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HUGE ACCOLADE

for **FOCUS!**

FOCUS has won a number of accolades over the years. Now we have another one to add to our collection! TINA MONTEIRO reports



TINA MONTEIRO

Charleen Clarke has been recognised as South Africa's top commercial vehicle journalist! This was revealed at the recent South African Guild of Motoring Journalists' (SAGMJ) Motoring Journalist of the Year awards.

The award was made possible by Hino South Africa, which sponsors the category and the winner's prize money. It is the second consecutive year that Hino has sponsored this award.



Celebrating the award! Pictured from left are: Pieter Klerck, GM sales and dealer network at Hino, Ernie Trautmann, Charleen Clarke and Leslie Long, senior manager: Hino product, demand planning and marketing communications.

"Commercial vehicles are truly the life-blood of the South African economy. This industry's vehicle sales are considered by many as a leading indicator of the state of the economy and it remains an important employer, manufacturer and investor in new technologies," says Ernie Trautmann, vice president of Hino South Africa.

"With this in mind, we are extremely proud to support the SAGMJ's awards and specifically the category that recognises journalists who shine a light on this important sector."

As our regular readers know, Clarke is the editor of **FOCUS** on Transport and Logistics. She is a past winner of the overall SAGMJ Motoring Journalist of the Year Award and has also won the commercial vehicle category previously.

In judging her the winner of the category, judges remarked that Clarke's deep knowledge of the industry allowed her to find unique and interesting stories, while proving insightful and accurate commentary on the industry and the diverse commercial vehicle sector.

"Charleen is a worthy winner of this award," says

Trautmann. "As a seasoned journalist, she is perhaps the only writer who has consistently covered both the passenger and commercial vehicle markets. Her depth of knowledge of the industry is exceptional, as is her work ethic."

A commercial vehicle writer since 1988, Clarke has risen through the ranks to become editor of **FOCUS**, while also being selected as an associate member of the International Truck of the Year jury. She remains the only commercial vehicle journalist from the African continent to serve on this coveted panel of judges.

Clarke says that she is elated at winning the award. "I think everyone appreciates recognition – and I most certainly do. This award, which came as a big surprise to me, has certainly touched my heart! It is so wonderful to know that my efforts are being noticed. It will inspire me to try even harder in the future."

"I am enormously grateful to Hino for sponsoring this award, which will certainly uplift the standards of transport journalism in South Africa. I hope that it will also encourage more young people to become transport journalists; we really need more young talent in our industry."

However, she says that the award is not hers alone. "I am extremely fortunate to work with a talented team of individuals. These people inspire, motivate and support me on a daily basis. The team has made **FOCUS** the leading magazine in the South African commercial vehicle industry; I have certainly not achieved this single-handedly."

"Furthermore, I am fortunate in that I have access to superb material – thanks to companies such as Hino. The transport industry is at the forefront of developments in technology; we are seeing innovations being announced monthly – such as the launch of electric trucks, for instance. I am very proud of our industry, which is evolving faster than ever before. This level of innovation certainly makes my job a lot easier."

Clarke recently returned from a two-week visit to China, where she was one of only two international guest judges of the Chinese Truck of the Year competition. She was also the only African judge on the Women's World Car of the Year panel and is a member of the jury of the South African Car of the Year competition. The SAGMJ Motoring Journalist of the Year awards was made possible by Toyota Financial Services. **F**



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Spare a thought for **FESTIVE- SEASON TRUCKERS**

While most of us will be spending time with family over the festive season – at some nice getaway if we're lucky enough – a critical component of the transport industry is grafting away to make sure that goods continue to get to where they need to be during the end-of-year period



GAVIN MYERS

These are the drivers who spend this time of year on the road, away from their families. Unfortunately, the pressures of this time of year have a definite effect on their well-being.

I was recently able to have a chat with Rhys Evans, director at Alco-Safe, who made a startling revelation... "The companies that conduct alcohol testing among their staff have indicated that they usually have, on average, five positive tests per month. Yet, during the festive season, this increases to between 20 and 30. This is a significant increase," he states.

This is, however, expected... It's known that the increased pressures of deadlines and being away from home, as well as fatigue and insufficient resting time, tend to increase the rate at which drivers will turn to substances to help them cope with the demands of being on the road for long periods.

"There are two solutions that could help the situation," says Evans. "Taking on more staff during this busy season will ease the drivers' workload, while appealing to the buyers to put in their order requirements earlier rather than later will reduce the rush – and the push on drivers to get their deliveries made within unreasonable timeframes."

A shared workload will undoubtedly reduce stress and fatigue among drivers over the holiday period, while a reduced number of rush orders will also mean

fewer vehicles on the road during this time. However, the problem of substance abuse could still linger. In this regard Evans refers to his area of expertise – testing.

"It's not easy to monitor drivers at all times. Companies should, however, be testing their drivers when they arrive at the depots, and again when they leave. This, at least, ensures that they weren't drinking alcohol on the way to the depot and that they are leaving the depot sober.

"Saliva drug tests are also useful tools for quick testing of employees when they arrive on site; to check that they have not been using drugs while on the road. The saliva tests have a shorter window of detection and generally will only show a positive test if the person has used drugs in the last 24 to 48 hours," he advises.

While trucks and heavy vehicles drive among hundreds of thousands of people every day, the festive season is notorious for horror accidents. This is due to a variety of factors – substance abuse (by all road users) being only one of them.

With the number of people killed on South African roads over the festive season increasing almost every year, we all need to do what we can to reverse the trend.

Finding ways to make this time of year easier for working drivers is just one good place to start. **F**

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FUELLING ADVANCEMENT

Hello again after a very long time.

Your article entitled "Fuel Management from one platform" in September 2016, takes me back to the early 1980s and the Shell D Card.

While working in Germany at that time, I was introduced to the Mannesmann fuel dispensing control system. This was a card-driven system that – when introduced to a reader that was connected to a pump – could be utilised by a truck driver without supervision (on a 24-hour basis), to pay for the fuel.

After the transaction, the driver received a receipt showing: date, time, location, volume, cost and vehicle details. Later, as an update, an odometer reading was available. His company was debited for the amount, within 24 hours.

I thought that this would benefit our transport community and motivated Control Instruments (CI) to import it. They did. The same system was the platform from which the Mobile Diesel Club system was launched.

To state the obvious, we have come a long way since then, but I have another recollection that didn't end as positively...

While flying back to South Africa from London during 1984, I met an Australian who represented his company, Associated Electronic Services. He spoke of an incoming "fare collection system" that had, as its base, a unit called Smart Card (made in Japan, he told me by, Dai-Nippon).

He spoke of the features of this system: its read and write capability, stored fare value, interchangeability between modes of transport ... it was way over my head. He showed me the smart cards, which were for demonstration purposes, and gave some of them to me. I still have them.

I began to understand the benefits and how the system could perform on a bus. I was over the moon as I began to put together a strategy to introduce the product to CI. There were several computer brain boxes (for that time) at the company; they assisted me with the presentation and I made sure that they were present at the meeting.

In principal, the directors were "pleased" at the sudden awareness of this new technology. I spoke to Dai-Nippon about the concept of shared



technology; it never happened.

The Australian company sent a senior manager to Johannesburg and together we gave a presentation to the South African Railways and to a major Johannesburg-based bus company. Both companies were amazed at the software demonstration, especially its ability to produce quality management reports. The bus company agreed in principal to install the product, but that is another story...

Recently, there was a report of a Cape Town company about to introduce a "new concept" in fare collection. I was a little heartsore and perhaps a little envious of this achievement.

There are currently about four companies in the country selling similar systems. Recently Ismail Vadi, Johannesburg transport manager, announced that the introduction of a multimode travellers' ticket is being considered.

Can you imagine where we would be today if the system had been introduced in the 1980s? We were capable of doing it.

I hope you enjoyed this small piece of "history".

Sean Rennie

Thank you so much for the piece of history, Sean! It's fascinating feedback! Thank you for sharing it with us! As you rightly point out, our industry has come a long way since the 1980s. I think you should be very proud of the role that you played! – ed.

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On track for a TERRIFIC TEST

With Truck Test 2017 just around the corner, final preparations are being made and details ironed out to ensure that the event runs smoothly

As reported in November, a new partner for Truck Test 2017 is Sephaku Cement. The company will provide the payload for the one-day event from its depot in Delmas, Mpumalanga, some 60 km outside of Johannesburg.

Loading and a pre-trip inspection will both take place at the depot on Wednesday, March 22, 2017.

"We will allocate four of our most skilled forklift drivers to the event. It should take them no more than 15 minutes to load each vehicle," says Thomas Thelingwani, Sephaku Cement plant manager – Delmas and Kendal.

Each vehicle will be loaded to 1,5-t less than its legal payload, to further ease the loading process and allow for a more even playing field.

"We are truly grateful to the team at Sephaku Cement for the support, enthusiasm and effort that they have put into making Truck Test 2017 a success," comments editor of **FOCUS**, Charleen Clarke.

Of course, Truck Test can never be a success – or even happen – without the original equipment

manufacturers that put their vehicles "to the test" to prove what they can do.

Truck Test 2017 will be a first for Elvis Mutseura, product marketing manager at Iveco SA, though it's definitely not the first for the brand; which has entered three of the past four tests.

"The Truck Test event has become a key tool for fleet operators to see how the different vehicles offered on the market stack up against each other. The test also allows us as manufacturers to see how our vehicles perform against each other.

"There are always elements beyond anyone's control that can affect results, but the test is a very cost-effective way to pit one's trucks against the competition," he adds astutely.

"We hope to achieve a result that will demonstrate to the market that Iveco builds very good trucks that are right up there with the best on the busiest freight corridor in South Africa," Mutseura says, adding that Iveco will enter a Stralis AS750S48TZP Hi-Way, pulling an interlink tautliner, and a Trakker AT440T44TH SR, pulling a tridem flat-deck trailer. **F**



What a picture is **WORTH**

Raimo Lehtiö has been at the helm of Scania South Africa for five months now. GAVIN MYERS hears his story



Lehtiö's first interaction with a truck – a Scania, incidentally – occurred before he could remember the experience, but it wasn't until he had been in the business world for 20 years that he entered the arena of trucking...

"I have a picture of myself, taken when I was three-years old, sitting on the nose of a Scania. During the Second World War my father drove a Scania – he had a small transport company comprising three trucks and two taxis. So, from my childhood I had a connection to Scania trucks," he smiles.

Growing up in Finland, as a youngster Lehtiö first completed a Bachelor in Engineering – majoring in Engine Technology. He then continued at the Technical University of Helsinki where he did his Masters in Engineering.

Lehtiö has also completed an MBA in International Business, through Helsinki University, while working in Finland for Swedish company ABB – where he spent 20 years.

During his final five years at ABB, Lehtiö held the position as MD. It was while attending an international management training event in Sweden, that a chance encounter, with then Scania CEO Leif Ostling, led to Lehtiö entering the truck business.

"Leif had just started as MD. He gave a presentation on the whole Scania philosophy, after which we had an excursion to the factory, where I met him. I got a very good picture of Scania through him and I'll always remember his enthusiasm. Leif was the catalyst...

"We met a couple of times afterwards. Then one day Scania's chairman of the board in Finland contacted me and asked if I want to join the company," Lehtiö recalls.

That was 15 years ago. During this time Lehtiö has held management positions in Finland, Russia, the Far East, Estonia, Latvia, and Lithuania. He now faces the challenge of maintaining Scania's strong performance in South and southern Africa – and his first few months (which have been "busy and fantastic") have definitely set the tone for things to come.

In addition to visiting most local dealerships and key customers, Lehtiö has already visited the key southern African markets and met certain customers in those regions as well. This was a natural first step for him...

"As an engineer (and a business man), I'm always interested in motor vehicles and mechanical things. Yet, it's not the engineering, or the business aspects I enjoy most; but the interaction with customers. Engineering and economics are only in the background ... this is about business between people and helping the customer find solutions," he says.

Given that 2015 was a "boom" year for Scania in the truck, bus and genset segments – and 2016 has since proved to be a much tougher nut to crack overall – how does he plan to put the customer at the forefront going forward?

"Our business is very much about working with customers and delivering a total solutions package, from financing to aftersales support and all the services in between.

"We need to talk about the total operating economy of the customer, not only costs, but also the uptime and possibilities to earn. We need to have a good service network to support uptime, and offering a one stop shop is important to the customers.

