as a crude-oil trader began some 20 years ago and, in 2006, she opened Makwande Energy Trading – a crude-oil and products trading company.

By 2009 the need for diversification into the transport sector was identified, and so Makwande Supply and Distribution was established to transport fuel by road tankers. By 2012, after transporting on an ad hoc basis for the oil industry, with second-hand trucks, the company was able to buy its first two new trucks, thanks to the assistance of Scania South Africa.

"No bank would finance us for ad hoc contracts; they wanted security. When we engaged with Scania, we were doing small deliveries to mines, and they didn't know us at all, but they expressed confidence in how we were growing our business and we got a positive response," she explains.

Naas Burger, key account manager for Fleet Sales at Scania South Africa, explains that, to Scania, financing is not just about selling an asset: "We specialise in transport – it's a total cost of operation solution that ensures competitive running costs and maximum uptime."

Today the company operates 27 Scania horses, all pulling fuel tankers, which run to various regions of the country. Burger notes that these are full ADR-spec vehicles that feature safety systems like airbags and advanced electronic braking systems with radar. "They are perfectly suited to work in the fuel industry," he notes.

Similarly, for Chili, operating in the high-risk hazchem environment means doing things correctly. The company follows strict systems, especially in terms of health, safety and the environment (HSE).

"There needs to be an understanding of the products, how to transport them and manage the trucks – all within the bigger picture of HSE. You cannot take shortcuts, because there are huge risks," she notes.

In this regard, Makwande prioritises fleet management. "The vehicles are fitted with the Control Package of Scania's Fleet Management System, which allows us to build a history of each truck as well as conduct driver, fuel and technical monitoring. Furthermore, our driver trainers have all been trained by Scania. Scania's repair and maintenance plans help ensure our trucks don't suffer technical problems, and also help us manage costs."

All these elements contribute to what Chili enjoys most about the transport industry – the excitement.

"This industry keeps you on your toes – once you're in transport, it's an addiction. You're under pressure to succeed. It's hectic, but rewarding!" she comments, adding that it's not a journey one can undertake alone...

"The support you get from your team, mentors and trusted partners like Scania makes all the difference," she says.

"We stay in contact on a monthly basis to ensure that the customer is happy with the support they are getting from our aftersales team, as well as to answer any queries they may have. We regularly engage from a driver-training perspective, to ensure that Makwande's drivers are at the top of their game," Burger adds.

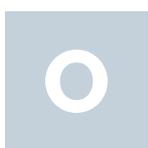
As one of Chili's passions is to provide mentorship, what advice would she give to young women who may also want to prove themselves in the industry?

"This is a woman's space, too. Perceptions can be a hindrance and often people fail, before trying, because of fear. If you set your mind to it and focus, you can do it," she explains.

Wise words from a lady who's a transport natural. **F**

THREE-POINTED STAR GETS A LADY'S TOUCH

THE MERCEDES-BENZ TRUCKS BUSINESS UNIT HAS A NEW BOSS, AND SHE COMES WITH SOME IMPRESSIVE CREDENTIALS



In July 1, Daimler Trucks & Buses (DT&B) Southern Africa welcomed Maretha Gerber as the new head of Mercedes-Benz Trucks for southern Africa.

Gerber has held several leadership positions within Mercedes-Benz South Africa (MBSA) and brings with her a combination of retail experience within sales and marketing in various roles, as well as leadership skills.

"Maretha is no stranger to the automotive sector and she has proved that she is invaluable to any team she has been a part of. Mercedes-Benz Trucks was looking for someone who displays leadership, is always innovating and who will ensure all its offerings continue to be the best. Maretha ticks all of these boxes, and more!" comments Jasper Hafkamp, executive director of DT&B Southern Africa.

After completing a Bachelor of Commerce in Marketing, Gerber joined the Mercedes-Benz group in 2000 as a key-account manager. She went on to occupy several other managerial positions in the sales, dealer-network strategy and marketing areas.

In 2015, she became the dealer principal of Mercedes-Benz Rosebank, in Johannesburg, where she successfully contributed to its growth.

"With her combination of retail experience within sales and marketing in various roles, as well as her leadership skills, she is the ideal person to lead the Mercedes-Benz Trucks organisation in southern Africa," Hafkamp adds.

The new head of Mercedes-Benz Trucks says: "I am extremely excited to have been appointed in such a

critical position and I know that, with such a dynamic team, we are going to ensure Mercedes-Benz Trucks remains market leader in the different segments in which it operates."

Gerber's appointment comes at an exciting time for Mercedes-Benz Trucks; the company having just launched



Maretha Gerber has taken over the helm of Mercedes-Benz Trucks in South Africa.

its all-new Actros models into the extra-heavy commercial vehicle segment – while other exciting models are on the cards for their local debut, including the all-new Arocs model for the competitive construction and mining segments.

The **FOCUS** team wishes Gerber all the best of luck in her new role! **F**



MAN AND MACHINE IN HARMONY

CONNECTED THIS, INTERNET OF THINGS THAT ... THE FACE OF THE LOGISTICS SUPPLY CHAIN IS BECOMING INCREASINGLY DIGITAL. DOES THAT MEAN THAT THINGS ARE FUNDAMENTALLY BETTER? DO SERVICES AUTOMATICALLY TAKE A LEAP FORWARD? HOW IS THE HUMAN FACTOR AFFECTED? FOCUS FINDS OUT

It can only be the natural progression for technology to underpin the modern logistics chain. As competition and speed to market become ever greater considerations, every link in the chain needs to talk to the others, while being under constant observation. While business competitiveness should take a leap forward and customer satisfaction objectives should be met, does this mean that those working in the supply chain have a measure of security? Or do they face being replaced by the machine?

According to Detlev Duve, MD of Dachser South Africa, the South African logistics sector could be experiencing one of its most competitive cycles in decades. "Influenced by economic recession, currency fluctuations and increasing customs costs, logistics companies are in a race to be all things to all people," he notes.

"This has meant the emergence of concepts that were

but a dream only a decade ago," says Lebo Letsoalo, CEO and founder of SincPoint and the African Women in Supply Chain Association (AWISCA).

"Innovative concepts driven by technology – such as paperless, high-speed and secure dispatch/delivery of parcels through a widespread parcel shop network – enable logistics companies to serve their clients better, faster and more efficiently. They improve the level at which we produce and meet demand, and have an incredible impact on the quality of product and the speed at which it is produced.

"Technology has also helped to manage the distribution of goods and to create access to important insights into markets and sectors, which helps companies stay competitive," she says.

Duve adds that, today, logistics is far more than moving a product safely and timeously from A to B. "Logistics



has become integral to the client's supply chain, and this requires the consideration of numerous additional factors to provide flexible and varied solutions based on the client's logistics needs."

This, he says, means the implementation of customised logistics solutions that require a commitment to diversify the logistics offering and capabilities.

"The goal of providing a flexible and customised solution to clients is to ensure that they need to be less involved in terms of managing this aspect of the supply chain. Supply chains are integral to the client's business and their bottom line, but it is not the focal point of what they do. Having a third-party logistics provider who can manage this process with accuracy and a sound understanding of their requirements, backed up by seamless tracking and administrative platforms, allows the client to focus on driving core business goals."

So, would such an approach mean increased implementation of technology, personnel, or both?

Letsoalo is of the opinion that the bottom line for any company is that the logistical process must be cost-effective and efficient. When investing in technology in a cost-effective manner, businesses tend to think the solution lies in cutting down on the labour force.

After all, technology – automation, artificial intelligence (AI), robots and more – is far less error-prone and requires far less training than humans do. "When a robot is built and coded to perform a certain task, it is done once and the machine will then continuously perform the task effectively with no retraining required," she quips.

She points out, however, that there will always be some tasks that machines will be unable to do.



“

This means the implementation of customised logistics solutions that require a commitment to diversify the logistics offering and capabilities.



"While AI and robots can be used to automate process and productivity, human labour remains important in ensuring precision in customer satisfaction and a more 'human' interaction. It really doesn't matter how advanced the automation is or may be in the future ... there will always be a need for human judgement."



We need to rethink how we educate people and how we prepare them to work alongside an incredibly automated workplace.

She suggests, therefore, that the key is to invest equally in machines and human beings.

"We need to rethink how we educate people and how we prepare them to work alongside an incredibly automated workplace. Train humans in new skills, especially those we identify as skills that machines are not yet capable of

performing. This provides an opportunity for the education system to align its curriculum to future technology, to cater for the changing and dynamic landscape of the supply chain," she comments.

So how could a company effectively invest in new technologies as well as manual labour? An interesting case study has emerged in KwaZulu-Natal, where specialised petroleum logistics business Crusade Logistics has employed drone technology to create a niche in the complex business of fuel distribution.

The company uses drones to help plan routes and monitor driver safety, while providing customers with two-hourly updates on the estimated arrival time at the depots, ensuring that they are ready to receive the fuel.

Co-owner of Crusade Logistics, Wesley Naidoo, says: "We mark out the routes first with drones to give drivers visual cues and familiar landmarks on an electronic journey plan. We have seen a marked improvement in driver safety and it also reduces the risk of trucks getting lost with a full load of fuel on board."

Clearly then, the supply chain and logistics sector can look forward to a future of man and machine working in harmony, the ultimate result being customer satisfaction. **F**



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PART REPLACEMENT PITFALLS TO AVOID

EVENTUALLY, EVERY VEHICLE NEEDS AT LEAST ONE PART REPLACED, WHICH CAN EASILY BECOME A TIME-CONSUMING, EXPENSIVE ACTIVITY. FOCUS LISTS A FEW CONSIDERATIONS TO MAKE THE PROCESS EASIER

Some fleet owners might be lucky enough to avoid replacing parts by regularly purchasing new vehicles. However, many transport operators keep their vehicles for over a decade, which comes with its own challenges, including replacing expensive, but important, parts of the vehicle. Here are a few things transport operators should keep in mind when replacing parts.

AVAILABILITY OF PARTS

Before a vehicle is purchased, or a big repair is scheduled, the transport operator should ensure that the vehicle parts are readily available. Even if it is necessary to wait for a particular part, it is best for the owner to be aware of this in order to schedule the necessary downtime. The sooner the parts can be delivered, the better – especially in emergency repair situations.

Availability of parts is particularly important for cross-border transport companies. Before entering a country, it is important to know whether there is a part supplier that would be able to provide the necessary parts in due time if the vehicle should break down.

QUALITY OF PARTS

This might seem obvious as it is one of the first rules of purchasing parts, but a transport operator might be inclined to believe that the most expensive part is good quality, or to trust a specific parts supplier. Wherever possible, parts should be inspected before being fitted to the vehicle. If there are any oddities, the parts supplier should be informed.

Seek out reputable companies that perform regular

quality testing and can provide a warranty. A warranty is a good indication that a parts supplier has confidence in a product and assures the operator that the part can be replaced free of charge if damaged during the warranty period.

PRICE IS NOT ALWAYS KING

Just as the most expensive price doesn't guarantee quality, the most inexpensive price is not always ideal. Purchasing a sub-par product could lead to more frequent breakdowns.

Andre Gouws, chief financial officer at Transportation Components, says: "When buying the cheapest component possible, fleet owners need to be aware that they could be sacrificing quality for price. This not only results in a shorter product lifespan, but also a reduced interval between repairs and costly downtime."

Inferior parts are also a risk factor for the driver as they could lead to an accident. Gouws adds that some parts suppliers use the original equipment manufacturer's products as a mould for their own parts resulting in an inferior product that might look the same as the original.

KNOW YOUR PARTS

While this might seem like a silly mistake, it is essential to know the model of the part and adequate alternatives to ensure that the correct parts are purchased and fitted to the vehicle. Be sure to order the same model where possible and to contact the manufacturer when uncertain. **F**

**FOR MORE ADVICE FROM PROFESSIONALS ON
MAINTAINING OLDER VEHICLES, SCAN THE
CODE**





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NEXT MEETS NOW IN THE DRIVE FOR DIGITAL DISRUPTION

THE FLEET SOLUTIONS DIVISION OF SHELL SOUTH AFRICA IS HEADING FOR AN INCREASINGLY DIGITAL FUTURE, AS IT SETS OUT TO RESHAPE THE FLEET WORLD AS WE KNOW IT TODAY, WRITES GAVIN MYERS

“Disruption” is one of the most talked about buzzwords in today’s boardrooms. As technology evolves and becomes ever more integrated into our daily personal and professional lives, more and more of the traditional ways of doing things are opened up for new, better ways to take over.