"We've never had such a broad offering, with 50 different models in the market now, and growing. We need to understand the customers' businesses to find better solutions for them," Lehtiö remarks.



Lehtiö believes South Africa is an important market that will see growth in the future.

That said, South Africa won't yet see all-new models such as the new R and S-Series launched a few months ago. "We are not in a hurry to introduce the new models; our current range of vehicles is performing excellently in this market.

"We have good, robust vehicles that can handle the road conditions here, which are different to those found in Europe. I'm happy we have time to get experience with the new vehicles in tough environments before they launch here," he explains.

Lehtiö is not perturbed by the challenge of managing tough trading conditions.

"This is still a very important market and I have a strong belief that South Africa will exceed the figures of 2015 going forward. There are very good opportunities and possibilities, but there are a few hurdles to overcome first. The drought is one thing, and the currency is also a bit too volatile at the moment, for example.

"Yet, we are doing quite well. The Scania recipe is to provide service and technology to aid the economic sustainability and profitability of the customer. This fits in well with what we are trying to achieve in the South African market."

While some say a picture is worth a thousand words, it would seem that, for Lehtiö, that early picture of him sitting on the nose of a Scania was but a glimpse into his life story. **F**

Farewell to a **LEGEND**

In November, the transport community said a sad, but fond, farewell to Gerrit van de Wetering (75), the founder and co-owner of Afrit

As a family run business, Afrit has a stellar reputation for being a company that follows only the best and most ethical business practices. This is thanks to the vision and dedication of Gerrit van de Wetering.

In 1965 and 1966, in his spare time, Gerrit started doing technical drawings for a company that was involved in water purification systems. His brother, Johan, says: "His technical drawing and design work expanded so quickly that he resigned from his

company soon relocated from the tiny garage to its first factory in Pretoria. Continuing to grow in leaps and bounds, this family-run success story quickly moved on to its impressive manufacturing complex in Rosslyn, from where it still operates today.

Johan says: "Gerrit's outstanding design talent led to numerous brilliant and unique products. This is clearly visible in Afrit's versatile and capable product range."

Gerrit van de Wetering was a true creative visionary. According to his family and co-workers, the secret to



His in-depth understanding of the industry meant he knew exactly what clients needed, and it's thanks to him that Afrit has such an excellent reputation for client service.



LEFT: The Van de Wetering brothers (from left): Klaas, Johan, Gerrit and Theo.
RIGHT: Klaas, Johan and Gerrit in the early days.

permanent job and started designing full time from his house in Gezina."

Soon he needed to start manufacturing his designs, so his dad, Arend, and brother, Klaas, set up a workshop in Gerrit's garage and started helping him on weekends.

In 1968, Arend and Klaas both resigned from their jobs at Bosal and started to work with Gerrit full time. The company was then known as Van de Wetering Engineering, but has since grown into the company we all know today as Afrit.

In 1973, Gerrit's two younger brothers, Theo and Johan, also joined the expanding business. The

his success was a true passion for his work and the determination to make sure every minute detail was absolutely perfect.

His in-depth understanding of the industry meant he knew exactly what clients needed, and it's thanks to him that Afrit has such an excellent reputation for client service.

The only thing Gerrit loved more than designing was his family. Our heartfelt condolences go out to the entire Van de Wetering clan and everyone in the Afrit family. We know they will continue with his vision for Afrit, and no doubt make him extremely proud. **F**



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SCANIA

A DIAMOND

anniversary



Logistics provider Cargo Carriers moves forward in pursuit of innovation and excellence



Cargo Carriers – which for many years has been one of South Africa's premium transportation, logistics and supply chain service providers – celebrates its 60-year journey this year.

From humble beginnings in 1956, Cargo Carriers still epitomises the values espoused by its charismatic and determined young founder, Des Bolton. Ambition, courage, confidence, integrity and a quest for perfection underpin the many decisions that catapulted the company from its early days with the purchase of its first truck, "Old Faithful", in 1956, until today, six decades later, as one of the country's top transportation companies.

Over the 60 years, the company has grown and expanded its footprint and service offering across a range of sectors. In 1959, the first Swaziland branch opened; driven by an entrepreneurial flair that still forms part of the company's DNA today.

The 1960s, 70s and 80s were marked by many strategic acquisitions and ventures into new industries; providing jobs and growing the post-war South African economy. The company began providing logistics support for the mining, fuel, dry bulk powders (cement), steel, chemical, and sugar industries.

Some of these industries have further opened doors for the company to involve itself in social projects, enhancing skills of future young entrepreneurs, and thereby giving back to communities in which it operates.

The highly successful owner-driver programme marked the turnaround of many lives and has seen success built upon success. The listing on the Johannesburg Stock Exchange in 1987 took the company to new heights; and while change was constant, its core values remained the same.

Over the years, Cargo Carriers has contributed significantly to industry bodies, including the Public Hauliers Association, the Road Freight Association, Chemical and Allied Industries Association and the Institute of Road Transport Engineers.

Emerging as an industry leader, the company's geographic footprint continued into unchartered growth areas and provinces; ensuring the business could find solutions to support clients' needs in a buoyant 1980s market; while the 1990s were marked by growth into the broader southern Africa.

Innovation is synonymous with Cargo Carriers. The company's constant service reinvention ethos has led to the development of specialist and patented trailers and intelligent telematics. Its cutting-edge outlook saw it byte into the computer age of the 1980s and 90s as it installed state-of-the-art technologies.

This is still in evidence today in the latest technology present in the company's vehicle fleet, and in the optimisation opportunities available, which provide its clients with exceptional computerised logistics solutions and supply chain visibility.

The past 20 years have seen South Africa's premium haulier transform and develop to ensure



the company's continued upward trajectory. Walking in their father's footsteps and managing the company with the same ethos are Bolton's sons Murray and Garth.

Strategic leadership has long been a cornerstone of the company's success. Taking innovation and customer service to a new level, and embracing the new environment, Cargo Carriers recently launched an employee share-ownership programme – Ikamvalethu Shares Proprietary Limited, which enables employees to have a stake in the business.

RIGHT: Des Bolton founded Cargo Carriers in 1956. Today it is one of the country's top transportation companies.

BELOW RIGHT: "Old Faithful", the company talisman purchased in 1956.



**MURRAY BOLTON -
CHIEF OPERATING OFFICER**



**GARTH BOLTON -
EXECUTIVE**

Murray and Garth Bolton are proud to continue the Cargo Carriers legacy created by father Des.

"We are extremely proud of the Cargo Carriers legacy and are committed to taking the company to even greater heights, based on our founding principles and values. It's the Cargo way," comments Murray Bolton.

On Cargo Carriers's 60th birthday, the company stands ready to continue traversing the high road and celebrating a company that has journeyed successfully from its inception way back in 1956. It is a proud company that is sustainable; it puts its customers and people first, and is constantly innovating to ensure it stays a road ahead. **F**

AN ENGINEER

through and through



Andre Cilliers, managing director at BPW Axles, shares the tale of his rise to success

Cilliers studied mechanical engineering at the University of Pretoria between 1974 and 1979. He then completed his honours degree in 1982 and has been registered as a professional engineer since that year.

He has been a member of the Institute of Road Transport Engineers (IRTE) since 2001 and has served on the steering committee of the Johannesburg centre since then, which included a couple of terms as chairman.

"I have always had a keen interest in everything with wheels, and the engineering around it in particular," Cilliers says.

After ten years at the Atomic Energy Corporation he joined Astas, as manufacturing engineering manager, at the end of 1991. "It produced transmissions and drive axles for the truck industry. After a few years, the group to which Astas belonged bought a few smaller manufacturing companies, and grouped them together into a division called Astas Automotive, and I was appointed as general manager," he explains.

In August 1999, he was approached to join BPW Axles, where he was appointed managing director of the company. "I have been at BPW ever since, and will hopefully retire from here in around five years from now," adds Cilliers.

During the past 17 years at BPW, he has surrounded himself with a strong management team. "Together, we have seen the company grow from strength to

strength. Initially, the market share was well below ten percent, with very strong local competitors.

"Today, we boast a market penetration of over 30 percent – boosted by strong volume sales during the last very tough year, in particular. Our volumes produced grew eight times in the past 17 years, while our number of employees has more than doubled. A decent improvement in productivity!

"We have a company that performs well, sells a brand associated with quality and low cost of ownership, supported by superior product support," he continues.

Looking ahead, Cilliers comments on some of the challenges facing the industry: "The cost of logistics and transport is a major issue. Furthermore, when we compare South Africa to other countries around the world, we certainly do not rank very well.

"We have serious road safety issues and a bad reputation in this regard. This is exacerbated by poor roadworthiness of vehicles, which can be linked to lack of maintenance. This relates specifically to trailers, which are major objects of neglect!"

He concludes: "I believe 'to measure is to know' and operating costs should be measured and known for every tonne and kilometre – to the last detail. There are many transporters that do exactly that, and for them the discussion – about cost of ownership, cost of maintenance oversights and the cost of opting for cheap, alternative parts in lieu of the original – is usually an easy one." **F**

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FUELLED

for success

Bongani Motloun, sale manager, retail commercial fleet SA, at Shell South Africa, talks about his role in providing the fuel that keeps industry going

According to Motloun, the most interesting aspects of his job at Shell South Africa are the different learning opportunities it provides (and the challenges sometimes associated with them). This is an interesting observation, considering he holds a National Diploma and B-Tech degree in Logistics, while his career started in the mining sector.

After six years in various roles at Anglo American, Motloun moved to Shell Petroleum in 2006, where he joined the commercial fleet department as a field base account manager, before being promoted to a key account manager position in 2008.

This sentiment is indicative of Motloun's approach to business. "People come first," he says. "A key aspect is to invest in my team to enable them to reach their full potential. I can only be successful if my team is successful," he elaborates.

Indeed, Motloun can claim success. During his tenure as a key account manager he has been bestowed with awards including: Global Key Accounts Anglo American; Leading Lubricant Tender for Xstrata Alloys and Coal; Xstrata Coal Fuels Business; and Vedanta-Black Mountain Operation South Africa.

On a day-to-day basis, the job is far less glamorous, though, and involves motivating account managers,



Motloun believes you cannot achieve success without a supportive team.

He has, however, not lost touch with his mining background. In his current position, Motloun is responsible for growing the profitability of Shell's commercial business.

"It's a satisfying job overall," he says. "I enjoy meeting people from different walks of life; learning and sharing knowledge with them."

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In his current position, Motloun is responsible for growing the profitability of Shell's commercial business.

identifying hurdles and finding solutions to support them. "It all comes down to driving an alignment between stakeholders to enforce better customer satisfaction," he says.

Wearing his oil-industry cap, Motloun says that there are certain challenges facing the industry: "There is a rise in fraud and new scams are constantly being developed. This situation can only be improved by working together with banks and customers to come up with solutions by identifying and fully utilising innovative

technology to eradicate fraud."

Despite this, he's still glad to have his focus on mining and ties to the transport industry.

"It's all fascinating; the transport industry is the economic driving force of South Africa, and you meeting diverse people from across the country," he smiles. **F**

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It's the LAW...

VIC OLIVER highlights some proposed amendments to the National Road Traffic Act, which could well come into effect during 2017

Presently there are a number of road traffic amendments that are in draft form and under discussion. Many of these proposed amendments are designed to curb the unacceptable number of road deaths that we experience daily on South African roads.

I fully support the majority of the proposed draft amendments and my only negative comment would be that it is taking too long for many of these good proposals to come into force.

Fortunately, one amendment that, in my opinion, will help to reduce the accident rate involving medium and heavy vehicles in the long term, is the stipulation that all commercial vehicles with a gross vehicle mass (GVM) rating exceeding 3 501 kg, registered after December 1, 2016, must be fitted with a speed governor.

Many people are of the opinion that speed does not cause accidents, but, having driven many fully loaded medium, heavy and extra-heavy vehicles over the past fifty years, my experience has proved that it

is a highly dangerous practice to drive these vehicles at high speeds.

Many of the modern commercial vehicles in the medium commercial-vehicle category are capable of travelling at speeds exceeding 100 km/h and present a danger to other road users, especially in urban areas and on busy and congested freeways.

Hopefully, the draft amendment to restrict the speed of commercial vehicles, with a GVM rating from 3 501 to 9 000 kg, to a maximum speed of 100 km/h, will soon be put into force.

I fully support the amendment pertaining to driving hours and rest periods, as it has been my opinion for many years that driving a commercial vehicle, or a bus, beyond the driver's physical and mental capacity leads to many serious truck and bus accidents and fatalities.

The proposed amendment that stipulates that all vehicles, including passenger vehicles older than ten years, must obtain a yearly roadworthy certificate will help to ensure that all older vehicles using our roads will be in a safer mechanical condition.

An added benefit would be the reduction of vehicle roadside breakdowns that often cause massive traffic congestion and increase the risk of accidents at the scene of the breakdown.

Another positive proposed amendment is the one stipulating that motor homes (a caravan built onto a truck chassis) with a tare mass up to 3 500 kg can be driven by a driver who has a code B licence.

Presently, the road traffic regulation regarding driving licence categories requires a driver, who drives a motor home with a gross vehicle rating exceeding of 3 501 kg, to have a C1 driving licence and a Professional Driving Permit.

Many of the motor homes have been built on truck chassis that have a GVM rating exceeding 3 501 kg and this has been a problem for potential buyers who do not possess the correct driving licence and Professional Driving Permit.

The proposed introduction of a provisional driving licence is another good proposal aimed at reducing accidents caused by inexperienced drivers. In terms of this proposal, new drivers will have their licences suspended for 24 months if the holder is found guilty of committing any six road traffic offences in the first 12 months after obtaining the licence.

One of the draft amendments that I do not support, however, is the banning of commercial vehicles in busy areas during peak times. As the majority of freight is delivered by road, restricting trucks from entering busy areas during peak hours would cause a major problem.

The Draft Amendments to the National Road Traffic Act Regulations cover many more proposed amendments. Hopefully we will soon see some of these changes come into effect, but the old question still remains: have we got the manpower and the political will to enforce the current and potential amended Road Traffic Act regulations? **F**

IMMEDIATE AMENDMENTS TO THE ROAD TRAFFIC ACT

Following receipt of this report, the Minister of Transport promulgated amendments to the National Road Traffic Regulations that are particularly pertinent to those who operate goods vehicles.

First, Government Gazette 40420 of November 11, 2016, amended Regulation 250, which previously forbade the conveyance of persons for reward in the goods compartment of bakkies, in its entirety, now reads as follows:

- (1) *No person shall on a public road convey school children in the goods compartment of a motor vehicle for reward.*
- (2) *No person shall convey any other person in the goods compartment of a motor vehicle for reward: Provided that the provisions of this sub-regulation shall not apply in respect of a vehicle which complies with the provisions of the National Land Transport Act (NLTA).*

"Simply put, this amendment means that transport operators, who successfully acquire a public transportation permit in terms of the NLTA, 2009 (Act 5 of 2009), may convey persons in the goods compartment of bakkies for reward, but under no circumstances is the conveyance of school children in the goods compartment of bakkies for reward allowed," comments Howard Dembovsky, national chairman, Justice Project South Africa.

This will come into effect from May 12, 2017.

The second Regulation to be inserted was sub-regulation (iv) of Regulation 293, which has, with immediate effect, imposed a vehicle class-specific speed limit of 100 km/h on goods vehicles with a gross vehicle mass (GVM) or gross combination mass (GCM) greater than 3 500 kg, as follows:

- (iv) (aa) *a goods vehicle the gross vehicle mass of which exceeds 3 500 kg, but does not exceed 9 000 kg; or*
- (bb) *a combination of motor vehicles consisting of a goods vehicle, being the drawing vehicle, and one or two trailers of which the sum of the GVM of the goods vehicle and of the trailer or trailers exceeds 3 500 kg, but does not exceed 9 000 kg.*

The vehicle class-specific speed limit of 80 km/h – applicable to goods vehicles with a GVM or GCM of more than 9 000 kg, and a breakdown truck which is towing another vehicle – remain in force.

The vehicle class-specific speed limit of 100 km/h – for a bus, a minibus or a midibus, operating in terms of an operating licence, as well as a rapid transport bus and a rapid transport bus-train – also remains in force.

"Fleet owners who operate goods vehicles, which fall under the criteria above, are advised to inform their drivers that this amendment has taken place and that no 'grace period' exists, since these provisions became effective on November 11," Dembovsky concludes.



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



Treating customers LIKE KINGS!

Scania pulled out all the stops when the company hosted its recent customer day at Gerotek. A total of 35 vehicles were available for customers to drive, and a whopping 400 current and future potential clients availed themselves of this opportunity. CHARLEEN CLARKE joined the festivities...

When Scania does something, it truly does it in style and with finesse, and the recent customer day was no exception; the company erected a Taj Mahal-like building at Gerotek and it jetted customers to the event from all over southern Africa.

Virtually the full range of vehicles was on offer, and customers could move from one so-called "obstacle" to the next, experiencing the trucks and buses. The "obstacles" were the high-speed oval track, ride and handling track, skidpan and straight.

Each "obstacle" allowed customers to put different aspects of the vehicles to the test. On the oval, they could experience fuel consumption and ergonomics, the ride and handling track and skidpan were there to put the vehicles' handling to the test, and manoeuvrability was put to the test on the straight.

Without exception, each of the customers left Gerotek thoroughly impressed with the day and the vehicle range. Take Julius Mumba, from Zaffico in Zambia, for instance; he's involved in the forestry industry. "We plant, grow and manage seedlings, which are then sold to sawmills, and grown into timber. We have 13 trucks, all dropsides from Mitsubishi, Hino and Isuzu, in our fleet," he told **FOCUS**.

Mumba attended the Scania event because he wants to acquire a vehicle that can be used to fight forest fires. "It will need to transport 5 000 to 6 000 litres of water. That's why I'm here; we're very interested in acquiring a Scania for that purpose. We will use the vehicle on our own plantations and will also help out if there's an emergency and an extra firefighting vehicle is required," he revealed.

According to Mumba, Scania is a popular brand in Zambia – especially when it comes to long-haul trucks. "Scania has a very good reputation in our country," he confirmed.

He expressed similar sentiments when it came to the customer day. "I've driven some of the trucks and the bus, too; the day has been very impressive – and so have the vehicles," he reported.

Pieter Jamneck, of Lemon Tree Toilet Hire, was also impressed. "We have a variety of trucks in our fleet, from 3,5 t upwards, but I cannot tell you how many trucks or toilets I have. It's a secret; our competitors always want to know more about what we do," he explained.

The company recently purchased its first Scania. "We bought one Scania; an 8x4, 410 hp. I like the fixed chassis and Scania has a good name in the market; that's why we bought it. We have only been using it for a month and it's a case of so far, so good," he reported.

Like Mumba, he gave the event the thumbs-up. "Today has been fun! It's nice to see the smiles on the faces of all the drivers today. I'm very impressed with the electronics and the technology employed by the Scania vehicles; it's really amazing," he told **FOCUS**.

Anton Coetzee, of Conria Plant Hire in Hartbeespoort Dam, is another happy Scania customer. "I transport earthmoving machines and I bought a Scania R460 because I have had a couple of operations and my back is very bad, so I need a vehicle that is really very comfortable.

"I was also looking for a truck that has good fuel economy. It's a used vehicle and I bought it privately a week ago; I'm really enjoying it and am happy with my purchase. Today is very nice; I'm enjoying it and the trucks are all very comfortable," he reported.



Fanie Robbertse of Sabrix said he would like a Scania for his personal transport.



Pieter Jamneck, of Lemon Tree Toilet Hire, was impressed with the technology in the trucks.



Julius Mumba, from Zaffico in Zambia, said that Scania has an excellent reputation in his country.



Christie Lubbinge of Varing Kwekery was even more ebullient. The day afforded her with her very first opportunity to drive a truck – and she was utterly thrilled with the experience. **FOCUS** joined her on the high-speed oval track, where she had taken command of a R580 paired with a tautliner, and she was chortling with glee at the experience.

"I've never driven a truck before and this Scania is just so incredibly comfortable and easy to drive. I could quite happily drive from here to Cape Town. I cannot believe I am going over 80 km/h and I feel perfectly safe and at ease," she revealed.

Fanie Robbertse of Sabrix was also grinning from gear. "I work for a brick-making factory and we have about 30 trucks – MAN, Mercedes-Benz, Fuso and Volvo. We don't have any Scania's – yet, but we're in the market for a new horse. We have a mixed bag of trucks; we buy wherever we get the best deal.

"I am really enjoying today; the Scania is a very economical truck. They're comfortable too, and we want that in a truck; we don't want our drivers to be tired because they need to operate the crane. A tired driver will have accidents," he pointed out.



He also joked with **FOCUS** that he intended trading in his car and replacing it with a Scania instead. "I think I need one of these trucks for my personal transport! I'm going to trade in my car and buy a Scania because it's so comfortable and so good to drive. Parking it at home won't be a problem because I live on a plot. The only problem could be visiting the mall with my family in the Scania; we will need to park a bit further away and then walk to the mall," he said with a hearty chuckle.

So there you have it: the customers were universally impressed with the driveability, comfort and technology offered by the Scania range. It was definitely a case of "mission accomplished" on the part of the company! **F**



ABOVE: A wide range of vehicles was on offer.

ABOVE RIGHT: Christie Lubbinge of Varing Kwekery was amazed that she could lift her hands off the steering wheel on the high-speed oval track.

RIGHT: The Henred team (the company supplied many of the trailers) with Scania's Faried Arnold.



CHARGED UP

and ready



Ensuring your vehicle's battery is in top condition is paramount to keeping other components in good working order and reducing downtime

The battery is one of those components no one ever thinks about until the day it gives trouble. Corrosion or leaked acid around the terminals, dim lights, hard starting in the morning and a swollen or bloated battery case can all signal its time for a battery test.

While a well-maintained battery could easily last three years or longer, a poorly functioning battery can put stress on other healthy components – and cost more money than it should.

Nonetheless, a common reason for trucks to spend time on the shop floor is electrical failure, which often includes dead batteries.

To make selection easier, most battery manufacturers and specialist outlets offer a battery selection guide on their websites. This allows users to find the exact type of battery that will provide optimum performance for their vehicle's make, model and year.

With more than 50 years of experience in distributing and providing aftermarket support for many international brands, Probe serves the heavy- and light-duty automotive, mining and construction equipment industries. According to the company, not all batteries are created equal.

"To gain the optimal performance from a battery requires correctly choosing one that will complement the purpose of the vehicle and the environment in which the vehicle must operate," the company notes.

"For instance, Probe's heavy-duty batteries differ for mining and construction equipment, farm or heavy-

duty trucks, and marine or stationary vehicles. In particular, Probe has developed a range of batteries to allow for various amp-per-hour ratings required for each application. This ensures that users have a suitable choice of battery for their individual applications."

Once the correct battery has been installed, what's the best way to keep it in top condition?

It is advised to avoid overcharging a battery (a symptom of a faulty regulator in the alternator) as this causes corrosion of the positive grids and damage to the positive active material in the battery. This reduces the battery's ability to carry the starting current.

While not necessarily a problem for those in the transport industry, continual short trips can also affect battery life; as it is not given enough time to fully recharge on each trip.

It's also worth noting that batteries are particularly susceptible to cold temperatures, which can cause a drop in voltage as well as shorten the battery's life.

When handling a battery, it's worth remembering some basic safety advice. Batteries contain flammable chemicals and gasses, so naked flames or sparks should be kept away – they can explode. Similarly, a battery should never be "tested" by shorting the terminals with wire or tools.

The earth lead should always be disconnected first and replaced last when removing or replacing batteries. This will minimise the risk of a short circuit between tools and vehicle frame. Batteries should be charged in a well-ventilated area. **F**



Hino helps fight the cost of ownership

Hino SA is determined to help its customers and partners reduce the cost of ownership as much as possible. The aim is to minimise maintenance and parts costs, which is why Hino SA recently introduced a Hino Extended Warranty programme, as well as a two-year parts warranty.

According to Pieter Klerck, GM Sales, Aftersales and Dealer Network: "To help combat the cost of ownership, we have introduced the Hino Extended Warranty programme. It is an in-house warranty, which means that Hino SA can ensure quality control of all claims."

This product is aimed at customers buying new trucks, as well as customers who own vehicles less than

a year old. To further increase flexibility and cater to customers with different needs, Hino SA offers two types of extended warranty programmes: Basic and Superior. Clients can, therefore, choose the type of cover they want.

In addition to the extended warranty programme, Hino SA has also introduced a two-year parts warranty. This product specifically offers a one-year warranty on parts bought over the counter, and a two-year warranty on parts and labour for parts that are bought and fitted at a Hino SA dealership. Furthermore, consequential damage is covered in year one.