Similarly, the fuel supply industry faces numerous challenges in the coming decades – the demise of fossil fuels and the rise of electric and alternative power, changing travel patterns from personal transport to the likes of e-hailing services, as well as the already increasing use of drone delivery for last-mile logistics and the impact this has on the transport and logistics sector.

In preparation for this “disruption” to its century-old business model, Shell is looking to a new, digitised future across all its business units. The company is, essentially, being its own “disruptor” and getting ahead of the trend.

The future direction for the brand is immediately evident with the recent name change of its Commercial Fleet division, which is now known as Fleet Solutions.

Speaking at Shell South Africa’s recent Next Meets Now conference, Parminder Kohli, global marketing manager, business development and operations manager at Shell, explained that technology and digitisation are driving economic disruption across all industry sectors. Many of these sectors impact directly on Shell’s business units, for example, it’s fleet-card business.

“In less than a decade, the payment industry will be

severely disrupted – a key consideration when the Shell Card is at the heart of Shell’s payments business,” he said.

Considering that Shell South Africa’s fleet-card offering is now 35 years old – and the company’s fleet-card business is represented in 23 countries, with two-million customers transacting at 200 000 Shell and Shell partner sites every day – the company is right to try to avoid disruption.

On the other hand, the world is going to need up to 30-percent more energy than it does today by the time its population reaches nine billion. It is estimated that the population of Africa will double in the next 30 years, representing the biggest growth rate in the world. “Urbanisation will be huge; 800 million people will move to cities in the next 30 years,” Kohli said.

“All this is taking place against the backdrop of climate change... We need to find a way to balance it all. The world needs a mosaic of solutions, including different and varied energy sources, and Shell needs to play a part as an energy company,” he added.

For example, says Kohli, Shell has recently bought New Motion – Europe’s largest network of electric-vehicle charge points. It has also developed a range of new solutions to complement its fuel offering; many of which will have a direct benefit for the transport and logistics industry.

These include telematics for analytics, fuel reporting and route optimisation; freight optimisation, last-mile and long-haul solutions; fleet-management services specific to business-to-business customers; and e-road services.



We are making lots of changes, from hardware to software implementation.

"The ability to generate and process enormous amounts of data is already a huge enabler for the fleet industry. It is also opening the doors for lots of new players who can manage data better than old, traditional transport companies.

"Data is enabling last-mile delivery, or full-return loads via e-platforms. Just look at how Amazon is redefining the logistics business with its drones, for example – and this is only going to increase," he suggested.

Happily, customers of Shell Fleet Solutions can already begin to take advantage of some of the company's new products and solutions.

Bongani Motloung, sales manager, Shell Fleet Solutions, noted: "Our customers' needs have changed and we want to make life better and easier for them, every day. Everything we do is about the customer.

"We are making lots of changes, from hardware – including how our forecourts look – to software implementation and the personal attention given by our forecourt attendants and our sales staff," he added.

With that in mind, Shell Fleet Solutions has launched a unique, "fit-for-purpose" solution for all its fleet customers: real-time SMS notifications.

"The system highlights suspicious transactions and then immediately alerts operators via SMS. This allows them to act while the incident is still fresh and evidence is still

available for investigation," explained Thayuri Moodley, Shell South Africa marketing manager.

Over the past few months, in the lead up to the system's launch, Shell worked with a bus-fleet customer who has been experiencing suspicious transactions. The system successfully flagged three suspicious transactions that proved to be fraudulent. These cases have since been passed on to the Shell Fraud Support division, which, among other services, offers dedicated fraud analysts and fraud investigations.

In fact, the Shell Fleet Solutions service offering extends to four core business functions. These include:

- **Fleet mobility** – The aim is to put control at the customers' fingertips. This includes services such as the new Shell T-Card that allows for data capturing with incentive reporting intelligence and tracking; and the Shell Card Online web portal, which allows customers to manage all aspects of fleet management.
- **Security** – "South Africa faces many unique challenges. We need to build a solution that's fit for purpose," noted Moodley. These solutions include real-time fraud detection and action, as well as proactive and reactive features to keep customers in control of their fleet from anywhere.

The abilities include the facility to manage, block and unblock cards instantly; customise limits according to up to nine alert parameters that the customer can define; as well as improved security at all Shell sites.

- **Customer experience** – It is not only the high quality of its fuels – which is the result of years of research to improve fuel consumption, lower CO₂ emissions and lower vehicle operating costs – that define Shell. It's network of 630 sites and 477 participating sites is now being augmented with the new Shell Truck Diesel concept.

These new sites feature higher canopies for larger vehicles, easy access, high speed pumps, parking and overnight facilities, showers, hot food and security. There are currently 70 such facilities countrywide.

- **Convenience retail** – Creating even more value for its patrons, Shell Fleet Solutions has taken customer feedback to heart and put together in-store offers exclusive to Shell Card users – easing the long-haul life on the road.

"Our ambition is to be the favourite forecourt retailer in South Africa," reiterates Motloung. Naturally, data is driving this vision.

"Data really is the new oil; it's the new resource to power humanity," Kohli restated. "The world of the future is full of opportunities, and Shell Fleet Solutions will be there every step of the way." **F**

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CONSTRUCTION SECTOR LOOKING UP

THE CONFIDENCE LEVEL IN SOUTH AFRICA'S CONSTRUCTION INDUSTRY PLUMMETED TO 17-YEAR LOWS IN 2017. IN 2018, IT WAS ESTIMATED THAT THE INDUSTRY COULD LOOK FORWARD TO MODERATE GROWTH. NKOSINI NGWENYA FINDS OUT IF THIS HAS BEEN THE CASE, AND WHAT THE EFFECT HAS BEEN ON THE COMMERCIAL-VEHICLE INDUSTRY

The construction industry suffered major setbacks in 2017 particularly in the second and third quarters, when the sector experienced its lowest confidence level since the third quarter of 2000. According to the FNB Bureau of Economic Research Civil Confidence Index, the sector index shed 13 points to register a level of 15, with confidence losing a cumulative 37 index points in 2017.

A number of factors contributed to the weakening confidence in the construction sector. One such factor was its poor growth performance in the second quarter of 2017, which was carried through to the third quarter and subsequently worsened.

Equally important, was the prevalence of colluding cartels who monopolised tender processes, while broader policy uncertainty on regulatory interventions in the construction industry also weighed in on the confidence levels in 2017, explained Jason Muscat, senior economic analyst at FNB.

However, heading into 2018, the sector was met with much excitement and optimism. Since the beginning of the year, it has experienced a steady and moderate growth performance, which is expected to continue until 2021. Moreover, plans by the government to spend more than R940 billion on infrastructure development, as outlined in the 2017 budget speech, have further boosted this wave of

renewed optimism in the sector.

Similarly, the Department of Human Settlements also outlined its plans to build affordable housing projects for the country's lower- and middle-class citizens. An estimated 1.6-million housing units are set to be constructed by 2019.

A less conspicuous factor that has also eased the strain of lower confidence levels in the construction industry has been the "Ramaphosa factor". Since Cyril Ramaphosa was sworn in as president on February 15, South Africa's business confidence index rose from 92,2 in 2017 to 96,4 in 2018.

All these factors have played a key role in ensuring that the construction industry continues to enjoy a sustained, steady growth in 2018. According to Tommy Strydom, CEO of Inyatsi Construction Group Holdings: "The construction industry has done well to embrace cost-saving measures in order to remain competitive in 2018. These include the better use of mobile, cloud and even augmented reality technologies that make it easier to communicate and manage sites remotely; and the efforts of industry players to meet continuing demands for green building methods and materials, and embrace modular construction methods with elements built off-site to allow for faster, more cost-effective building construction."

"As confidence in the construction sector continues to grow, the industry is now beginning to attract the attention of seasoned global peers and institutional



investors. Following a bleak decade of falling investment and declining margins, the outlook is improving," observes Overberg Asset Management (OAM) in its weekly economic and market overview.

"Foreign appetite for South Africa's building and construction sector is motivated by the exceptional value on offer and the opportunity for substantial earnings growth. Of all the sectors on the JSE, the building and construction sector is probably the most cyclical and most volatile. The calibre of foreign investors in the construction sector suggests significant potential and gives reason for optimism."

Nonetheless, some industry role players are calling for caution as the construction sector is not out of trouble as yet. This follows the recent announcement that Basil Read Construction, a major role player in the construction sector, is applying for business rescue. According to Mohau Mphomela, executive director, Master Builders Association (MBA) North, this is a clear indication that the sector is still trying to find its feet.

"The writing is on the wall unless we unite as an industry to discuss the challenges we all face and come up with solutions. There is no time to be lost. If we lose our big construction companies, we lose not only many jobs, but also our national capacity to build the infrastructure a growing economy needs," Mphomela cautions.

EFFECTS ON THE COMMERCIAL-VEHICLE INDUSTRY

The construction industry relies heavily on the commercial-



The construction industry has done well to embrace cost-saving measures in order to remain competitive in 2018.

vehicle industry to operate. With such a mutually dependent relationship, it is worth noting the effects that the renewed wave of optimism in the construction sector has had on the commercial-vehicle industry – which also entered 2018 on a positive note, as it experienced a slight increase in sales. This can possibly be attributed to the sustained and steady growth of the construction sector in the same period.

"Despite a tough year so far, a slight growth of 1.5 percent in sales of commercial vehicles in the industry as a whole has been experienced in 2018," notes Gert Swanepoel, MD at UD Trucks Southern Africa.

According to Rory Schulz, marketing director at UD Trucks South Africa, some inconsistency can be expected as a result of the build-up to the 2019 presidential elections. He further points out that the South African economy is struggling at the moment, but the growth of the construction industry certainly brings with it a degree of welcome relief to the commercial-vehicle industry, as it often means more business for the sector. **F**



CAN SA FINALLY ADDRESS ITS TRANSPORT CHALLENGES?

MORE THAN 630 DELEGATES DESCENDED ON THE COUNCIL FOR SCIENTIFIC AND INDUSTRIAL RESEARCH (CSIR) INTERNATIONAL CONVENTION CENTRE DURING JULY FOR THE 37TH ANNUAL SOUTHERN AFRICAN TRANSPORT CONFERENCE. GAVIN MYERS WAS ONE OF THEM

Choosing between the dozens of sessions that were offered during the four-day conference was a tough task. Academics and industry thought leaders from all sectors related to transport provided delegates with much food for thought.

The conference kicked off with a welcome by Kenny Kistan, chairman of the ATC board, who noted that most of the Brics (Brazil, Russia, India, China and South Africa) countries are moving at a rapid rate to address issues in their transport systems. South Africa, meanwhile, has a lot of catching up to do...

"South Africa is nearing the end of the Decade of Action for Road Safety, but progress has not happened at the required rate. Protesting and vandalism [of transport assets] seem to have no consequences for perpetrators; government needs to treat this as economic sabotage.

"Parliament has approved the National Land Transport

Bill, but South Africa should be preparing for a new wave of transport solutions," he commented.

Kistan was followed by the Deputy Minister of Transport, Sindisiwe Chikunga. In touching on rail, aviation, maritime and road transport, she noted that transport challenges are impacting on Africa's capacity to grow.

"Africa is plagued by the poor quality of roads, weak maintenance, missing links, deteriorating infrastructure, and poor transport planning and engineering in cities with increasing traffic. Funding is another challenge, as is coping with the influx of rural-urban migration," she noted.

"South Africa is now party to the Continental Free Trade Area agreement. This must drastically drop the cost of trade among African countries. The value of the agreement for South Africa, according to Rob Davies, Minister of Trade and Industry, is the development of regional value chains and the movement to higher, more complex levels of production.



"Africa has a young population and a growing workforce, which is an asset in an aging world that is becoming increasingly digital. How will the youth assist in addressing the continent's issues? Skills are critical, but how will they be cultivated?" she questioned.