Model updates

300-SERIES

- A 100 km/h limiter is now standard on the 300-Series. Fitment of this new limiter started in September.
- A new stacked air-intake is fitted to all 300-Series single-cab derivatives.

500-SERIES

- All trucks in the 500-Series produced after November 2016 will be fitted with a speed limiter that allows a maximum speed of 80 km/h, applicable to all trucks with a gross vehicle mass (GVM) in excess of 9 000 kg. This is a required regulatory change.
- Another regulatory requirement is the fitment of an anti-lock braking system

(ABS). Hino has already implemented this change, and all 500-Series trucks, with the exception of the 1322 4x4, are now being equipped with ABS on the assembly line in Prospecton.

- In order to accommodate the new speed limiter, the J08E engine on the 500-Series is now installed with common-rail fuel injection. This moves the J08E up from Euro-2 to Euro-3 compliance and also results in increased power output for the 1017 and 1324 models.
- In March 2017, the 1322 four-wheel drive model will see the addition of a single-wheel rear axle model. This will improve off-road handling capabilities

and allow for more efficient operation in sandy conditions. The single-wheel fitment will also improve overall fuel consumption.

700-SERIES

- A speed limiter for 80 km/h will be added to the 700-series from January 2017.
- Due to 50 ppm fuel not being as widely available as anticipated, Euro-2 rated engines will again be implemented. It's a simple process of deleting certain emission-reducing components and will not affect engine power or payload capacity. Euro-4-spec 700s will still be available on order.



One Team, One Pledge

The response to the Hino Trucks "One Team, One Pledge" initiative has been more positive than could've been imagined. Hino staff across the board have embraced the concept, resulting in excellent changes in operations at Hino SA.

Hino SA started the rollout of One Team, One Pledge with four key activities. The first was the staff kick-off activity that illustrated where Hino is going and how the Total Support philosophy impacts on every person. For One Team, One Pledge to be a success, Hino staff need to have a clear understanding of the reasons behind the Total Support Philosophy and how it's going to make a positive difference.

This was followed up with a similar session with all Hino dealer principals (DPs) and Group MDs. The most encouraging aspect of this strategic session was the fact

The third activation was in the form of a 3S (Sales, Service, Aftersales) managers' conference. In the past they would have had separate conferences, but in the spirit of One Team, One Pledge, Hino SA held a joint conference.

The reality is that there are so many activities where these different departments can support or influence each other, so they need a common vision. The feedback from all the parties was excellent and future-up exercises are planned for the future.

Hino SA also hosted a session with truck bodybuilders to engage suppliers and bring them into the One Team, One Pledge fold.

According to Pieter Klerck, GM Sales, Aftersales and Dealer Network, Hino SA: "The practical side of One Team, One Pledge is not only on the dealer side, but also in how Hino SA management conducts dealer visits. When we visit dealers or customers, the different

departments go as one team so that it's clear that the entire original equipment manufacturer supports the dealer and customers.

"The primary relationship is between the dealer and the customer, but the customer must feel the support from us as well. That also goes for customers that are happy or unhappy for whatever reason. The challenge is to meet with them and listen to what they have to say. This creates opportunities, and by showing them that the whole of Hino SA is involved in the process builds valuable brand confidence," he explains.

Throughout 2017, Hino SA will continue to host One Team, One Pledge conferences, and towards the latter half of the year there will also be a road show to the entire dealer network. The goal is to reach all staff at all levels and reinforce the message. There will also be regular meetings between all divisions and regions.

"It's all about communication," says Ernie Trautmann, Vice President of Hino South Africa. "One of the first tangible results of One Team, One Pledge was winning the triple crown award from Hino Motors Limited – the first time in the history of Hino SA that we've received a parts, service and sales award. It's clear that Hino Motors Limited has a new level of confidence in Hino SA. And it's clear that what we're doing is definitely working."



that a representative from Japan shared advanced product information with the dealers. This went a long way to reinforce the fact that Hino Motors Limited and Hino SA are part of the same team. Hino DPs walked away from this session with renewed confidence in the brand, which is exactly what One Team, One Pledge aims to achieve.



Hino SA standing strong during tough economic climate

There's no getting around the fact that the current economic climate is extremely tough. Despite this, Hino South Africa is showing positive results and remains committed to the Hino corporate vision of being the number one truck brand in South Africa by 2020.

According to Hino SA Vice President, Ernie Trautmann: "Hino's overall market share is currently standing at 13,5 percent of the total truck and bus market. We are confident of further improving our position as we approach the end of the year."

The company's international Hino Total Support programme is proving to be extremely successful and is playing a key role in Hino's forward momentum. The Hino Total Support programme is based on relationships rooted in absolute mutual trust between the dealers, Hino SA, suppliers and Hino Motors Limited. This initiative takes a fresh look at the way the company does business. The cornerstone is for Hino to essentially become a partner to all its customers.

Hino Total Support is backed up by six pillars of activity as contributors to the vision. These are:

- Strengthening the product line-up;
- Developing the ideal dealer representation;
- Developing human resources at the Hino head office and at the dealers;
- Developing and retaining customers;
- Continuing to improve the customer experience; and
- Striving to decrease the total cost of ownership.

"We know the going is very tough for the truck industry in South Africa this year, but we are confident that our quality products and Hino Total Support will continue to further improve the customer experience so we can reach our long-term goals, such as Vision 2020," adds Trautmann.

Remaining vigilant

It's no surprise that during 2016 sales have been less than predictable, but the good news is that Hino SA is on track to end the year on a positive note.

At the beginning of the year, Hino SA was predicting total commercial vehicle (+3,5 t) sales of around 28 000 units for the year. In April, however, revised sales figures brought the estimate down to 25 000 units. As 2016 draws to a close, all indications are that the final figure will be somewhere between 26 000 and 26 500 units. Overall, this is a much better outcome than was being predicted in the first half of the year.

"The market is very tough," says Pieter Klerck, GM Sales, Aftersales and Dealer Network. "We're focusing on our key customers and making sure we keep our current big fleet customers happy. At the same time we're also looking at strategic clients and opportunities to create new business. Hino SA dealers know to focus on their current customers and make sure they are 100 percent happy in these economically tight conditions," he says.

The recent introduction of Hino SA's Extended Warranty programme and the new two-year Parts Warranty has further ensured added value for the customers, which is crucial in this current economic climate.

Ernie Trautmann, Vice President of Hino SA, says: "From our point of view our share in the medium segment is around 27 percent year to date. Our success in this segment is mainly due to the acceptance of the automatic derivative in our 300-Series.

"In the heavies we're touching 20 percent, and we would like to improve on that in 2017. In the extra-heavies we're at around four percent, which is more or less what we predicted," says Trautmann.

"Overall, the medium segment is down about ten percent this year, heavy is virtually even (down by just 0,5 percent), and extra-heavy is also down by around ten percent. Only the bus market has shown growth this year," says Klerck.

Trautmann adds: "As we look to 2017, we don't anticipate that things will change overnight. We'll probably still be under some pressure. We need stabilisation of the rand so that planning can be more long-term. There will be more regulatory challenges for the truck industry in the next year or so, so we will all have to remain vigilant."

Dyna moves to LCV segment

Hino's popular Dyna is undergoing some changes to increase flexibility and options for customers.

The Dyna's tare weight will be reduced by 50 kg and, as a result, it will be classed as a light commercial vehicle (LCV) from January 2017. The vehicle will also be fitted with ABS as standard.

Slotting the Dyna into the LCV segment means a speed limiter is no longer required and it can be driven with a standard Code 8 (EB) licence. Owners also won't need a certificate of fitness to operate the Dyna. The upgraded Dyna will also receive the narrow cab common with the 300-Series.



Hard work and dedication is awarded

Hino South Africa has recently achieved excellent results in two competitive surveys. This success can be attributed to its very successful global Hino Total Support programme.

Hino proudly retains its leading position in the combined Scott Byers Competitive Customer Satisfaction Monitor for the eighth successive quarter – with combined scores being over 97 percent.

Hino's second prominent accolade is another Gold Award in the annual National Automobile Dealer Association (NADA) dealer satisfaction survey, which has been conducted on truck dealers in South Africa since 2008 by Lightstone Consumer.

Truck makers, or importers, must receive a rating of 75 percent or higher from their dealers to qualify for the Gold Award. This year Hino was one of only four brands to qualify for this top rating.

The NADA Dealer Satisfaction Index (DSI) survey is very comprehensive and

involves dealers answering 53 questions in 12 focus areas: Dealer Satisfaction, Communication and Relationships, Customer Focus, CSI Programme, Vehicle Range, Training, Vehicle Distribution, Parts, Goodwill, Policy Claims and Warranty Terms, Franchise Compliance Audits, Dealer Support and Labour Rates.

"We are delighted with the positive progress made by Hino in customer satisfaction ratings in recent years and are very pleased and proud to have fared so well in both the Scott Byers Competitive Satisfaction Monitor and the NADA DSI survey," says Ernie Trautmann, Vice President of Hino SA.

"This is further evidence of the benefits that our customers – be they buyers and operators of our trucks or our dealers – enjoy since local implementation of Hino's



Ernie Trautmann receives the Gold Award for the NADA dealer satisfaction survey.

global Total Support programme, which is rooted in building and maintaining strong relationships with absolute mutual trust, between Hino Japan, Hino SA and the dealer network. This ensures they all become partners with their customers. Effective and ongoing communication with dealers and customers is a major key to the success of this programme," says Trautmann.

Dealer development is crucial to success

At Hino Trucks, dealer development is a key focus area. Dealers are the main touch-points for all customer interaction. Hino is, therefore, committed to offering its dealers the best possible support, and to work with them during this tough economic climate.

Pietier Klerck, GM Sales, Aftersales and Dealer Network, says: "We have implemented a number of structures to increase and improve dealership support. The Sales Development Programme (SDP) and Customer Service Development Programme (CSDP) help develop dealers."

A big part of dealership support is ensuring their facilities can handle all required operations. A sure sign of Hino's growth and commitment to the South African market is that new dealerships are

opening and many existing premises are being upgraded.

One of these new dealerships is Hino Indongo in Namibia, which hosted its official launch function in August.

After substantial investment by the Unitrans Group, Hino Klerksdorp recently moved into brand new premises.

Meanwhile, Hino Kuils River in the Western Cape is in the process of revamping its premises. From early 2017, this dealership will be an exclusive Hino operation representing everything that the



Above right: Hino Indongo, in Namibia, is the latest new dealer to join the Hino southern Africa network.



brand stands for. This is a big investment by the Barloworld Group and is testament to Hino's growing brand recognition.

Ernie Trautmann, Vice President of Hino SA, says: "Our vision going forward includes major system development. Upgrading facilities and infrastructure is critical to ensuring Hino SA continues to deliver excellent customer service."

Time to get realistic about challenges facing the industry

Hino South Africa recently sponsored the first joint Brake & Tyre Watch event, at which staff, dealers and key customers attended a full-day session at Donkerhoek testing station.

Leslie Long, Senior Manager: Hino Product, Demand Planning and Marketing Communications, says: "Various role-players involved in the vehicle testing gave presentations about the conditions of the trucks, stats on accidents, how things go wrong, and what to check on trucks and trailers. We then went through a practical session and inspected trucks as they came through the testing station. Our customers couldn't believe what they saw..."

The day included a series of eye-openers about the road transport situation in South Africa which was both enlightening and chilling.

Paul Nordengen, of the Centre for Scientific and Industrial Research and SA Road Federation, notes that a recent survey in Mozambique showed that 80 to 90 percent of trucks there are operating in an overload condition, with the maximum overload reported being a massive 53 tonnes!

The roads and transport expert warns that matters are going to get far worse as the amount of freight moved globally, using all modes of transport, is expected to increase 4,3 times between 2010 and 2050.

Another hot topic was the low level of law enforcement in South Africa. It's estimated that only about five percent of trucks on the road have any kind of interaction with law enforcement during a year, but at the same time up to 40 percent of trucks on SA roads are non-compliant.

The annual cost of road accidents in South Africa is estimated at R400 billion. George Hartman, of BPW Axles, believes poor driver training and vehicle maintenance are mainly responsible for the unacceptable accident rate in the country.

Arrie Meyer has 25 years' experience in law enforcement and is responsible for operating the brake roller tester at the Donkerhoek testing station. He says it's time to relook all aspects of the Road Traffic Regulations as some of them date back to 1957.