Skumbuzo Macozoma, CEO of the South African National Roads Agency Limited (Sanral), suggested we begin by asking what type of transport future we desire...

"It must offer equitable access; rapid mobility; integrated transport systems; paperless and cashless solutions; and be safe, sustainable and livable. The world is doing this; in South Africa we are still chatting about it. We need to begin to move quickly," he urged.

Macozoma said that there are things South Africa is just not getting right.

"Infrastructure at the national level is generally good, but we're struggling in poor regions. Integrated planning shows pockets of excellence, but we are not getting integrated public transport right; there are sector-based best practices, but not across modes and there is limited integration.

"We have many road-safety initiatives, but more than

1 000 people are still dying on our roads each month. Incident management is good, but there is an urban bias. Traffic management is good in all urban centres, but we still struggle with congestion ... private trips are inefficient and public transport is mostly not viable, although services like Uber and Taxify are helping.

"And our toll technology is cutting edge – ignoring the politics," he joked.

Macozoma suggested that to reach the required transport future, skills development must be at the top of the agenda, followed by using advanced and recycled materials, then applying technology, collaboration between associations and regulatory reforms.

"The public and private sectors are going to have no choice but to work together. We have the ingredients, so we must put them together," he noted.

REVISED WHITE PAPER TO DRIVE FUTURE

Moeti Kganyane, director at the Department of Transport responsible for Transport Policy Monitoring and Evaluation, and currently the project manager for the review of the white paper on National Transport Policy of 1996, said that there are numerous areas in which we have not made progress – and others where more must be done – since the paper was created 22 years ago.

While the review process started four years ago, Kganyane commented that there were many processes the paper needed to undergo before it gets to gazetting and public consultation.

"The vision of 1996 is still relevant today, but we needed to reposition the role of government in achieving the goals. There are areas where we can have partnerships and joint ventures with businesses and stakeholders to improve the transport system in South Africa," he began.

The paper has now been structured and flows according to transport modes and their policy objectives. "Public transport, for example, has its own chapter because it has its own unique challenges. If we can get public transport right, the rest will be easy," commented Kganyane, illustrating the scale of the task.

Kganyane adds that the white paper will propose mitigating measures for addressing certain key issues above other challenges. "We have many challenges, but there are primary issues across all provinces and communities. Major concerns have been raised," he said.

These key issues include inadequate investment in rail infrastructure (moving cargo to rail cannot happen without adequate investment); limited access to transport in rural areas and for people with disabilities; scarcity of the requisite skills; and limited enforcement.

Regarding roads, Kganyane noted: "The unacceptable traffic conditions on South African roads, and especially the high accident and casualty rates, continue. A stronger approach will be needed to effect a drastic improvement in the discipline of road users and the reduction of collisions. Roadside testing of the roadworthy compliance



of vehicles will be increased. The development of safer road infrastructure for all users should be prioritised.

"Non-motorised transport (NMT) should be explicitly promoted developed and integrated into spatial development strategies. Adequate and sustainable funding for its promotion, implementation and development will be

made available. NMT modes will be endorsed and the use thereof facilitated."

Kgamanyane said that these amendments will address the five pillars of the National Road Safety Strategy, reduce carbon emissions, promote a modal shift towards sustainable transport, develop low-cost mobility options and empower marginalised groups and small, medium and micro enterprises.

Regarding public transport, Kgamanyane noted: "The provision of public transport and the planning and design of infrastructure and operations have to be standardised. It should be able to serve the unique purpose or circumstances in specific areas. Bus rapid transit (BRT) is an example, but it is not suitable for every city in the country. Operating licences and licensing regulation is a big challenge; there has been a lot of outcry from operators. It's an issue that national and provincial governments are trying to deal with."

In the next issue, we will discuss the presentations on road infrastructure funding, public transport reform and road safety. **F**

PROMOTING SAFETY IN THE ROAD-FREIGHT INDUSTRY

The eThekweni Transport Authority (ETA) is currently developing and pursuing a heavy-vehicle safety intervention strategy in order to reduce crashes of heavy freight vehicles in the Durban region.

The municipality is challenged by unsafe roads, due to un-roadworthy heavy vehicles, fatigued drivers and a disregard of road rules. The strategy aims to enhance the capacity and technical knowledge of police officers, while educating the freight industry to be safer road users and lessen the burden on authorities.

The ETA's Paul Taylor noted at the conference that heavy vehicles are disproportionately represented in crash reports on the region's roads.

"Heavy vehicles accounted for over 7 000 crashes in 2014 and 2015, with a slight decrease in 2016. That works out to 20 crashes a day – almost one an hour, every day of the year," he said.

"There are lots of professional operators, but also many smaller companies that try to make whatever money they can. They don't spend on maintenance and their vehicles have some serious defects..." he noted.

To deal with the issues the municipality has involved all stakeholders and is working to build a team of people with expertise in different fields; including everyone from law enforcement to the freight industry. "We've had lots of meetings with people from different parts of the industry. Some are keen and others have little interest," Taylor said.

He noted that police officers are being trained to spot defective vehicles, while boosting enforcement is a priority, especially around the key M7 route.

"Unfortunately the availability of Metro Police varies. Our goal is to establish a dedicated heavy-vehicle enforcement team that is constantly involved and effective."

While law enforcement is getting a training boost, so are operators and drivers. "The freight industry has a responsibility to deal with road safety. We can't do it without them. Similarly, driving a truck is a very important and responsible position and drivers need to see themselves as professionals," Taylor stressed.

"We need to constantly spread the message of road safety, or it will be overlooked. There has been no improvement from the Decade of Action..." he added.

The municipality has also implemented some engineering interventions. For the short term, these have included fixing potholes and signage on the M7 with the view to widening it and developing additional routes for heavy vehicles. Parking of trucks, adequate lighting and cable theft are also obstacles to be overcome.

Finally, the municipality is leading by example by promoting the Road Transport Management System and implementing it within its own fleets, having started with its solid-waste department.

"This task is long term and hard work. We can't sit back," Tylor concluded.

CHECK OUT THIS BLINGED-UP BAKKIE!



IF YOU DON'T DO BLING, YOU WILL HATE THIS NEW BAKKIE. CHARLEEN CLARKE, ON THE OTHER HAND, ABSOLUTELY ADORES IT

A

couple of decades ago, I ordered a Peugeot 206 cc – in orange. Not only was the exterior orange, so, too, were the seats.

My friends thought I had lost my mind. "How can you possibly order an orange car? Have you gone mad?" they enquired, weeping, wailing and shielding their eyes... "You will battle to sell it one day," they all warned. (They were wrong, by the way; I found a buyer as mad as me.)

I loved that car. While orange probably isn't the most elegant of colours for a car, it made me smile. I grinned like a loony person as I sped around town.

Now Mitsubishi has launched a bakkie that's having exactly the same effect on me – probably because it makes copious use of orange. The bakkie is called the Triton Athlete. It has a sporty two-tone exterior, which incorporates bold orange and black highlights. Other exterior features include new black powder-coated, diamond-cut 17-inch alloy wheels, a sports bar and an integrated tailgate spoiler, and dark-grey and orange decals with black highlights on the side steps, door mirrors, door handles, rear bumper and new tailgate. The interior makes excessive use of orange, too.

I just love it.



The interior is also dominated by orange, making this a most unusual bakkie!

Now I know exactly what you're thinking, dear readers ... I can just imagine the howls of protest right now. "Typical woman. Colour is not the most important thing in a bakkie." That's what you're thinking, right?

Well, I am pleased to inform you (she writes, rather smugly) that the Triton Athlete also makes perfect sense for a bunch of logical reasons.

Let's kick off with the technical underpinnings. The Athlete, which is assembled in Mitsubishi's Thailand factory and then fully imported to South Africa, is based on the Triton double-cab 4x4 automatic. It is powered by the 2.4-litre MIVEC turbodiesel engine, which produces 133 kW at 3 500 r/min and peak torque of 430 Nm at 2 500 r/min. (Just in case you're wondering, MIVEC stands for Mitsubishi Innovative Valve timing Electronic Control system, and it is the brand name of a variable valve timing engine developed by Mitsubishi Motors in Japan.) More importantly, it's a terrific motor, which offers more than enough grunt. The five-speed automatic transmission is impressive too; gear shifting is extremely smooth.

Want to go off-road? No problem. The Athlete comes with Mitsubishi's Super Select II 4WD system, which means it will go pretty much anywhere. You will reach your destination safely, too; it has seven airbags, Isofix child-seat anchors, side-impact protection bars and a high-tensile steel body structure for more effective reinforcement. That's in addition to the standard features found on the standard Triton 4x4 such as ABS with EBD, Brake Assist, Active Stability and Traction Control and Hill-start Assist (HSA).

Want to tow? That's no problem either. It has a towing capacity of 3,1 t.

Finally, there is the price. At R559 995 (the same listed retail price as the standard Triton 4x4 Double-Cab A/T), it's a sweet deal. Are you sold yet? If I was in the market for a bakkie, it would certainly be on my shopping list (somewhere near the top). And not just because of the orange. **F**

ADDING PASSION TO PERFORMANCE

“MANY ENVIOUS EYES WERE DIRECTED TOWARDS US AS WE MOTORED ALONG THE CHALLENGING ROUTE,” WRITES JARLATH SWEENEY, EDITOR OF IRELAND’S FLEET MAGAZINE, ABOUT A VERY SPECIAL, CUSTOMISED FORD TRANSIT



H

Hidden within the scenic valleys of South Wales is a growing, relatively new startup company that is gaining strength in terms of reputation and sales by customising Ford commercial vehicles. But what happens at Mamhilad Park Estate near Pontypool under the MS-RT banner is not bespoke customisation on behalf of clients.

The high-quality conversion is undertaken by Van-Sport under the auspices of Malcolm Wilson’s M-Sport Rally Car preparation teams and Ford Europe. Within two and a half years from set-up, the progress made at MS-RT Road Technology has been noteworthy: more than 1 200 examples of their work on the Ford Transit and Tourneo Custom have been built, with additional creations on the Ford Transit Connect and Ford Ranger pickup.

Company founders Edward Davies (who has 20 years of experience in the van-conversion business) and Andrew

Wheatley from M-Sport initially devised the concept to develop and build these special vehicles.

“We fuse tough and reliable Ford commercial vehicles with a sporting edge. Each one is created by hand; all at an affordable price. With over 20 years of motorsport experience behind us, including the World Rally Championship, Global Rallycross and GT3 racing, the rally stages run in our veins,” explained Davies from the MS-RT showroom at his Sunnyvale home base – where two examples of the MS-RT Ford Transit Custom are flanked by M-Sport’s Ford Fiesta WRC, which was driven by Sébastien Ogier, five-time World Rally Champion and reigning title holder with M-Sport Ford.

Not to be confused with what Ford offers as its Sports Van versions, the MS-RT types come in above these editions. All of the parts and embellishments are made and installed in-house at the facility, which once was a nylon-spinning fabric factory dating back to 1945, and at its peak

employed 5 000 people. Behind the red brick walls, more than 40 employees undertake the transformation job.

(Derelict sections of the antiquated building made stand-out backdrops for some of the photographs you see here).

"We believe in dedication and quality, and in never following the pack. We bring together some of the most experienced designers, advanced production techniques and skilled craftsmen in our workshop. We assemble our customised vehicles especially for our clients – upgrading interiors, remodelling external features and creating the ultimate in unique commercial vehicles," said Davies.

Intricate work in making the new body kit was demonstrated by staff members during the factory visit, with Joe Pace, MS-RT's development director, as our

this is carried out by M-Sport, under licence.

On the narrow, twisty and hilly roads around the majestic Brecon Beacons, the MS-RT Ford Transit Custom was surefooted and powerful and drove like a dream. Many envious eyes were directed towards us as we motored along the challenging route, surrounded by the beautiful peaks, in bursts of sunshine between the early summer showers.

We were also chauffeured from the factory to the showroom on a specially commissioned official Guy Martin Proper Customised Ford Transit two-tonne, number 14 from 500 limited editions. In the factory we caught a glimpse of a rather special homage to multi-MotoGP champion Valentino Rossi on a Transit Tourneo Custom, with its bright-yellow 46 livery, fittingly dedicated to "The Doctor".



tour guide. He explained about the sections where the moulding takes place, which had a strong "smell of science" about it. Bumpers, wheel arches and other side panels are precisely manufactured with the correct amount of time given, with the injection of the secret liquid material into the shaped steel pressing boxes, in order to eliminate the risk of any air bubbles forming.

To produce the new front bumper, eight pieces of mould are put together. Trimmings squeezed out of the pressing boxes are then recycled. This process helps owners to minimise replacement parts after a pride-hurting incident. After several coatings of paint the kit is fitted to the stripped-out vehicle.

As 75 percent of MS-RT Transit Custom sales are with the Crew Cab version, the bulkhead is replaced behind the two front seats and a new, more curve-shaped one moved back to the rear of the new three-person race-type bench seat with its special themed trimmings and stitching. The front seats get the same high-quality treatment.

Other modifications include the fitting of a new steering wheel and new blue-toned M-Sport illumination. Additional work is done on the suspension, brakes and exhaust system. Most units specify the 170 PS (125 kW) version of the 2.0-litre TDCi diesel, available on the Transit Custom range. This can be raised to 208 PS (153 kW) if specified, but

With authorised converters appointed in Norway, South Africa and Australia, further expansion is planned, with Europe the nearest location. However, the right partner has to be found for these overseas markets, Davies noted.

This may be done by fabricating the parts in-house and sending over to agents in a finished state, ready for assembly from the specially packed shipping boxes. In preparation, a second shift can be implemented to further enhance local employment and benefit the local community in general. **F**

SCAN HERE TO LINK TO THE AUTHORISED SOUTH AFRICAN CONVERTER!



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.



INDIA PAVES ROAD TO A TRILLION-RAND TRANSPORT INDUSTRY

THE INDIAN TRANSPORT INDUSTRY IS EXPECTED TO INCREASE TO R2,8 TRILLION IN VALUE WITHIN TWO YEARS – WITH THE POTENTIAL TO CREATE THREE-MILLION NEW JOBS BY 2022. TO PREPARE, THE FIRST-EVER CARGO POLICY WILL BE INTRODUCED AND THE MAXIMUM AXLE LOAD OF HEAVY VEHICLES WILL BE INCREASED BY 20 PERCENT

A

public investment of about six-trillion Indian rupees (R1.15 trillion) has been promised to improve infrastructure in India. Around 50 percent will go towards improving road, rail, waterways and state-of-the-art multi-modal logistics parks. The investment is aimed at reducing the cost of logistics.

At the moment, India spends 14.4 percent of its gross domestic product (GDP) on logistics. India hopes to create more jobs in the logistics sector by reducing this cost by about two percent over the next four years.

Indian news site *BW Online Bureau* refers to a report by TeamLease titled: Indian Logistics Revolution – Big Bets, Big Jobs. The report states that, with the infrastructure investment and the goods and services tax formalising the sector and bringing in operational efficiencies through

investments in technology, the industry can grow at a compound annual growth rate of 10.5 percent.

Road freight could create 1.89 million jobs and rail freight 40 000 jobs over the next four years with this investment. It is estimated that the expected growth will generate a total of three-million new jobs by 2022.

Agam Berry, co-founder of Quantified Commerce, notes in his article for *The Economic Times* that the Indian transport industry is worth around US\$ 160 billion (R2 trillion) and is expected to grow to US\$ 215 billion (R2.8 trillion) in the next two years, despite being a very “disorganised and highly fragmented” industry.

“In India, the trucking business is very disorganised and does not have any standards with regard to industry practices. Only ten percent of Indian truck operators own a fleet exceeding 25 trucks, and most drivers own single trucks and rely on third parties to handle their orders. This



obviously poses a problem for companies as the cost of transportation is high," Berry explains.

The infrastructure investment, according to the TeamLease report, will also introduce new players to the industry. *BW Online Bureau* points out: "Macro-economic and regulatory factors will transform the logistics sector and improve its global competitiveness, thereby reducing logistics costs."

The study also highlights the increase in female employees in the sector, which currently account for 21 percent, compared to five percent in 2010. Female employment is expected to reach 26 percent by 2021.

The Indian government plans to introduce the first-ever cargo policy, which is currently being finalised. The date for publication of the policy has not yet been specified. However, according to an article by news site *Business Standard*, the document will include a new industrial policy, a section on agricultural exports, as well as development parameters to assist various districts with ease of doing business.

Business Standard quotes the Indian Commerce Minister, Suresh Prabhu: "It will be the first time that the country will have a cargo policy. The document is in the final stages of preparation." He adds that the document is currently open to public commentary. The new logistics division in the Indian Commerce Ministry is also preparing a national integrated logistics plan.

The division is consulting stakeholders including the petroleum, food, steel and mineral industries. It is also planning to introduce an integrated logistics portal. *Business Standard* writes: "It will act as a single window for getting clearances from all the regulatory authorities and also act as an e-marketplace for logistics."

The Indian government also recently decided to increase the maximum axle load of heavy vehicles by 20 to 25 percent to bring it in line with international norms. Dipak Dash writes for *Times of India* that this is likely to result in a boost for the transport and logistics industry with a decline in transport costs.

"At present, a two-axle truck is allowed to carry 16,2 t including the vehicle weight. This would be increased to 19 t. Similarly, there would be about 25-percent increase in the load for each additional axle in heavy vehicles, which is at present nine tonnes," Dash says.

The increase in the maximum axle load comes with improvements in the quality of road construction throughout India. The new maximum axle load for heavy vehicles is also aimed at addressing the frequent overloading by transport operators in India.

Dash notes: "Overloading of up to 100 percent is common. Truckers often avoid stretches where road builders collect a ten-fold toll from overloaded trucks." The change is accompanied by a new graded penalty system, which is linked to the scale of overloading, as a deterrent to the practice. The effectiveness of penalties is, however, a subject of debate in the industry.

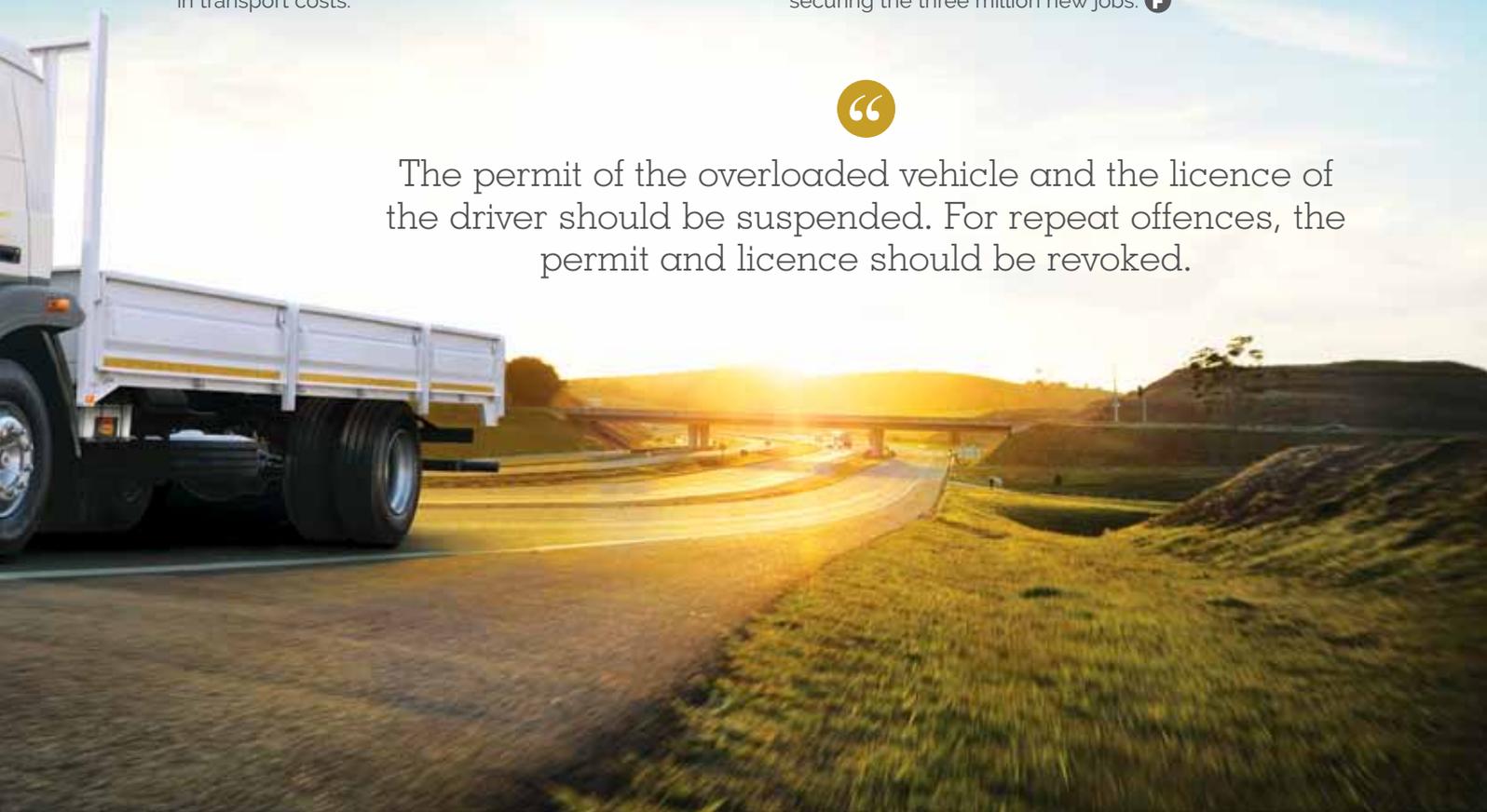
"Once the government implements the new axle load, it must stop allowing any overloaded vehicle. Any penalty, which can be passed on, can never be a deterrent. Instead, the permit of the overloaded vehicle and the licence of the driver should be suspended. For repeat offences, the permit and licence should be revoked," Dash quotes SP Singh, senior fellow of the Indian Foundation of Transport Research and Training.

Dash concludes: "Overloading has been a menace in India. It has resulted in deterioration of roads and an increasing number of accidents. Officials have said that under the new mechanism (which is in the works) the focus will be on ending overloading. The government has started installing weigh-in-motion bridges on highway stretches to detect overloading."

With the government coming down on malpractices in the industry, as well as providing the sector with better standards and large public investment, India looks to be well on its way to growing the transport industry and securing the three million new jobs. **F**

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The permit of the overloaded vehicle and the licence of the driver should be suspended. For repeat offences, the permit and licence should be revoked.



GLOBAL FOCUS NEWS



ZF SHOWS THE FUTURE!

I have seen the future of transport – and it's looking fabulous!

I was given a taste of transport things to come recently in Friedrichshafen, Germany, the home of ZF. The company hosts its Technology Day each year (one year, passenger vehicles are discussed, the next year commercial vehicles get their turn). And I saw some truly astounding technology in action.

By far the most impressive demonstrations were those involving autonomous vehicles; it's quite spooky to see these vehicles drive themselves! The premise surrounding these autonomous vehicles is this: people have better things to do than to drive – and sometimes machines can actually do a far better job of driving than humans do. That's because machines aren't bothered by things such as stress, fatigue, distractions, nor by darkness or adverse weather conditions; they just happily do their jobs.

This was evidenced in ZF's Innovation Van, which would typically be used for parcel deliveries. This is a growing area of transportation; by 2021, the number of parcels delivered each year is expected to exceed the four-billion mark – in Germany alone.

We all know that a typical parcel-delivery van always has a driver, but actually: his (or her) job shouldn't really be all about driving – because the most important part of the job should be the delivery of parcels. After all, that's how the company makes its moolah.

Enter ZF's Innovation Van, an electrically driven vehicle that uses a smart algorithm that takes into

account customer requests in real time and calculates the most efficient delivery route. The Innovation Van boasts level-4 autonomous driving functions. It's a really clever piece of equipment, which can manoeuvre independently through a city (even on roads sans lane markings), recognise both traffic lights and road signs, and react to sudden hazardous situations. In addition, it can recognise and avoid obstacles such as vehicles that have been double-parked.