Meyer says an example of an operator that has upped its testing procedures of its own volition is the Inter-Cape Bus Company. It now has Certificate of Fitness testing carried out every three months instead of at the prescribed six-month interval.

Ernie Trautmann, the Vice President of Hino SA, says: "This event was a practical way of creating awareness through our dealers – they have a responsibility when a vehicle arrives in a dealership. We need to educate the industry. This event demonstrated how much we still have to do. Next year we will include participation from more regions and customers."

Trautmann adds that he is on a campaign to get his staff as well as Hino dealer staff to get their truck driver's licences, so they can see for themselves the challenges faced when driving a truck on today's congested roads.

Reaping the rewards

Hino Trucks is continuously looking for new and creative ways to engage customers. Nampo is the ultimate stage for interacting with the agricultural community. This year Hino took it one step further – by being the first truck brand to become a partner in the AgriBonus Rewards Programme, which is designed to benefit local customers.

Members of AgriBonus earn points through purchases from a variety of service providers, who are all prominent in their various fields of business. Buyers of new Hino trucks are rewarded at the rate of one point for every R40 spent in buying a truck.

These points can then be used to earn a wide range of rewards, ranging from holiday getaways to electronics, household appliances, camping equipment and much more.

Members also have the option of donating their points to an affinity of their choice, such as their local school or organisations such as the Endangered Wildlife Fund's initiative to save the rhinos.

"Hino, with Toyota South Africa Motors, has had a long involvement with the local agricultural sector dating back to the founding of Toyota SA with the Stallion bakkie in 1961 and later the introduction of Hino trucks," says Ernie Trautmann, Vice President of Hino SA.

"We are pleased that we are able to continue this relationship with the farming community by becoming a partner in the AgriBonus Reward Programme. We believe this will be a win-win for both parties as our range of rugged and reliable trucks is ideally suited for use in any application."

"We're always looking for opportunities where we can physically engage with our customer base and at a time where it's appropriate and in support of their activities. It's not necessarily about trying to sell trucks, but about building relationships. In the trucking business it's so important to leave your customer in a better place after they have done business with you. That's the real value."





The spirit of adventure

Nomad Africa Adventure Tours – one of the leading operators providing this service in sub-Saharan Africa – has bought 25 Hino 500-Series 1626 trucks as replacements for 20 trucks in its fleet of 47 vehicles.

After much research and receiving excellent feedback about the product, Nomad made the decision to switch to the Hino brand.

"The most important requirements of a truck in the adventure tours business are reliability and durability, backed up by good fuel consumption and excellent

after-sales support and we believe that this is what we are getting with the new Hino trucks," explains Alex Rutherford, the MD of Somerset West-based Nomad Africa Adventure Tours. "The trucks must also be easy to maintain at a comparatively low cost and need to be designed to operate in the most rugged African conditions."

Nomad African Tours, which is now in its 20th year, operates an unbelievably complex network of tours throughout sub-Saharan Africa, all of which run to tight timetables.

Trucks form the core of Nomad's business. The company builds its own bodies, which are then fitted to the selected chassis. All Nomad trucks are fitted with additional 400-litre fuel tanks, dual battery systems and airbags on the leaf spring suspension system to make the ride more comfortable for the passengers.

Hino Parow – which is headed up by Wouter Nel and was the Hino Dealer of the Year in 2014 – is supplying the new trucks to Nomad. It will handle major services as well as coordinating backup support. Routine servicing is carried out at the Somerset West premises between trips with dealers doing major services and any repairs. 🚛



Left: Alex Rutherford reveals the name of one of the 25 new Hino 500s.

The magic is in the detail



Recent sales by Hino Midrand have proved that excellent aftersales service, combined with low fuel consumption, is a winning recipe in this business.

"We are aware that with the high costs related to operating trucking fleets in the current economic environment, top-class aftersales backup is vital, as is keeping down the cost per kilometre," says Hennie de Villiers, the dealer principal at Hino Midrand, who oversees all six Hino dealerships in the Bidvest McCarthy Group.

and 30 000 km a month, with 30 000 km service intervals.

Backup support for this client includes on-site service centres at the Midrand and Durban depots, where the dealer provides the staff, a parts store and the necessary infrastructure. This type of support is key to maintaining client loyalty and is the perfect example of Hino Trucks acting as a partner to its customers.

Another of Hino Midrand's clients is Bidvest Food Services, which operates a national fleet of more than 200 trucks (most of which are Hino). Over the past three years, Bidvest has bought more than 85 trucks from Hino Midrand.

The Bidvest fleet has a rigorous operating schedule that often includes 20 to 30 stops per day. True to form, Hino Midrand offers Bidvest the best possible support to keep

its fleet running smoothly. All scheduled services in Gauteng take place at Hino Midrand, but there is technical support at the Linbro Park depot as well. This includes a start-up service and check from 05:00 daily.

To further support all its clients, the dealership now offers pre-booked servicing on weekdays until 20:00 and on Saturdays from 08:00 to 13:00. Mobile service units, based on Toyota Quantum panel vans, are based at the dealerships to provide on-site servicing when required.

It's clear that the team at Hino Midrand knows that providing top quality service at a reasonable cost is key to growing their business. "We are very proud that our efforts have resulted in our dealership being the reigning 2015 Hino Dealer of the Year. Now we are going all out to retain this coveted title for 2016," says De Villiers. 🚛



Hino Midrand's dedication to customer service and the quality of Hino products has enabled the dealership to build up an impressive list of fleet owners, including big operators such as Shoprite and Bidvest Food Services.

Shoprite has bought more than 130 Hino trucks of various sizes from Hino Midrand and recently ordered a further 38 700-Series truck tractors.

The Shoprite fleet is massive, with 400 trucks operating out of the Midrand depot alone. Each truck travels between 20 000



Hino dealerships

Dealer Name	Phone Number	Dealer Address
Hino Algoa	(041) 397 1111	18A Diaz Road, Port Elizabeth
Hino Audensberg	(023) 342 1083	133 High Street, Worcester
Hino Bethlehem	(058) 303 5441	37 Kerk Street, Bethlehem
Hino Buffalo	(043) 706 7600	14 Bonza Bay Road, Beacon Bay
Hino Citrusdal	(022) 921 2115/6	2 Paul de Villiers Street, Citrusdal
Hino East Rand	(011) 914 8900	190 Atlas Road, Anderbolt
Hino Empangeni	(035) 787 0900	89 Tanner Road, Empangeni
Hino Francistown	(00267) 241 3855	Plot 6175, Cnr Maun Rd & Sam Nujoma Drive, Francistown, Botswana
Hino Gaborone	(00267) 395 1736	Plot 28562, Samora Machel Drive, Gaborone, Botswana
Hino George	(044) 802 0900	Rand Street, George Industria
Hino Germiston	(086) 144 6678	M2 East and Refinery Road, Germiston
Hino Honeydew	(011) 795 3743	61 Beyers Naude Drive, Honeydew
Hino Indongo	(00264) 6123 7130	Cnr Bell & Stokes Street, Indongo, Namibia
Hino Isando	(011) 387 3700	Corner Barbara & Brolo Roads, Isando
Hino Kimberley	(053) 836 4700	89 Memorial Road, Southridge
Hino Klerksdorp	(018) 406 5500	182 Golden Way, Flamwood Walk
Hino Kokstad	(039) 727 3145	23 Hope Street, Kokstad
Hino Kroonstad	(056) 216 2800	8 Brand Street, Kroonstad
Hino Kuils River	(021) 900 9400	122 Van Riebeeck Road, Kuils River
Hino Kungwini	(013) 931 0500	Cnr R25 & Nan-Hau Road, Bronkhorstspuit
Hino Kuruman	(053) 712 1031	Main Street, Kuruman
Hino Ladysmith	(036) 637 7084	344 Murchison Street, Ladysmith
Hino Lichtenburg	(018) 632 4455	36 Republick Street, Lichtenburg
Hino Limpopo	(015) 292 9589	204 Tagore Street, Polokwane
Hino Lydenburg	(013) 235 1780	Cnr Voortrekker & Bateleur Roads, Sterkspruit
Hino Mafikeng	(018) 381 2828/9	33 Aerodrome Crecent, Mafikeng
Hino Malalane	(013) 791 5000	1 Air Street, Malalane
Hino Manzini	(00268) 505 3635	Off Central Distributor Road, Helemisi, Manzini, Swaziland
Hino Middelburg	(013) 283 9300	Fontein Street, Middelburg North
Hino Midrand	(011) 541 8704	12th Street, Midrand
Hino Mobeni	(031) 469 0987	1355 South Coast Road, Mobeni
Hino Mokopane	(087) 286 2000	44 Thabo Mbeki Road, Mokopane
Hino Nelspruit	(013) 753 4800	Cnr R40 & Wille Street, Riverside
Hino Oranje	(051) 406 3000	Cnr Nelson Mandela Str & Muller Rd, Sptiskop, Bloemfontein
Hino Parow	(021) 933 1828	Cnr Jan Van Riebeeck & Epping Avenue, Elsies River Industria
Hino Phalaborwa	(015) 781 0661	1 Sealene Road, Phalaborwa
Hino Pietermaritzburg	(033) 386 9241	118 CB Downs Road, Pietermaritzburg
Hino Piet Retief	(017) 826 2314	54 Kotze Street, Piet Retief
Hino Pinetown	(031) 792 8500	19 Trafford Road, Westmead
Hino Potchefstroom	(018) 297 3921	7 James Moroka Street, Potchefstroom
Hino Pupkewitz	(00264) 6129 16400	13 Van der Bijl Street, Pupkewitz, Namibia
Hino Rustenburg	(014) 523 3000	444 Korokoro Avenue, Rustenburg
Hino Selby	(011) 493 7100	20 John Street, Selby
Hino Shelly Beach	(039) 315 3001	Shelly Beach Business Park, Shelly Beach
Hino Stanger	(032) 551 1293	Enterprise Road, Stanger
Hino Tshwane	(086) 144 6678	1 Visagie Street, Pretoria West
Hino Tzaneen	(015) 307 4440	52 Agatha Street, Tzaneen
Hino Vereeniging	(016) 450 3400	Faraday Street, Duncanville
Hino Vryburg	(053) 927 2316	194 Mark Street, Vryburg
Hino Vryheid	(034) 980 9654	90 Oos Street, Vryheid
Hino Welkom	(057) 916 8300	283 Koppie Alleen Road, Welkom
Hino Werda	(015) 516 0284	Cnr Rissik & Krogh Streets, Louis Trichardt
Hino West Rand	(011) 288 8019	Cnr Springhaas & Rhinoceros Roads, Weltevreedeen Park
Barloworld Toyota Centurion	(012) 641 7000	1301 South Street, Centurion
Beaufort West Toyota	(023) 414 2101	12 Donkin Street, Beaufort West
Buffalo Toyota Mthatha	(047) 534 7000	N2 Hillcrest Shopping Centre, Mthatha
Ermelo Toyota	(017) 811 0600	130 Church Street, Ermelo
Halfway Toyota Ngami	(00267) 686 0252	Tsheko Tsheko Road, Maun, Botswana
Leites Toyota Mbabane	(00268) 2404 3536	Bypass Road, Mbabane, Swaziland
NTT Toyota Groblersdal	(087) 286 2900	23 Van Riebeeck Sreet, Groblersdal
NTT Toyota Witrivier	(087) 286 2400	1 Chief Mgiyeni Khumalo Drive, White River
Status Toyota Cradock	(048) 881 1436	Middelburg Road, Cradock
Secunda Toyota	(017) 631 6000	Walter Sisulu Drive, Secunda
Springbok Toyota	(027) 712 2006	15 Voortrekker Street, Springbok
Upington Toyota	(054) 337 7100	Cnr Park & Le Roux Street, Upington



The brands of the BPW Group:



ERMAX®



HESTAL®

idem®
telematics

With **BPW Landing Gear** your business has become a lot more stable.

Robust, comfortable, economical

Robust: Just the right thing for use in heavy jobs with a trailer - thanks to the long, continuous bolt-on flange as additional support against lateral forces. All of this with built-in safety as well: 100 % of the BPW landing legs production is checked in an endurance test before dispatch.

Comfortable: Long, continuous perforated bolt-on flange for different fixing positions make installation flexible and simple. And the low crank forces ensure less stress during operation.