Incredibly, if two delivery addresses are really close to each other, the courier can hop out of the van and walk to both addresses – and the Innovation Van will follow him, as if on a virtual leash. We know how difficult it is to find parking spots in big cities. (Have you tried parking in the Cape Town city centre recently?) With the Innovation Van, this problem is a thing of the past – it will drop off the courier and his parcel, and then go and find its own parking bay. If that parking bay is far away, it will return to collect the courier once the parcel has been handed over.

The Innovation Van, which we saw in action (it's hugely impressive), is equipped with a number of ZF sensors. This is how the van is aware of its surroundings. The ZF proAI central computer is capable of assuming control, processing the data generated by the sensors and enabling the vehicle to react appropriately to complex situations. In addition, intelligent mechatronic systems, such as the electric power steering and the integrated brake control, can carry out the central computer's instructions.



ZF's Innovation Van drives itself while the "driver" receives delivery instructions via smart glasses.

In future, couriers will also be wearing mixed reality smart glasses, and they will get all the data that they need via these funky and futuristic glasses. Deliveries will also be bolstered via the use of cloud technology. Customers who are expecting the delivery will be able to track the parcel's route and also change delivery data at short notice. For instance, if the customer isn't home, the courier can be redirected to a neighbour. This means more deliveries, which is a dream for any courier firm.

Speaking of dreams becoming reality, we also saw a DAF truck tractor (dubbed the ZF Innovation Truck) in action. Without a driver, of course.

When manoeuvring within a depot, drivers spend hours lifting, shifting and stacking containers, but the

ZF Innovation Truck carries out these tasks without a driver. As soon as the driver enters the premises, he can get out of his truck, activate the autonomous driving mode and then relax over a cup of coffee. The truck finds its way to the target position, driving autonomously and electrically. Then, entirely under its own steam, the ZF Innovation Truck can load a new container. Controlled by the central computer ZF proAI, the ZF Innovation Truck always manages this task quickly, precisely and with the maximum possible safety.



While ZF proAI is the Innovation Truck's brain, it also incorporates other ZF technologies – such as the active electrohydraulic ReAX commercial-vehicle steering system and the TraXon Hybrid automatic transmission system.

MAN TO WOW VISITORS AT IAA

I have just returned from Berlin, where MAN gave journalists an exclusive preview into what the company has up its Bavarian sleeve for this year's IAA. I think it is fair to say that IAA visitors will be in for a treat.

The location for the event was Berlin Brandenburg Airport – the German capital's new and as yet unfinished airport. What's noteworthy about this airport? It has two things in abundance: lots of free space and lots of controversy. This facility was meant to open in June 2012, but – thanks to an obscene number of problems – this still hasn't happened. In fact, not one single regular commercial flight has used the supposedly state-of-the-art (yet monumentally messed-up) terminal.

Furthermore, no one has any clue when it will open. Some say it would be better (and cheaper) to flatten the entire airport and start over. "It's our 'just now' airport," one German lady, who has spent time in South Africa, told me with a giggle.

However, while the controversy is regrettable, the abundance of free space is absolutely ideal for a commercial-vehicle event. Accordingly, we used one

of the unused runways to experience live platooning (which is an incredible, if quite weird, technology; it feels so strange to sit in a truck that is actually being "driven" by the vehicle in front of it).

Visitors to the IAA obviously won't get to experience platooning on the MAN stand, but, boy oh boy, there will be lots of other technological treats for them to see. The big news at the IAA will be MAN's electric vehicles – specifically the eTGE, a battery electric version of the new MAN van, and the eTGM, the company's all-electric distribution truck. I drove both at the press event; they're utterly magnificent. I won't go into a huge amount of detail about the truck right now; it will be the star of next month's Global Focus. Suffice to say that it's surprisingly dynamic – it was so quick off the hoof that I thought that it was empty ... but it was actually loaded to 20 t!

The eTGE – of which production commenced in the MAN plant in Wrzesnia, Poland, in July – was just as wonderful to drive. It has a range of around 160 km. This is more than enough; I was chatting to the MAN chaps and they told me that 70 percent of lightweight commercial vehicles used in urban areas average less than 100 km a day.

Most operators will charge the vehicle overnight, using an AC wallbox. This will take about five and a half hours. Rapid recharging from zero to 80 percent is possible within 45 minutes, using a DC charger. So, in theory, the driver could recharge his van during his lunch hour; no problem! The van is powered by a 36 kWh battery (the 264 lithium-ion HV cells are stored under the slightly raised load floor, which means that the batteries don't eat up load space).



ABOVE AND RIGHT: The eTGE and MAN Lion's City are bound to wow visitors to the IAA. We drove both vehicles in Berlin – and they're superb.



I drove the eTGE in and around the airport, and it was a real blast to drive: 100 kW of power is on tap and the 290 Nm of torque (which is immediately available) means that the van springs forward like a racehorse as soon as you prod the accelerator.

Also on the subject of



LEFT: The TGE is available as a minibus and also with an automatic transmission.

ABOVE LEFT: We love the interior of the Lion's City!

ABOVE RIGHT: The Neoplan Skyliner and Cityliner (pictured here) can be equipped with cameras instead of mirrors. Ain't that cool?



the TGE, I drove the van with its all-new optionally available eight-speed automatic ZF gearbox. With all the other test vehicles, we were always accompanied by a member of the MAN team. With the automatic TGE, we were released from the airport sans a babysitter ... and it was great to be able to focus on the navigation rather than on changing gears. This considerably bolstered my chances of returning to the airport!

Another innovation within the TGE range is an all-new minibus, which seats 15 passengers. It will be absolutely ideal for shuttles, excursions or hotel transfers.

Speaking of buses, I also drove the all-new MAN Lion's City, which will be manufactured in the MAN plant in Starachowice, Poland, from early 2019. Highlights of the new bus include an all-new driveline with the MAN EfficientHybrid, independent

suspension on the front axle, gorgeous LED daytime driving lights and a new modular interior. The Lion's City has also been on a strict diet: the 12-metre variant has slimmed down by around 1 130 kg – so, as I discovered on the autobahn near the airport, it's more dynamic too.

The new, lighter D1556 LOH engine, which already complies with the Euro-6d emission standard valid from September 1, 2019, can be supplemented with the MAN EfficientHybrid system, which significantly reduces fuel consumption and emissions. I experienced its stop-start function, and it's quiet and unobtrusive (which is saying a lot, because I usually abhor stop-start functions). Also look out for the fully electric Lion's City E on MAN's stand at the IAA.

Also on the bus and coach front, I was delighted to see that the Neoplan Skyliner and Cityliner can be equipped with cameras instead of mirrors. Too cool! I took a Neoplan for a spin, and the cameras work really well, too.

Now, as I wrap up this part of Global Focus, I know exactly what you're thinking: what about new truck technology? I experienced lots of that, too ... but you're going to have to wait until our next issue to read all about it!



SHORT HAULS

RETURN OF THE BULL

GRW trailers recently launched the next generation of its tautliner trailer series, the Inkabi 2.0, at a function at its Boksburg premises.

Inkabi is the Zulu word for "bull", and symbolises the strength of the curtainsider, says GRW CEO Gerhard van der Merwe.

The Inkabi 2.0 builds on the experience gained with the original version, launched in March 2015, and features many advanced design elements from GRW's new partner, German trailer manufacturer Schmitz Cargobull (SCB).

Key among these is the use of the SCB bolted technology. Instead of via welding, the assembly of the entire chassis and all other functional components

assembly that is easily replaceable when damaged. The wall sections of the bulkheads are made from anodised aluminium sandwich extrusions, offering superior strength and corrosion resistance, says Van der Merwe.

The GRW roof structure remains the same, except for an adjustable mounting interface with the bulkheads, offering height adjustment for fixed roofs. An optional lifting roof is available.

The birch-plywood floor, a controversial design feature of the first Inkabi generation, has proved its durability and received positive responses from clients, says Van der Merwe. It therefore remains, except now in the form of 27-mm (instead of 18-mm) boards.



is bolted. What makes the SCB bolt unique is that its splined section shears through both bolting surfaces, which means there is no need to secure the bolt head during fastening. The hole diameters have a very small tolerance, ensuring accuracy and a tight fit, and the bolted assemblies offer superior fatigue life over welded assemblies.

According to Van der Merwe, this bolting technology will be applied across the GRW product range as it allows for dissimilar materials to be joined. This speaks to a key component of the Inkabi 2.0's design, its modularity.

"Modularity allows for scalability – these bolted structures can be economically assembled in other locations. Modularity with bolted technology also ensures accuracy. All other components are manufactured in high precision jigs and welded robotically," Van der Merwe states.

There are many other enhancements that make the Inkabi 2.0 bigger and better. Among these are: the load strap winch, which is a bolted and galvanised

"The board orientation has changed from longitudinal between the chassis rails to perpendicular over the chassis rails. This allowed for the removal of a top hat section that covered the main beams. The result of this is that the deck is uninterrupted and 100-percent flat," he explains.

Various models of the Inkabi 2.0 will be available: 6/12, 6/12 high volume and 7/11 configurations. Customers have a range of spec options from which to choose, which include: an overhead load-securing system for easy securing of high loads; hazchem specification; rear doors and inter-leading doors for through loading; and a GRW-designed adjustable racking system.

The braking system on all models is Wabco EBS with BPW drum and disc brakes, SAF intra-drum and disc brakes or GRW Propar drum brakes.

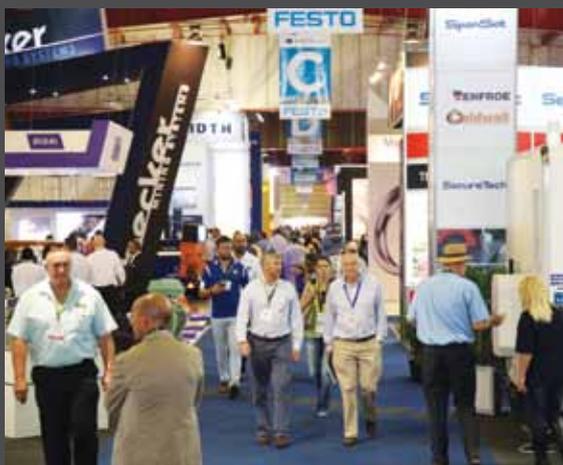
"The best word to describe the Inkabi 2.0 compared to Inkabi 1.0 is 'more'," says Van der Merwe. More payload, more options, more money in your pocket, more peace of mind, more aftersales and service offerings," he concludes.

ELECTRA MINING AFRICA: MORE THAN JUST A SHOW

Leading players in the mining, manufacturing, electrical and power industries will be engaging with visitors and displaying their latest products, services and solutions from September 10 to 14 at the Expo Centre in Nasrec, Johannesburg.

"There will be an exciting line-up of new products and services, live demonstrations and free-to-attend seminars at this year's Electra Mining Africa," says Gary Corin, MD of Specialised Exhibitions Montgomery, organiser of the show.

"New technologies and innovation are influencing the way we do business and it's imperative that those in the industry keep up to date with these trends," he adds.



New to this year's show will be the Artisans Training Centre, which will be a fully functional workshop where learners will demonstrate the skills they are being taught. The Centre was developed in partnership with the SAJ Competency Training Institute and the South African Equipment Export Council (SACEEC).

Top industry speakers will present at the conferences hosted by leading industry associations SAIMM, LEEASA and WIMSA. These will be taking place alongside Electra Mining Africa. Further knowledge sharing and learning will be central to the SAIMEchE-hosted daily free-to-attend seminars.

For further information and online visitor registration, visit www.electramining.co.za.

UD TRUCKS ON THE ROAD TO A CONNECTED FUTURE

With 12 of its international directors visiting the South African operation during July, UD Trucks Southern Africa shared the brand's plans for the future as it heads full force into a connected world.

"Electromobility is at the core of the brand's future vision. The company will leverage technology from its parent company, the Volvo Group, to be integrated into UD products," says Douglas Nakano, senior vice-president, technology, at UD Trucks.

The company calls this CAST, Common Architecture and Shared Technology... "The world is changing. We want Japan to be at the forefront. We cannot stand still," Nakano says.