Economical: Advantages which pay off: BPW Landing leg is particularly light - and thus the first choice, if every kilo of vehicle load capacity counts. Long-term greasing with BPW ECO-Li 91 means the BPW landing gear does not need maintenance for 3 years. In addition, it impresses with the lowest level of wear and the optimal protection against corrosion through special coatings.





Ten truck driving **SAFETY TIPS**

It's just the nature of the beast that the trucking industry has a tendency to be in a really big rush. Driving a truck involves skill, as well as taking responsibility for everyone's safety and – most importantly – common sense

These truck driving safety tips from the *Smart Trucking* website are intended as general guidelines for big rig drivers:

1. Be alert. Know everything going on around you. Always look well ahead down the road and around your rig. When rolling down the highway, especially in heavy traffic, always plan an "escape route". Be aware of what is in front of you, beside you and behind you at all times. Be aware of everything, so that you can act accordingly, if and when necessary.

2. Check weather reports. Be aware of weather conditions prior to departing on a trip, and check the reports as often as you're able to while travelling. Keep an eye on your outside temperature to watch

for changing road conditions. Knowing what to expect helps a trucker to be better prepared for bad weather driving and the necessary precautions can be taken. Good trip planning is essential.

3. Avoid traffic. Whenever possible, avoid travelling in high-volume traffic and at peak traffic times. The more traffic, the greater the odds of an accident.

4. Check out delivery spots, on foot. Of all driving safety tips, this one is most often ignored by truckers. When delivering – especially to a new customer – find a place to park safely, leave your rig for five minutes and scope out the place. Depot managers will too often say, "Oh, we have trucks in here all the time. It's okay". Many times a truck can get trapped in a place and unable to turn around or



"buffer zone" in front of your rig will protect you and your truck. Usually, if anything goes wrong, there's a good chance it will be ahead of you. The more empty space you have in front of you and your unit, the more time you'll have to slow down and take evasive action if necessary.

7. Change lanes as little as possible. Pick a lane and stay in it. Cars will dodge and change lanes no matter what. If you do find it necessary to change lanes, move over very carefully, being aware of your blind spots and constantly check your mirrors. The odds of an accident increase dramatically, each time a vehicle makes a move to another lane. If you have maintained your lane position, in the event of an accident, the other vehicle will most likely be at fault, not you.

8. Use a trucker's GPS. A GPS designed especially for truckers will show vital information such as: which exit to take, distance before exit, when to change lanes and traffic reports. These units can be a huge help and can alleviate a lot of stress for the driver, especially when travelling in an unknown area. They are well worth the cost.



Slow down - this is perhaps the most important of all driving safety tips for truckers... A good rule of thumb is: don't drive as fast as you think you can get away with.

9. Slow down. This is perhaps the most important of all driving safety tips for truckers. Always take the corners and ramps very slowly. Speed signs on ramps are for cars, not big rigs. It doesn't matter if you hold up traffic. The main focus is to get around a corner and be upright. Always drive with care and ensure that you're in control of your vehicle. A good rule of thumb is: don't drive as fast as you think you can get away with.

10. Take breaks and check your rig. Stop and stretch yourself as needed. Do a walk around the vehicle and trailer. Check your load, too, especially if you're hauling a flatbed. Look for soft tyres, air leaks, and check under the truck for any dripping coolant or oil.

the docking facility isn't suitable for big rigs. Check for yourself. This way, you'll see obstacles that may be in your way, such as low fire hydrants, posts, ditches. Take a mental picture of the area. If you just drive in, you will not see the hazards.

5. Be extra cautious at night. Always exercise additional caution at night, especially in tight manoeuvring situations. Too many truckers leave a truck stop at night, thinking they're headed for the road, and drive straight into a ditch, slam into the back end of a trailer or hit light posts head on. Again: be alert, be aware and move slowly and cautiously.

6. Leave room in front of your rig. Always, always leave plenty of room in front of your vehicle. This

Remember, no matter how "hot" the load is, it's always better to arrive safely. Nothing is worth risking your life for ... not even your job. **F**

BREXIT:

hurry up and wait



It's been several months since the infamous Brexit vote and, so far, it's still business as usual. The United Kingdom transport industry remains in a holding pattern, but behind the scenes most companies are preparing for change, says ASTRID DE LA REY

Earlier this year, the vote in favour of the United Kingdom (UK) splitting from the European Union (EU) caused a lot of hysteria, front page news, endless debates and a divided nation. Several months later, the panic appears to have died down, while the debates have moved on to Donald Trump's hair.

While things may seem to have calmed down since the decision was made to leave the EU, the reality is that companies are systematically preparing for the changes ahead.

The problem is that the extent to which Brexit will affect the transport industry still can't be put into a clear frame. It all depends on how the pound holds up on its own and the outcome of the multitude of

trade negotiations taking place at government level. It's still going to take a while before any major effects are felt across the industry.

One area where some freight companies have noticed a change is in vehicle parts. Pre-Brexit many fleet owners weren't even aware that truck parts were being shipped in overnight from European countries.

Since the vote for Brexit, some owners have reported a noticeable delay in getting vehicle parts. There's no new legislation, so the cause is probably Brexit-uncertainty from the supplier's side. It seems that some suppliers are placing their focus on non-UK customers simply because they're also unsure of the future of their UK clients.

It is expected that prices of UK vehicles and parts



will go up, and this may be one of the first signs. DAF Trucks is the only truck manufacturer that produces parts in the UK, while all the other big players manufacture throughout Europe and Asia.

Depending on how the new trade negotiations turn out, the British transport industry expects to pay a fair amount more for vehicles and parts in the future. Again, nothing is yet set in stone, but everyone knows a change is coming and they're preparing for it.

A shortage of British drivers, which has long been an underlying concern in the UK transport industry, has been brought to the forefront by Brexit. The majority of truck drivers in the UK are of East European origin. In the past it has been very convenient for UK transport companies to employ well-trained and experienced drivers from Europe.

Now that Brexit is a done deal, many companies will have to invest in training UK drivers instead. Several transport and logistics companies have already started this process and have extensive

recruitment drives and training programmes in place.

In most areas, however, it is still a waiting game. As part of the EU, the UK transport sector falls under EU regulations in all major areas such as roadworthiness, driver's hours, emissions regulations, noise pollution and safety standards. It's highly unlikely that the UK will allow any leniency going forward and companies hoping for less stringent regulations will probably be sorely disappointed.

Stricter border controls – the biggest cost and cause of frustration – still has companies in the entire UK transport industry on the edge of their seats. It will be a while before there is any clarity on exactly what the changes will entail, but if things revert to pre-EU regulations it will have a huge impact. Border crossing will, once again, mean endless paperwork and extended waiting periods. Naturally, this will affect turnaround times as well as driver hours and logistics.



A shortage of British drivers, which has long been an underlying concern in the UK transport industry, has been brought to the forefront by Brexit.

The consensus, however, seems to be that this will not be in the best interests of transporters from the EU or the UK. Most stakeholders agree that, while border crossing won't be seamless, all stakeholders are interested in keeping it as simple as possible. Like most of the effects of Brexit, however, it will still be a while before there's any clarity on how this will work.

It's been several months since the Brexit vote and it's clear that there are very few, if any, concrete changes in the UK transport industry. Most of the changes taking place are a result of the initiative of role players preparing for eventualities such as a driver shortage, vehicle price increases and extended time on the road, due to border crossings.

There's no doubt that Brexit will have a big impact on the transport industry. Some of the changes will be positive and others a potential nightmare, but, as with any changes involving multi-country legislation, it is still very much a waiting game.

It will most likely be a good few years before the full impact of Brexit can be calculated. While this creates uncertainty, it does allow all players time to adapt as new regulations are gradually put into place. And that, at least, is a good thing. **F**

Culture of CLONING



In his monthly review of global news for local truckers, FRANK BEETON ponders on the Chinese obsession with Isuzu's cab design, reports on new distribution arrangements for International in Australia, as well as a new MAN heavy model for the same market, and takes a look at Scania's new International Truck of the Year award-winning R and S-Series vehicles

It is true that the names of some individual products become intrinsically linked to their function. There was a time in South Africa that every forklift truck was a "Hyster", and every Japanese bakkie was a "Hilux".

We don't think that any truck model has ever achieved that level of recognition, but, judging by the number of clones and lookalikes that have emerged lately, it seems that some Chinese truck manufacturers would dearly like to have their brands associated with Isuzu products.

For example, the FAW 8.140, which has found ready acceptance in the South African market, looks a great deal like an Isuzu N Series product, and even experienced observers need to read the badging to make a positive identification. This does not suggest that the products are mechanically identical, as there are substantial differences in the specification detail, but the visual similarity is striking.

A similar lookalike situation prevailed when Powerstar heavy trucks entered the local market, and displayed a marked similarity to an earlier generation Mercedes-Benz Powerliner range that was very popular among South African truckers.

It is now a matter of record that Powerstar was successful in subsequently establishing a healthy local market presence, and it could be argued that the familiar appearance of its products did not do any harm.

Once again, there was considerable technical differentiation between the Powerstar products and the Mercedes models that went before, and a

subsequent facelift has reinforced Powerstar's identity as an independent Chinese manufacturer, although the basic and familiar cab structure remains.

New JMC Conquer – yet another Isuzu?

Getting back to the headline topic, we recently read about the launch of the Jiangling Motors Corporation (JMC) Conquer truck range on to the Australian market. Once again, the visual similarity of the cab to that currently employed on Isuzu's N Series is striking, with only subtle differences in the grille design, side window opening shape and badging being immediately apparent.

It is well known that Isuzu is the dominant force in the Australian truck market, so the logic in introducing a visually similar product is apparent, and the manufacturer clearly hopes that this will be an enabling factor in penetrating a market that has not been particularly receptive to Chinese products up to now.

The Conquer range consists of 4x2 models rated at 5.5, 6.5, 6.7 and 7.5 tonnes gross vehicle mass (GVM), with the two lighter models powered by JMC's own 90 kW (122 hp) 2.4-litre JX4D engine. The heavier derivatives have a three-litre Topanther engine rated at 110 kW (150 hp), driving through a Getrag six-speed automatic transmission with tri-cone synchronisers.

Technical detail was a little light in the launch announcement, but included hydraulic power-assisted steering, Visteon air-conditioning, and a host of driver convenience features such as FM radio, CD player, and USB/AUX interfaces. JMC also requested



approaches from potential retailers in the Australian market.

Imitation is the greatest form of flattery

We have come to the conclusion that the vast proliferation of vehicle manufacturers and models active in China, together with the inability of most foreigners to readily read or understand the meaning of names applied to them, will act as a potential obstacle to their broader acceptance in the global market.

This could be offset, to some extent, by the cloning of successful international designs, which would make foreigners more comfortable with the appearance of the Chinese products. This has emerged a number of times in the passenger car industry, although most of those products have been technically vastly different

LEFT: No, it's not an Isuzu, it's JMC's new Conquer truck from China.

RIGHT: International trucks have rejoined the Australian Iveco family.



from the originals, and restricted to the Chinese domestic market.

There have also been some instances of legal action being initiated by the original manufacturers of cloned designs, seeking to protect their intellectual property, but it is generally accepted that such actions do not always succeed in China. It will be interesting to see if anything similar happens in the truck industry.

MORE INTERNATIONAL DEVELOPMENTS

In last month's evaluation of Volkswagen's (VW's) buy-in to American truck manufacturer Navistar International, we offered the logic that the American company's export footprint in the global truck business was unlikely to be expanded beyond some limited sales of United States-type conventional (bonneted) cab models in Australia.

This was based on the presumption that prospects for a revival, or replacement, of the forward-control International 9800 Eagle series, which was formerly very successful in South Africa, were very slim indeed.

We also said that the 16.6-percent shareholding acquired by VW was unlikely to provide the leverage that the German giant would ideally like over such a potentially important asset, and that we would not be surprised if the ownership ratio were to be expanded.

Australian distribution changes yet again!

Hardly was the ink dry on our article, when we were reading about yet another new distribution arrangement for International trucks in Australia. In an amazing *volte-face* from the events of the past few years, sole distribution of the brand in that market has reverted to erstwhile partner Iveco!

Regular readers may well recall our detailed recounting of a process that included the acquisition of the former International Harvester Australian assets by Iveco in 1992, following which Iveco Trucks Australia (in addition to its own range of products) took responsibility for the marketing and support of certain Navistar International trucks in the "land down under". In the process, it absorbed and rebranded the iconic indigenous ACCO series as its own.