Underpinning much of this advancement is "ACE" technology ... automation, connectivity and electro-mobility. Nakano notes that these are the keys for unlocking the future of smart logistics.

Joachim Rosenberg, chairman and CEO of UD Trucks, adds that the Volvo Group is investing heavily in this arena. UD has, therefore, set out its UD Trucks Innovation Roadmap to 2030.

"Although 2030 seems far away, we're talking about many super-complex technologies that all need to be brought together successfully. It's not easy to get things working safely and in a way that is economically viable," says Nakano.

The roadmap began with demonstrations in Japan, which will be followed by trials in 2019, low-volume, real-world operation in 2020 and commercialisation in the lead-up to 2030.

The first step in this new direction has already been showcased by the all-new Quon, which was launched overseas during 2017.

Nobuhiko Kishi, senior vice-president of brand communication and product at UD Trucks, explains: "The new Quon has been designed around five pillars to meet the changing needs of the industry: drivability, fuel efficiency, safety, productivity and uptime. We have included the Volvo Group's ambition to share technology, while still meeting the needs of the different buyers."

The new Quon will, we're told, be offered to the South African market in the future. However, for now, the company is keen to keep growing its 56-year reputation in the local market.

"South Africa is a core business unit and one of the top markets for UD Trucks," Rosenberg says. "We are pleased with the current market share of 10,8 percent, but not satisfied... So, as this is the first time the entire UD Trucks leadership team has visited South Africa at once, we are here to support the local team.

"We want to provide local customers with 'more'. We have the vehicles and services to support them, and we are investing in the local operation to do even more. A greater focus on people, core product and services will drive us," he concludes.

PROACTIVE COST MANAGEMENT FROM CTRACK

Now, more than ever, it is important for businesses to know where their costs lie. "Luckily, in the road-transport and vehicle-fleet sectors, there are several areas in which costs can be identified, managed and reduced," says Hein Jordt, MD of Ctrack SA.

One area in road transport that has a massive impact on operating costs pertains to the drivers. "This is why Ctrack has dedicated solutions that can track and monitor driving behaviour and identify instances such as harsh acceleration, braking and cornering, engine revving and excessive idling," Jordt says.

When management is armed with powerful information about how their vehicles are being driven, they can take the necessary remedial steps to address these problems, reduce their costs and potentially save lives.

Ctrack also provides information about employees' working hours and whether or not vehicles are being driven for business or private purposes. Vehicle routes can also be scheduled and optimised for efficiency.



"Ctrack provides slick, uncomplicated user interfaces that include the latest information and whereabouts of fleets and employees. These provide an instant snapshot of the location of vehicles and assets, either through lists or a map views.

"For managers, multiple management reports and an executive dashboard are always close at hand, meaning a return on investment in a very short time.

"Ctrack's various product solutions, such as fleet tracking, cameras, jamming detection, trailer and asset tracking with live software reporting options, are designed to reduce manual intervention," Jordt notes.

"Dedicated account managers ensure that the systems provide the required reporting that empowers clients to manage their fleets with accurate information. A state-of-the-art, 24-hour call centre prides itself in industry-leading recovery rates. It is also capable of supporting clients that wish to outsource a certain part of their fleet's operational and risk-management tasks," he concludes.

COMMERCIAL VEHICLE SALES REPORT FOR JUNE 2018

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

Light Commercial Vehicles < 3 501 kg	Total: 14 261
Fiat Chrysler Automobiles South Africa	24
Ford Motor Company	2 667
GWM	174
Hyundai Automotive SA	221
Isuzu Motors South Africa	1 372
JMC	42
Kia South Africa	163
Mahindra	319
Mazda South Africa	50
Mitsubishi	37
Mercedes-Benz SA - estimate	76
Nissan	2 869
Peugeot Citroën South Africa	2
Renault	6
Suzuki Auto	90
Tata	40
Toyota	5 588
Volkswagen SA	521

Medium Commercial Vehicles 3 501 – 8 500 kg	Total: 731
Fiat Chrysler Automobiles South Africa	6
Ford Motor Company	8
Hyundai Automotive SA	26
Isuzu Motors South Africa	189
Iveco	88
JMC	15
Mercedes-Benz SA - estimate	165
Peugeot Citroën South Africa	5
Powerstar	1
Tata	15
Toyota	186
VECV South Africa	8
Volkswagen SA	19

Heavy Commercial Vehicles 8 501 – 16 500 kg	Total: 553
FAW	85
Isuzu Motors South Africa	160
Iveco	4
MAN Automotive	2
Powerstar	9
Mercedes-Benz SA - estimate	50
Tata	62
Toyota	102
Volvo Group Southern Africa	79

Extra-Heavy Commercial Vehicles > 16 500 kg	Total: 1 156
Babcock DAF	17
FAW	39
Isuzu Motors South Africa	34
Iveco	49
MAN Automotive	164
Mercedes-Benz SA - estimate	259
Powerstar	56
Scania	161
Tata	8
Toyota	54
Volvo Group Southern Africa	315

Buses > 8 500 kg	Total: 91
Isuzu Motors South Africa	1
Iveco	12
MAN Automotive	41
Mercedes-Benz SA - estimate	14
Scania	19
Volvo Group Southern Africa	4

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

BETTER DRIVERS THANKS TO DRIVECAM

Last year, income generated by road transportation in South Africa was estimated to be more than R110 million, according to Statistics South Africa. This year, the transport industry has taken a series of knocks including record-high petrol prices and the downturn in the economy.

DriveRisk, an innovative transport solutions company, endeavours to protect the most important resources within the industry: the drivers, the vehicles and the products on the trucks.

DriveRisk offers a range of customisable tools to protect its clients. With 90 percent of the accidents on South African roads being avoidable, DriveRisk's DriveCam program uses the power of video to highlight bad driving behaviour, and train drivers using video coaching tools to mitigate risky on-road conduct.

DriveRisk is the sole African and Australian distributor for Lytx (a global leader in video telematics) and offers innovative, comprehensive solutions to its clients. The Lytx DriveCam records events triggered by the driver, the road or environmental factors.

Driver behaviour resulting in accidental damage and unnecessary fuel consumption is costly to the industry. The use of DriveCam typically shows a 20-percent reduction in accidents and a four-percent reduction in fuel costs.

The DriveCam software records the interior and exterior



of a vehicle and uploads the footage to the Lytx system, allowing it to be analysed and shared with the DriveRisk clients along with suggested coaching solutions.

DriveCam allows the managers of fleet drivers to learn about their behaviour, as well as to find solutions through coaching drivers to minimise risky behaviour.

Using a selection of DriveRisk's tools – including DriveReport, DriveTrac, DriveFuel, DriveAlert and SmartCam – clients are sure to see the benefits through decreased costs of running their vehicles, decreased on-road risk and lowered risk of their public image being damaged by bad driving behaviour.



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COACHES, COMMERCE AND POLICY AT SABOA

THE ANNUAL SOUTHERN AFRICAN BUS OPERATORS ASSOCIATION (SABOA) CONFERENCE HIGHLIGHTED SOME KEY CONCERNS FOR THE INDUSTRY IN THE COMING YEARS – FROM WAGE NEGOTIATIONS TO GLOBAL TARIFF WARS. FOCUS INVESTIGATED

The 2018 Saboa Conference was held on July 18 and 19 at the Council for Scientific and Industrial Research (CSIR) International Conference Centre in Pretoria. Discussions ranged from updates on legislation and expectations for the economic year ahead to business advice for small operators. Jackie Walters, professor and head of the Department of Transport and Supply Chain Management at the University of Johannesburg, presented an industry overview.

Wage negotiations are of particular concern to the industry. Walters said: "The wage negotiations this year really hurt the industry. Across the board, the increase was nine percent. Next year, the increase will be eight percent." He explained that the increases since 2009 have been between 3.9 and 4.2 percent above inflation.

This along with the other increased input costs need to be absorbed by operators as passengers will not accept major fare increases. "As a result, some bus operators are applying to opt out of this agreement. We can't carry on like this; it's just not feasible," Walters explained.

The industry also anxiously awaits the outcome of

the Competition Commission Public Passenger Transport Market Inquiry, which is aimed at establishing the competitiveness of the public transport industry. Walters stated: "This may just assist in pushing the bus transport system forward."

"In South Africa, subsidies are paid through competitive services or negotiated contracts and companies bid for those services. There is, thus, competition for the market and not in the market, which is generally the case throughout the world. We've not digressed from the old system. There has been a call for change since 2002." The inquiry is expected to be concluded in June 2019.

Economist Mike Schüssler spoke to delegates about the economic outlook for South Africa. He believes the current high fuel prices are not likely to escalate further, and that household debt has decreased. "South Africa is at 71 percent debt to personal income, compared to the 88 percent in the past," he said.

While most salaries in South Africa increased by roughly one percent above inflation, the tax increases resulted in less take-home pay. With these increases, South Africa is now one of the countries with the highest rates of taxation and falls into the top 40 countries with the highest VAT.

South Africa also still has one of the highest unemployment rates globally, at 26,6 percent, with some of the most uneducated children.

South African children are ranked second to last in reading, comprehension, science and mathematics with around 32 children per teacher, while the world average is 24 children per teacher. Richer countries have an average of 14 children per teacher.

He also noted that current global tariff wars could negatively affect the economy of South Africa.

Order after which the Agency can request a Warrant of Execution and take any removable item from a home or business to the same value as the fine.

For every Enforcement Order, a driver receives a demerit point against their operating or driving licence. When a driver has more than 12 demerit points, their licence will be suspended for three months per subsequent demerit point. For example, a total of 14 demerit points would lead to a suspension of six months.

After three suspensions, the licence can be cancelled.



ABOVE: Various OEMs were present at the Conference to showcase and discuss their products with delegates. Iveco South Africa had its Daily, medium-commercial vehicle on display.

RIGHT: Fogmaker demonstrated its fire-suppression system at the Conference. Delegates also had the opportunity to try their hand at painting with the Ibiliti Art Studio. All donations made at the Studio will go towards the Saboa Driver Academy.



"If world trade and the economic growth of emerging markets slows, the demand for commodities will drop, which will impact South Africa significantly as the country is still a 60-percent exporter. This will impact on the number of passengers and the number of people employed in South Africa," Schüssler said. He concluded that South Africa might end the year in a recession.

Thabo Tsholetsane, COO at the Road Traffic Infringement Agency (RTIA), addressed Saboa delegates about the Administrative Adjudication of Road Traffic Offences (Aarto) Act and its three-tier, demerit point system. The owner of the vehicle, in which the traffic offence was committed, will receive an Infringement Notice.

The driver can either pay the fine within the notice period and receive a 50-percent discount, or oppose the infringement at the RTIA. Operators can thus attribute a fine to a driver if, for example, the driver was speeding. However, the operator will still be held responsible for the condition of the vehicle.

If the driver fails to respond, a Courtesy Letter will be issued. The full fine and additional administrative fees need to be paid. Finally, a driver will receive an Enforcement

A driver loses one demerit point for every three months on the road with no traffic infringements. Alta Swanepoel, founder of Alta Swanepoel & Associates, warned that some new legislation, such as the retesting of drivers who already have a licence, would affect operators.

Exhibitors at Saboa included original equipment manufacturers (OEMs) and aftermarket service providers, such as Fogmaker South Africa, which supplies fire-suppression systems. It demonstrated its product with a trailer fitted with an engine and the Fogmaker fire-suppression system.

The inside of the trailer was doused in petrol and set alight. Flames of over 100°C engulfed the trailer. The fire-suppression system was initiated and a fine mist was released. Wessel Swanepoel, from Fogmaker South Africa, noted: "We bring the temperature down to well below 60°C, which is the temperature at which a fire can reignite."