Then, in 2010, Navistar International announced that it would formally dissolve its supply, technical, assistance and licence agreement with Iveco and resume responsibility for the launch and assembly of new products from the NC² cooperation with Caterpillar into the Australian market.

As is now well known, the NC² joint venture was short lived. The Australian operation was subsequently renamed Navistar Auspac, and the products moved back under International branding in 2015.

Now, we have the situation where the CNH Industrial-owned Iveco Australian operation has, once again, been appointed sole distributor of International Trucks in that market, and that several North American market models, including the ProStar, are under consideration for sale in Australia.

So, it looks like our reading of the situation with regard to International product offerings was accurate, but we must admit to a degree of surprise over the decision to re-establish the relationship with Iveco, and the degree of vacillation that has been evident in International's dealings with the Australian market in recent years, which must have caused some considerable unrest among its past and potential customers in that country.

More questions than answers?

The fact that Navistar International will be supplying its North American-style products to Iveco Australia will raise questions, once again, about the future of the latter's own unique, locally engineered indigenous PowerStar normal-control model.

Recent power options for that truck tractor include Iveco's own Cursor 13 engine series, or bought-in Cummins ISX units, so in future it will need to compete



with the International trucks for a slice of that portion of the Australian market currently held by the likes of Kenworth, Western Star and Freightliner with their normal-control models.

The earlier relationship with Iveco was reportedly terminated because International sales volumes under the dual-brand regime were not considered satisfactory, and it will be interesting to see if things improve this time around.

The other question revolves around VW's buy-in to this arrangement, given that its Scania and MAN truck brands are also striving for increased Australian market share. The fact that the International models are of conventional cab configuration will preclude



ABOVE: Scania's latest R and S-Series look familiar, but there are enough advances for International Truck of the Year status.



LEFT: Penske Commercial Vehicles has launched a new MAN TGX heavy hauler into the Australian market.

profitable company in the sector, with a significant presence in all key regions of the globe".

Roger that!

The MAN brand is represented in Australia by Penske Commercial Vehicles, and that company's iconic patron, American motor racing legend Roger Penske, recently

visited the country to watch his V8 Supercar racing team in action, and launch the new 15-litre MAN TGX truck tractor into the local market for B-Double prime movers.

The specification of this model includes a six-cylinder 411 kW (560 hp) D3876 single overhead camshaft diesel engine with high-pressure (2 500-bar) common-rail fuel injection, twin turbochargers, "top down" engine-coolant system, and 600 kW Turbo Exhaust Valve Brake.

direct competition with the forward-control MAN and Scania offerings, but it could be that VW would prefer to offer normal-control Internationals, rebadged or not, through one or both of its own distribution channels.

If our supposition that VW will seek a larger share of Navistar shareholding in future proves correct, we would not argue against yet another change in International's Australian distribution arrangements in years to come!

The Australian heavy-duty transport sector includes operators and applications that favour a mixture of bonneted and forward-control cab configurations, with the former being found mainly in the regional and construction sectors, while the latter types tend to predominate in those applications where overall length and axle mass considerations are paramount.

MAN'S NEW AUSSIE HEAVYWEIGHT

Long-time Australian heavy-duty market leader, Kenworth, owes much of its success to the continuing local development of its forward-control units with American driveline aggregates, while at the same time offering a range of bonneted units to operators favouring that configuration.

In support of our comments made in the previous article, we have noted that, in 2015, MAN took only a 0.8-percent share of the Australian medium-duty truck market segment (defined as two-axled vehicles with a GVM of more than 8 000 kg, or a gross combination mass (GCM) of 39 000 kg or less), while Scania accounted for 7.1 percent of the heavy-duty segment that lies above those parameters.

It follows, therefore, that these brands, like most other European sourced truck suppliers, would dearly like to substantially increase their levels of penetration in the Australian market (the sole possible exception is Volvo that took 14.9 percent of the heavy-duty category in 2015).

In the case of MAN and Scania, there is sure to be additional pressure from parent VW Truck & Bus, which has a stated objective to become "the most

Should VW identify Australia as an important target market for its growing family of specialist commercial vehicle brands, it may well see the appeal of a consolidated presence; which includes cabover MAN and Scania units from Europe, and conventional Navistar Internationals from North America. However,



we are not sure if they will accept a distribution arrangement with a competitor such as Iveco as an ideal situation.

SCANIA REIGNS SUPREME

Scania's new R and S-Series family scooped the prestigious 2017 International Truck of the Year award, as announced at this year's IAA Commercial Vehicle Show in Hannover, Germany.

The award recognised the truck, launched during the previous 12 months, which was judged to have made the greatest contribution to road transport efficiency.

Other contenders for the title were Iveco's newly launched Stralis XP-NP gas-fueled, long-distance hauler, and Mercedes-Benz's latest Actros with the new-generation OM 471 engine.

Both of these products have been extensively covered in past Global Focus articles. We also reported on the new vehicles and the award in the October 2016 issue of **FOCUS**. (**FOCUS** is an associate member of the International Truck of the Year and was present when the jury evaluated the new-generation Scania.)

It must be said that, at first glance, these new Scania do not look radically different from the generation currently seen abundantly on South African roads. However, looking at the list of virtues that impressed the 25-person group of commercial vehicle editors and journalists who voted them in, it becomes apparent that designers and engineers are required to dig deep into the detail to achieve award-winning status in the second decade of the 21st century.

The factors recognised by the judging panel included substantial improvements in cab aerodynamics, comfort and ergonomics, vehicle driveability, driveline performance, safety and customer-optimised services.

The new Scania in detail

Detailed product enhancements in the new range



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

include a new layshaft brake in the automated Opticruise gearboxes, which reduces gear-change times to 0,4 seconds on upshifts, and the ability of the 13-litre engine to run on hydro-treated vegetable oil, as well as diesel fuel.

The full engine range includes 13-litre and 15,6-litre V8 units covering the power spectrum from 305 kW to 545 kW (410 hp to 730 hp), and incorporates new fuel injectors operating at 2 100-bar pressure, revised combustion chambers and a reconfigured cooling system incorporating directly driven fans and thermostatic oil cooling.

Interestingly, the design reference for the new range was the 2013 Scania Streamline, which, in turn, was inspired by the 1991 Streamline design. Aerodynamic development was conducted in Europe's biggest wind tunnel, located north of Amsterdam, which is unique in being able to accommodate full-sized trucks and trailers.

Detail refinements include reducing the gap between cab and chassis, optimised shaping of the cab corners, reshaping the roof, integrated auxiliary lights and marker lamps, optimised rearview mirrors, and measures to clean up the vehicle's underside.

Considerable effort has also been put into reducing noise inside the cab. Three customer-adjustable air deflectors have been provided to enhance the in-service aerodynamic alignment between the cab and trailer roofs.

A change in new product direction

We have become accustomed, over the years, to an award-winning new truck series being radically different from those that came before, with quantum leaps in performance and efficiency.

The most recent major change to the Mercedes-Benz Actros, for example, made the shift from vee-form to in-line engines, which necessitated a complete redesign of the cab and the technical layout directly underneath.

The increasing demands of emissions and fuel-consumption imperatives have narrowed down the options available to designers of "traditional" diesel-powered trucks with mechanical transmissions, and made each progressive new model series a great deal more technically complicated – and potentially expensive to the manufacturer.

It seems likely that this situation will focus attention on alternative power solutions, and recent articles that we have read and written on all-electric vehicles suggest that some form of this avenue may well offer an attractive alternative, with a great deal less complication, than continuing to add more layers of emission countermeasures and electrical management to fossil-fueled vehicles. **F**

UD REAFFIRMS ITS COMMITMENT TO SA

The future of the UD brand in South Africa has been given a decisive boost and the company will be expanding its business within southern and eastern Africa. This is according to Jacques Michel, president of Group Trucks Asia Sales.

"We have great expectations for the future of the brand within the region and are confident that we will continue to be as successful as we have been over the last five decades. It is about building mutually beneficial relationships, and having the right truck and the right services for the right application that our customers need to be profitable," he says.

Encouragingly, three new additions to the Quester range will be available for sale from December. These include a rigid 4x2, a rigid 6x2 and a 6x4 dedicated compactor chassis with Allison transmissions fitted as standard.

"Our strategy to promote Quester in the rigid segments – such as construction and waste, as well as the municipal business – has certainly proved successful since the product range was launched in South Africa in 2015.

"We are expanding this strategy to offer our customers what they need and we are adapting to market needs," says Gert Swanepoel, acting vice president of UD Trucks Southern Africa.

Southern Africa is the largest market for the UD Trucks brand outside of Japan, and is, therefore, of great strategic importance for the company.

Reaffirming the brand's commitment to the region, Swanepoel adds: "We have a team and dealer network that literally live and breathe UD. They are passionate about the success of our customers. With the ongoing support from the UD parent company, we are excited about the future success of UD Trucks within the region."



LATEST ADDITION TO THE CNH FAMILY

CNH Industrial, AfroAsia SA and its subsidiary, Truck City Johannesburg, have opened a new dealership in Randjesfontein, Midrand – which will specialise in both commercial vehicles and yellow metal.

According to Alfred da Costa, chairman AfroAsia SA, this is the group's third operating company. It acquired a dealership in Cape Town two years ago (which has won Dealer of the Year from Iveco) and the former Wadeville-based Truck Centre four months ago.

"Our strategic plan is to acquire a number of dealerships to service fleet owners in the Iveco stable on a national basis. We also plan to acquire a dealership in Mozambique," he says.



Brian Steenkamp, Iveco head of network for sub-Saharan Africa, adds that both parties are fully committed to make a success of the relationship.

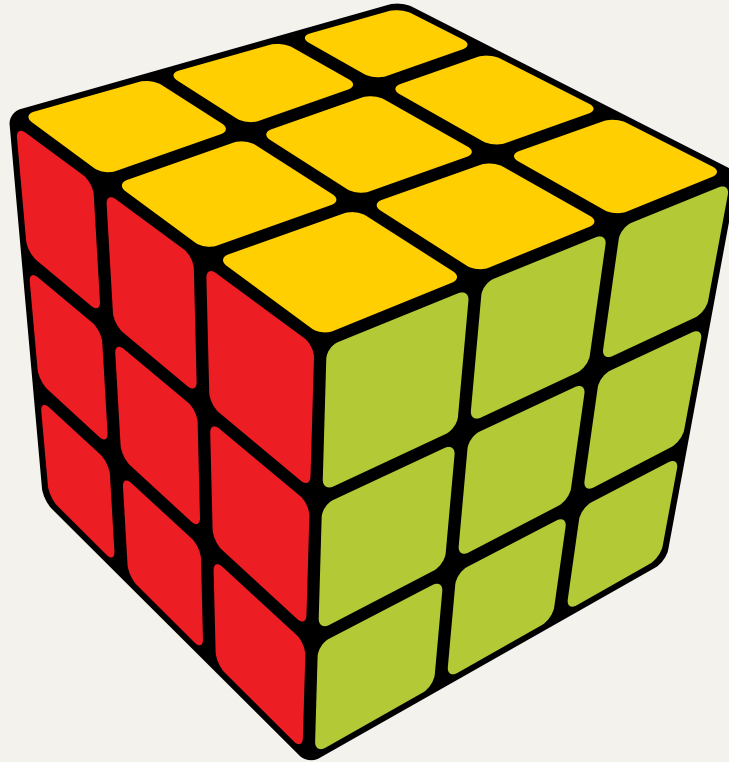
"We want to establish a long-term relationship," he says. "Our success is a result of trust and integrity, and both groups are aligned in terms of strategy.

"The key to the MB Group's success is the quality of service it gives to our customers. This is one of the strategic priorities."

CEO of Truck City Johannesburg, Craig Jordan, says that buyers want outstanding dealers that can deliver a precise solution to meet their needs.

"Complacency is not an option in dynamic times. As a group, we are positioning ourselves in all major cities and along all major transport routes. We will put resources into training staff and acquiring talent; ensuring uniformly high standards, trust and credibility.

"From the most junior staff to top management, the group's most important vision is to build the best Iveco dealer network on the African continent. The wheels have been set in motion. Our guiding principle to achieve that goal is putting the customer first," he concludes.



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INTRODUCING TRUCK TYRES FROM BFGOODRICH

With 100 years of heritage and the first all-terrain tyre to its name (created in 1976), BFGoodrich Tyres, a subsidiary of Michelin, has launched its tyre product line for trucks and buses in South Africa.