OEMs at Saboa included Scania, MAN, Mercedes-Benz, Volvo and Iveco South Africa that displayed its Daily medium commercial vehicle, which can be modified to be a luxury minibus with optional boot space and wheelchair lift. **F**



MCV FLEXES ITS MUSCLES AT SABOA

THE PROUDLY SOUTH AFRICAN COMMERCIAL VEHICLE MANUFACTURER HAD ITS LUXURY MCV 600 AND SEMI-LUXURY MCV S140N ON DISPLAY AT THE 2018 SOUTHERN AFRICAN BUS OPERATORS ASSOCIATION (SABOA) CONFERENCE TO SHOWCASE ITS NEW RANGE

T

he Saboa Conference gave MCV the opportunity to see what its competitors are up to and meet with clients. This was especially important, as the manufacturer launched two new buses, which its clients had not yet seen.

Awny Sadek, GM of MCV, said: "MCV is a Saboa member and the conference offers a great opportunity to meet all our clients and competitors under one roof. We launched two new vehicles, of which our clients were aware, but had not seen. Customers at Saboa were able to view the products and give feedback. The response was very good."

The company manufactures its vehicles locally with up to 98 percent of the bus body built in South Africa. Parts are readily available, and MCV has also kept cost of maintenance in mind. The semi-luxury MCV S140N is designed specifically for cross-border transport and the harsh conditions of rural roads in South Africa, Zimbabwe, Zambia and Malawi.

Mark Bielovich, sales executive at MCV, explained: "The S140N has been specifically designed to keep maintenance low. The front has a three-piece bumper for easy repair and is fitted with LED lights instead of glass, which also makes it easier to replace if damaged."

These lights make the bus a little more unique while keeping safety in mind. The same can be said of the other design features like the luggage doors, which are fitted with a manual pantographic, or sliding hinge, system – as opposed to the traditional flip-up doors.

"The traditional door system is a hazard, as someone can walk into it or hit their head. The sliding door is safer and also uses up less space, which is very useful in cramped bus stations," Bielovich said.

The MCV 600 is the flagship vehicle for the company and is ideal for tours as it has a second seat at the front of the vehicle for the tour guide and a microphone installed. It comes standard with USB charger ports for every seat, WiFi and an air-conditioning system.

The rear wheels turn with the front wheels, which reduces the vehicle's turning radius and allows the bus to turn comfortably in tight spaces such as hotel entrances. Both vehicles have Volvo chassis and engines.

This partnership between MCV and Volvo Bus Southern Africa has given Volvo the opportunity to expand its product range into the semi-luxury vehicle market segment. It traditionally featured predominantly in the luxury bus segment. You can find out more about this partnership on page 52.

When asked if MCV plans to return to Saboa next year, Sadek said: "Of course MCV will be back next year, and with a bigger stand." **F**





MAN FLAUNTS ITS FIRST, STYLISH BRT BUS

MAN AUTOMOTIVE SOUTH AFRICA LAUNCHED TWO NEW PRODUCT OFFERINGS FOR THE BUS SECTOR AT THE 2018 SOUTHERN AFRICAN BUS OPERATORS ASSOCIATION (SABOA) CONFERENCE AND IT DID NOT DISAPPOINT. IT SHOWCASED ELEGANT VEHICLES THAT WILL MAKE EVERYONE WANT TO USE PUBLIC TRANSPORT

There are very few opportunities in South Africa for bus manufacturers to showcase their product offerings. Saboa is the perfect platform – and MAN knows this. Philip Kalil-Zackey, head of bus sales at MAN Automotive South Africa said: “We always go all out at Saboa. This is a big event for the bus industry and it is a big event for us.”

He added that the company spends a fair amount to ensure that the stand and the products launched at the conference make an impact on MAN customers, delegates and the bus industry at large. “This year, MAN launched its bus rapid transit (BRT), low-floor city bus,” Kalil-Zackey explained.

The locally produced MAN premium Lion’s City, low-floor, BRT bus is elegant and sleek with stainless-steel hand rails (inspired by European buses), wood flooring, bonded windows, modern seats, a door on both sides of the bus and segmented fibreglass side walls.

The latter plays an important part in small, inner-city accidents as the fibreglass is easy to repair and/or replace. The Lion’s City bus also has fixed 360° CCTV camera systems that capture the inside and outside of the vehicle.

“The exterior cameras assist bus drivers to argue their case when an accident occurs for which they are blamed. The interior cameras assist in monitoring theft, or possible fare evasion,” Kalil-Zackey said. He added that the footage

can either be viewed live, or retrieved later.

The MAN Lion’s City also comes with a retractable boarding bridge at both doors situated on the right-hand side of the bus, and a wheelchair ramp at the front left-hand side door. These entrances have little to no incline as the bus is specifically designed to accommodate the bus rapid transit (BRT) stations and sidewalks in South Africa.

The second MAN vehicle on display at Saboa was the budget commuter bus, or MAN CLA Explorer. The bus body is similar to the premium Lion’s Explorer, which was launched at Saboa 2017, but has a more rugged look. Despite being a budget vehicle, it comes standard with a retarder, air suspension and a heavy-duty air-intake system.

“It is really designed for harsh rural applications. This is something we are very proud to launch at Saboa, as not everyone is a city-bus or coach operator. The budget commuter bus is more for day-to-day applications,” Kalil-Zackey noted.

MAN Automotive South Africa also had a full complement of staff (from South Africa and abroad) at Saboa – from sales directors to product specialists – to ensure questions from delegates could be answered. Kalil-Zackey said: “The team can really talk a customer through the A to Z of buses.

“With our stand, MAN wanted to show the market that it has a product in the BRT segment. It is a first for MAN Automotive South Africa and Saboa is the perfect place to showcase MAN’s muscle in BRT,” he concluded. **F**



VOLVO BREAKS INTO THE SEMI-LUX SECTOR

VOLVO BUS SOUTHERN AFRICA HAS PARTNERED WITH MCV TO MANUFACTURE LUXURY AND SEMI-LUXURY COACHES, WHICH WERE SHOWCASED AT THE 2018 SOUTHERN AFRICAN BUS OPERATORS ASSOCIATION (SABOA) CONFERENCE. FOCUS CHATTED TO VOLVO ABOUT ITS FIRST VEHICLE IN THE SEMI-LUXURY SECTOR WITH MCV

V

olvo Bus Southern Africa showcased a variety of its services and products at the 2018 Saboa Conference; including its BgR and B11R chassis with the MCV and Predator bodywork.

Marius Botha, director of Bus South Africa at Volvo Group Southern Africa, said: "Volvo believes it is important to attend Saboa annually. It is not every day you get all the operators, original equipment manufacturers (OEMs) and bodybuilders together. We further support the conference for the valued feedback we receive from the speakers."

Volvo aspires to introduce a new product or service offering to Saboa each year. "Our focus is to offer something different," Botha noted. A new Volvo aftermarket service offering showcased at Saboa was its two-year warranty on parts.

"Aftermarket services are just as important to the operator as the actual product. Vehicles on Volvo maintenance contracts with service records have a high demand in the used-vehicle segment," Botha explained.

"Volvo is very proud to now offer a two-year warranty on parts fitted by the dealerships. It is important that Volvo Bus operators receive the benefit, as the standard warranty on parts will be one year if procured over the counter. The two-year warranty shows our confidence in our products and aftermarket services."

Volvo also showcased its new buses built in partnership with MCV. Ryan Levendale, sales and business development executive at Volvo Bus Southern Africa, noted: "Volvo has renewed its focus on expanding its footprint out of South Africa. Part of this is to expand the product range that it offers."

"We are very strong in the top-end coaches and are extending our focus to the medium-luxury price bracket, which was one of the reasons for the partnership with MCV," he added. Volvo teamed up with MCV as it enjoys brand recognition in the identified markets, has reliable products and together the duo can offer a competitive price.

Volvo has already made sales in various cross-border markets, however the economic state of these markets means that the rate of progress remains slow.

Melanie Koen, sales and marketing executive at Volvo Bus Southern Africa, was fortunate enough to sell one of these vehicles at Saboa. She is the first female sales executive at Volvo Group Southern Africa Bus Division. Koen noted that working in the bus sector is challenging, but with a good mentor and some courage, anyone can follow her example.

She concluded: "The MCV and Predator bodywork, in partnership with Volvo, are stylish, attractive and very competitively priced. Volvo enjoyed the brand exposure and opportunities offered by the Saboa Conference." **F**

IRIZAR MOVES THE GOALPOSTS

AN ALL-NEW COACH, BASED ON AWARD-WINNING DESIGN AND TECHNOLOGY, HAS BEEN RELEASED ONTO THE SOUTH AFRICAN MARKET. MEET THE IRIZAR i6S PLUS

S

afety, comfort, design and technology are the four hallmarks of every Irizar vehicle, and the new i6S Plus is no exception. As Irizar Southern Africa's top-of-the-range vehicle, the i6S Plus arrives on local shores after being launched in Europe during 2017.

(Its four defining hallmarks led it to be the Spanish Coach of the Year.)

Suitable for luxury travel over long and short distances, as well as for VIP services, the Irizar i6S Plus is as state of the art as they come.

"We are glad to offer to Africa the best product that is being produced in this segment of coaches," comments Irizar Southern Africa general manager, Manuel Neves.

Available in three different 15-m "long-distance" and one 14-m "tourism" specifications, all equipped with three axles, the Irizar i6S Plus is designed to be assembled over rear-engine coach chassis.

At the launch, versions on MAN, Mercedes-Benz, Scania and Volvo chassis were grouped together for fans of each brand to experience. Each vehicle showed slightly different configurability options.

For example, the toilet facilities (of the hygienic, auto-flush type) can be configured to offer a urinal, or a second toilet exclusively for the use of ladies. Or, thanks to the flexible design, subdivisions for different classes of travel can be created.

One can also specify integrated options for catering equipment, USB charging ports, three-point safety belts, leather seats, individual sound systems, or table trays...

However, that's nothing compared to what each i6S Plus offers as standard. Three flat-screen monitors are positioned around the cabin (the front one being 21 inches in size). The luggage shelves have an elegant design and incorporate the illuminated seat numbers, LED reading lamps and adjustable air-conditioning vents.

Speaking of air-conditioning, the efficient Hispacold (an Irizar Group brand) system is specially designed to increase efficiency and reduce consumption, while integrating with

the aerodynamic lines of the coach.

These lines have been inherited from the Irizar i8 – the Coach of the Year 2018. The V-shape design concept features new LED headlamps – and the integration of sensors for the adaptive cruise-control system. Other driver aids include an enhanced driving position and ergonomics, a new multi-plex control panel and a reversing camera.

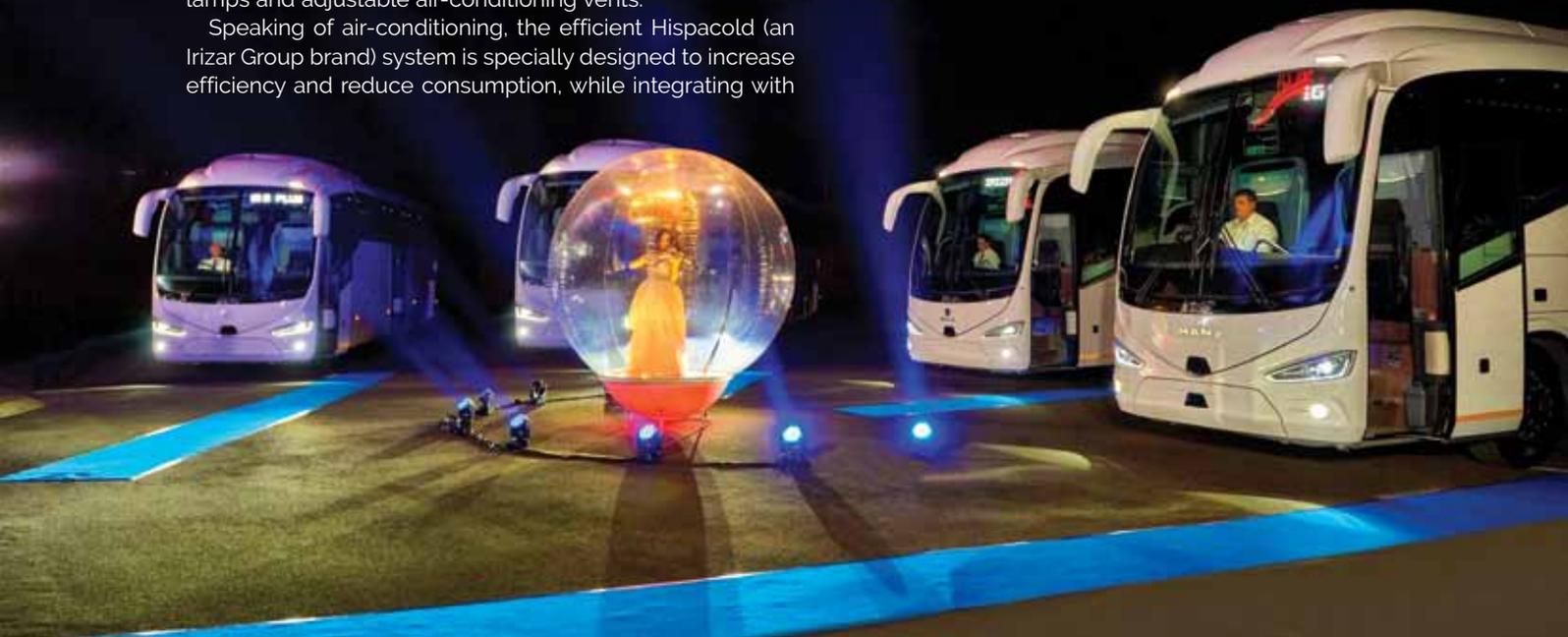
Finally, as with all Irizar coaches, the i6S Plus complies with the strictest quality and safety specifications. It is proactively designed to avoid rollovers (with a lower centre of gravity) and enhance driver safety in front-end collisions. The i6S Plus has undergone numerous tests, including one-million kilometres at an accelerated-fatigue proving ground.

"Irizar is offering to Africa the most-advanced models available in the market worldwide. The Irizar i6S Plus is simultaneously being launched in Latin America, Africa and Australia and is already a best seller in Europe," says Neves.

"Irizar shows its firm commitment to the African market, its customers and society to which it offers high levels of added value in terms of product and service, without forgetting the fundamental aspects of safety, comfort, design, personalisation and sustainability," he concludes. **F**



FIND OUT MORE ABOUT THE i6S PLUS HERE!





FIGHTING FOR THE SURVIVAL OF BRT

WITH THE BUS RAPID TRANSIT (BRT) SYSTEMS IN SOUTH AFRICA STILL RELYING HEAVILY ON SUBSIDIES AND TRANSPORTING FAR FEWER PASSENGERS THAN THEIR INTERNATIONAL PEERS, MARISKA MORRIS TAKES A LOOK AT THE PLANNED FUTURE OF BRT IN SOUTH AFRICA

S

Simply expanding highways and building roads will not be enough to keep up with the expected population growth for Johannesburg. Professor Jackie Walters, head of the University of Johannesburg's Department of Transport and Supply Chain Management, notes that African cities are expected to grow by an additional 500-million people over the next 25 years.

Johannesburg is no exception. The population of Gauteng is expected to increase to 18.7-million people by 2037 from the current population of 11.2 million. The formal worker population is expected to be around 8.6 million in 2037, up from 3.8 million currently. The impact on the roads will be difficult to impossible to manage unless public transport becomes a main mode of transport for residents in these cities.

WHY GOVERNMENT TURNED TO BRT

In the early 2000s, many Latin American cities implemented BRT services and reported subsidy-free transport services. These services made enough money through fares to cover operational costs. The promise of a subsidy-free transport service that could reduce the demand on roads was enough motivation to implement BRT locally.

However, most Latin American cities are very densely populated with more than seven-million residents, while in most cities in South Africa, particularly Johannesburg, the population is very spread out and commuters often have to travel long distances.

"On average, a BRT service has the potential to carry between 43 000 and 55 710 commuters per hour," Walters points out. The Rea Vaya system in Johannesburg has about 5 760 passengers per hour, per direction, during peak hours. The BRT system in Istanbul, Turkey, has about 24 000



and the one in Bogota, Colombia, has 45 000.

The Rea Vaya service is also expensive to run. Operating costs for Istanbul are US\$ 6 million (R80 million) per kilometre and Bogota spends about US\$ 12,5 million (R167 million) per kilometre. South African cities, in comparison, spend in total about US\$ 8,3 million (R110 million) per kilometre with not nearly the same return in passenger fares.

The deficit is covered by government subsidies – an unsustainable practice. In 2015, the MyCiTi bus service faced a R52-million deficit for Cape Town's 2016/17 financial year, despite being one of the more successful implementations of a BRT service in South Africa. The MyCiTi service records on average around 75 000 passengers per typical weekday.

Professor Christo Venter and research associate Gary Hayes, from the Centre for Transport Development at the University of Pretoria, found that the total operational expenditure of BRT systems over six metros was R850,6 million of which R522,4 million came from subsidies.

Fare revenue per passenger (per trip) on the BRT systems in these metros is around R7,77, while the operational cost per passenger is R20,90. Subsidies make up the R12,84 deficit. The BRT services are more dependent on subsidies, but also have lower operating costs than other bus-based transport services. Conventional bus services cost R22 with a subsidy of R13,40 per passenger carried, while municipal buses cost R24,42 with a subsidy of R18,41.

CHALLENGES FOR THE SOUTH AFRICAN BRT SYSTEMS

The biggest obstacle for the South African BRT systems to overcome is the spatial layout of the cities. Dikeledi Magadzi, chairperson of the Portfolio Committee on Transport in parliament, notes: "The BRT systems face many historical challenges, including no development or spatial planning in the rural areas."

South Africans who need public transport the most thus

don't have adequate access. Implementing and running BRT systems in these areas is costly and difficult.

"All the cities use too many consultants, which impacts heavily on finances. Negative perceptions of using buses compared to private vehicles among the public is also a challenge," says Magadzi.

In addition, every BRT system faces its own unique challenges. In Johannesburg, for example, BRT buses carry 50 000 passengers a day, but many are non-paying passengers, who are able to board because of poor management of the fare-collection system. Magadzi notes: "With better technical management the Rea Vaya service can improve fare-paying ridership to 75 000 passengers a day."

Tshwane, on the other hand, was overambitious. The BRT service was implemented and run before the major routes were completed. Magadzi says: "Tshwane should have waited to connect Soshanguve and Hammanskraal to the CBD and Menlyn.

"The integrated transport project is still new in South Africa, so it is understandable that it will experience highs and lows. Public transport is one of the challenges that impacts on the economy of the country. Efficient public transport will mean that the poor and working class will be better off with respect to saving time to travel and money."

FUTURE OF BRT IN JOHANNESBURG AND SOUTH AFRICA

Some of the benefits of the BRT system have been achieved, such as reduced congestion and environmental impact. However, to continue with the BRT services in South Africa, the system will have to be reworked. Venter and Hayes argue that cost should be a first priority. "Speed is the last consideration. Many people are not willing to pay for speed," they say.

Reimagining the system will require considering a flexible approach that includes formal trunks and informal feeders. Venter and Hayes note: "There is a possible future for the BRT system, however, there needs to be a focus on service quality. A full BRT service can be retained on the few high-demand shorter routes with better integration of existing systems such as the minibus taxis."

Jeff Ngcobo, executive head of Scheduled Services Management Agency, adds: "Our ten-year fundable plan will set out what modes of transport should be operating on what routes depending on two key issues – demand and current and future land use in the surrounding areas. We need to move people speedily to new areas with economic opportunity, such as Modderfontein."

He adds that the integrated transport plan, on which the BRT systems in South Africa are based, will possibly also be revised. In the end, BRT services will be around for at least another decade or so, although the approach to the services needs to be addressed urgently and drastically revised to avoid the current unsustainable reliance on subsidies.

Along with better planning around BRT services, cities will need to rethink their spatial planning. To put it simply, Walters notes: "South African cities need to be densified to really support BRT systems." **F**

IN THE NEXT ISSUE

OILS, FUELS, LUBES AND ADDITIVES



With the price of fuel in South Africa having risen to uncharted levels, transport operators are being squeezed even more tightly every time they fill up.

BUSES, COACHES AND PUBLIC TRANSPORT



FOCUS listens to the Department of Transport's turnaround plan for public transport at the South African Bus Operators Association Conference.

WORLD ON WHEELS – MIDDLE EAST



The recent closing of the Kerem Shalom border could devastate trade in Gaza. We find out more.

FOCUS ON USED VEHICLES



The used-vehicle market has shown promising buoyancy in recent times, while the new-vehicle market seems to be just ticking along.

LCVs IN THE INDUSTRY



FOCUS takes a look at some of the new light commercial vehicles (LCVs) on the market and the important role they play in the transport industry.

AFTERMARKET FOCUS



We explore the latest aftermarket options available to heavy-vehicle operators.

SECTOR SPOTLIGHT: MINING



It would seem that buying habits in the mining sector are changing. Is this the case, and what are the trends that OEMs should be taking into account?

FINANCE



Taking a different look at finance, we find out about future options for the funding of road infrastructure – which may directly impact on the pockets of all road users.

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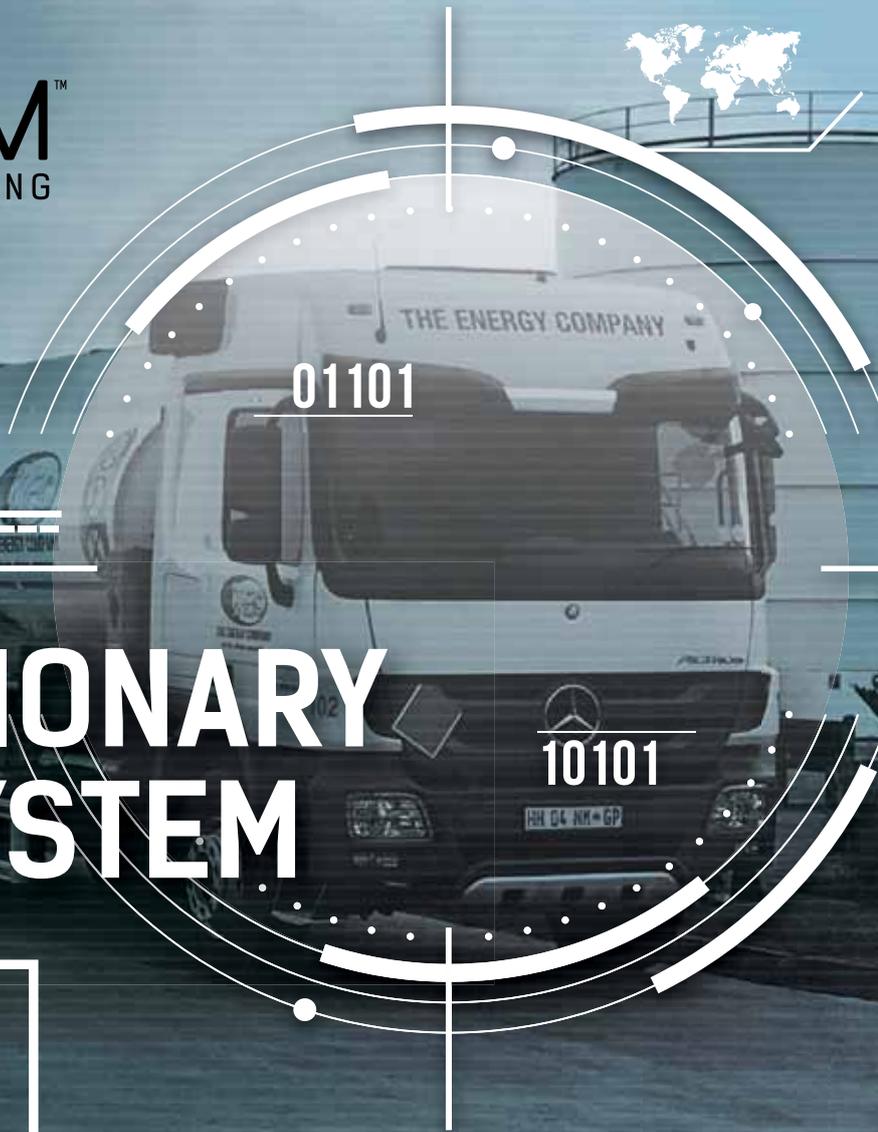
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