The BFGoodrich Truck portfolio will feature commercial truck and bus tyres that cover highway, regional and on/off-road applications. The range will be sold through a strong network of specialised dealers.

"BFGoodrich is delighted to bring our truck and bus tyre range to the South African market, which plays an important part in our global growth story," says Franck Sire, marketing director for Michelin Tyre Company South Africa.

"By introducing the BFGoodrich truck and bus tyre line in the region, we are confident of meeting the growing needs of local customers who demand international quality, reliable and robust tyres at an affordable price."

Manufactured in Europe, the BFGoodrich Route Control and BFGoodrich Cross Control tyres will be the first on offer.

The BFGoodrich Route Control truck tyre is designed specifically for regional and highway use, offering an even tread wear thanks to an optimised contact patch and pressure distribution. Other advantages of this tyre are: minimised sidewall damage and abrasion, especially on dual fitment, and protection from road hazard damage with a reinforced crown.

The BFGoodrich Cross Control truck tyre is designed specifically for both on-road and off-road use, offering end-users a durable and cut-resistant product performance for the most demanding usage conditions.

Its aggressive block tread pattern ensures high grip from the new to worn-out stage. The casing life is maximised with the help of an additional protective crown ply, and the risk of damage and downtime is reduced with a special anti-cut and chip tread.



COMMERCIAL VEHICLE SALES REPORT FOR OCTOBER 2016

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

Light Commercial Vehicles < 3 501 kg	Total: 13 559
AMH	473
Fiat Group	54
Ford Motor Company	3 131
GMSA	2 122
Jaguar Land Rover	11
JMC	28
Mahindra	147
Mazda South Africa	50
Mitsubishi	1
Mercedes-Benz SA - estimate	14
Nissan	2 373
Peugeot Citroën SA	2
Renault	20
Suzuki Auto	15
TATA	70
Toyota	4 522
Volkswagen SA	526

Medium Commercial Vehicles 3 501 – 8 500 kg	Total: 698
AMH	8
Fiat Group	1
Ford Motor Company	9
GMSA	194
Iveco	56
JMC	12
Mercedes-Benz SA - estimate	158
Peugeot Citroën SA	10
TATA	33
Toyota	132
Volkswagen SA	85

Heavy Commercial Vehicles 8 501 – 16 500 kg	Total: 457
FAW	71
GMSA	145
Iveco	6
MAN	35
Mercedes-Benz SA - estimate	44
TATA	39
Toyota	55
Volvo Group Southern Africa	106

Extra-Heavy Commercial Vehicles > 16 500 kg	Total: 840
Babcock DAF	21
FAW	16
GMSA	52
Iveco	27
MAN	120
Mercedes-Benz SA - estimate	247
Powerstar	30
Scania	290
TATA	21
Toyota	22
Volvo Group Southern Africa	241

Buses > 8 500 kg	Total: 145
Iveco	30
MAN	65
Mercedes-Benz SA - estimate	17
Scania	26
TATA	8
Volvo Group Southern Africa	16

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

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CLOVER'S NGILO REPRESENTS SA IN JAPAN

After proving to be the most effective in terms of using both time and diesel – when competing against 20 UD Quester drivers in South Africa – Alfred Ngilo, a driver for Clover in KwaZulu-Natal, is off to Japan to represent his country in the second annual UD Extra Mile Challenge.

Dubbed the "World Cup" of driver competitions, the UD Extra Mile Challenge focuses on real-world driving skills. It covers three sections; a pre-drive inspection, economic driving skills and cargo handling.

UD Trucks Southern Africa's acting vice president, Gert Swanepoel, says the Extra Mile Challenge celebrates drivers, but also shows UD fleet customers how to achieve the best balance of fuel-efficient driving, minimum downtime and using UD's Extra Mile support.

"Our promise to Go the Extra Mile, together with this challenge to our fleet customers, gives them a chance to recognise the skills of their drivers," says Swanepoel.

This was not Ngilo's first win in a driver competition – he won the Department of Transport's competitions in KwaZulu-Natal in 2009, Limpopo in 2011, and again in KwaZulu-Natal in 2014 – but it certainly was the toughest.

"All other driving competitions, that I'm aware of, just test your skills to move the truck into tight spaces, but in the UD Extra Mile Challenge you need to know your Quester like it is a part of you," he says.

Ngilo says that on the eve of his first trip out of South Africa excitement was running high in his family, despite him having no idea what to expect when he arrived for the global leg of the competition at UD Truck's headquarters in Ageo, Japan.

UD Trucks Southern Africa manager of fleet sales, Ann Pienaar, and UD driver trainer, Dereck Moima, accompanied him on the trip. Moima says friendliness and patience are two traits that set Ngilo apart, both on the road and in the yard.

Ngilo says having started at the back of the truck, loading with a forklift, he understands delays at the depot. "Not getting impatient during loading helps make me take it easy on the road, too," he advises.



Alfred Ngilo, from Clover in KwaZulu-Natal (centre left), before he left for Japan to compete in the global UD Extra Mile Challenge driver competition. Wishing him all the best are, from left: Ann Pienaar, UD Trucks' fleet sales manager; Dereck Moima, UD's demonstration driver; and Peet Pretorius, HR manager for Clover in KwaZulu-Natal.

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TRANSPORT IN SA:
a perplexing situation

Has private transport
BECOME OUR OPPRESSOR?

Four-step PROGRAMME



It's often said that any type of successful relationship in the transport industry needs to be based on mutual trust and confidence. The recent handover of the 1 000th MAN bus to Golden Arrow Bus Services (Gabs) proves this beyond any doubt. GAVIN MYERS reports

In March 2011, the 500th MAN bus was handed over to Gabs. Since then, the company has procured an average of 100 MAN buses a year – which accounts for approximately 20 percent of MAN bus sales in the local market.

"It was 15 years ago that we took delivery of our first MAN bus, but the relationship actually started two years earlier," explains Francois Meyer, CEO of Gabs. "Relationships such as this don't happen overnight, and there are four essential components necessary to reach the milestone of 1 000 buses."

With an investment approaching R1,4 billion over the 17-years, the most obvious component is a sound relationship.

"MAN has gone out of its way to build this relationship. No company would spend the money if that relationship isn't strong," says Meyer.

Special guest at the handover event was MAN senior vice president for international markets, Jerone Lagarde, who agreed unequivocally.

"At MAN there is a philosophy of collaborating with our clients to produce efficient and safe transport solutions. Our relationship with Gabs is an excellent example of this. We have a dedicated team that

interacts with the engineers at Gabs on a regular basis ensuring the company gets the bus it needs.

"This relationship also involves over a dozen self-service centres operated by Gabs. They are all MAN accredited and supported by our MAN parts centre," explains Lagarde.

According to Meyer, the second important component is the product itself. "The Lions Explorer is the workhorse of the South African commuter bus industry. It is a wonderful product that works well," he says.

Lagarde adds: "With 14 models and 26 derivatives offered to the local market, MAN offers more than just seats on wheels." (See "Constant Collaboration" for more details about the 1 000th HB2.)

The third essential component – the passenger – is, according to Meyer, the most important one for Gabs.

"We wouldn't need 1 000 buses if we didn't have the passengers. I do hope that we continue to improve the product and the service for the passengers. Every Gabs employee does their best, 365 days a year, to make this happen," he beams.

Beyond this, it is necessary to ensure that each passenger has a safe and reliable journey – this is



a priority that both MAN and Gabs place above all others.

"We continually provide innovative technology to make our vehicles as safe as possible. However, technology alone cannot compensate for well-trained and competent drivers, and I'd like to congratulate Gabs on its commitment to training its staff. We need to tip our hat to the company's bus drivers for the important job they do," Lagarde adds.

BELOW: Handing over the 1 000th MAN bus are, from left: Philip Kalil-Zackey (head of bus sales, MAN Truck & Bus SA), Markus Geyer (MD, MAN Truck & Bus SA) and Jerone Lagarde (MAN senior VP for international markets). Francois Meyer (CEO of Gabs), accepts the key, flanked by Donald Grant (Western Cape MEC of transport and public works).



CONSTANT COLLABORATION

The MAN Lion's Explorer 18.240 4x2 BB – bus number 1 000 in the Gabs fleet – has some distinctive features that place it above the class for commuter buses in South Africa.

According to Philip Kalil-Zackey, head of bus sales, MAN Truck & Bus SA, these extend to bonded windows, coach-style mirrors, side destination panels, daytime-running lights, USB chargers for each row of seats, on-board Wi-Fi and a full-GRP interior.

"The structure is 3CR12, which is a mild-grade stainless steel. It doesn't rust and the body will outlast the vehicle's life without being refurbished," he explains. "It's also stronger than mild steel. This means less steel is used, which reduces the weight by a tonne. Today this is a standard at MAN, but it was something that Gabs pushed for in the beginning."

Gideon Neethling, divisional engineer, Gabs, explains that the company still has over 230 vehicles older than 15 years on the road. "Some have covered more than a million kilometres. We do 60 000 km a year across the fleet, of which MAN vehicles account for between 93 and 95 percent."

The two teams work closely together. "There is a lot of collaboration – monthly and weekly meetings in some cases," Kalil-Zackey explains. From driver training, to workshop competencies, uptime and fuel consumption, the teams are constantly looking for enhancements.

"We believe that you can only manage what you measure – so we measure the operation of everything on the bus. If we see there's an area to improve, we then collaborate with MAN and the end result benefits both sides. That's the beauty of the relationship," Neethling smiles.

Meyer continues: "The last component is our provincial Department of Transport. We really have to work closely together. If our combined focus is to make the best decisions for the passenger, not much can go wrong."

Keynote speaker at the handover was, in fact, the Western Cape Minister of Transport and Public Works, Donald Grant.

"In over 150 years of operation, Gabs has remained true to its mission of 'operating safe, reliable passenger transport services, designated

to meet the needs of customers, by applying sound business principles to create a secure future for the company and its people'. The company's longevity and service record is testament to its record of realising this mission.

"Gabs provides an absolutely vital service for the people of Cape Town, and has solidified its place in the city. Gabs will continue to be a crucial partner in our ongoing efforts to realise safe, efficient and reliable public transport for the hundreds of thousands of daily Cape commuters," Grant concludes. **F**

Looking AHEAD



What might the future hold for the transport sector in South Africa?

According to a study put together by H.J. Stander and J.C. Brink, being a developing middle-income country, South Africa has considerable transportation challenges. Car ownership and use are rising with improved economic conditions, but congestion on the road network is worsening all the time. Retaining public transport users is costing more in the form of operating and capital subsidies.

The road-safety situation is poor when compared to international benchmarks, and can be considered a national crisis. The purpose of their study was to illustrate current trends and to provide some perspective on where South Africa could be heading with respect to these issues. These were some of their findings:

In many of our cities the modal split of motorised trips is approximately 50/50 between private and

public transport trips on a daily basis. For workers, the countrywide modal split on a daily basis was 40/40/20 (public transport/private transport/walking) according to the 2013 National Household Travel Survey.

Car ownership has increased with new car sales reaching record figures every year. Currently, around 600 000 new cars are sold every year and the number of registered vehicles has increased at a relatively high rate since 2004.

The number of registered vehicles grew at four percent per annum (on average) over the ten-year period from 2004 to 2014. This is much higher than the population growth and also higher than the growth of the economy in real terms.

It is accepted that these numbers include cars, trucks, tractors and trailers (most, but not all vehicles are motorised). The National Household Travel Survey confirmed that the households that owned, or had



access to cars increased from 22,9 percent in 2003 to 28,5 percent in 2013.

Annual new vehicle sales in South Africa show a decline since 2013 (2015 shows a 4,1 percent decline when compared with 2014). However, due to the increase in vehicles being exported, the domestic production of motor vehicles is expected to show an increase from 615 000 units in 2015 to 660 000 in 2016.

According to the National Association of Automobile Manufacturers of South Africa (Naamsa), the official motor industry vision is to produce around one million new vehicles in South Africa by 2020.

Between 2004 and 2014, the average increase in the number of people with driving licences has been 4,45 percent per annum, which is even higher than the growth in registered vehicles.

This confirms the relatively high growth in motorisation that is taking place (with the resultant impact on road needs and capacity). The total number

of people with driving licences is almost equal to the number of vehicles registered.

The taxation of private road users is an important source of revenue for Treasury (estimated to be at least 7,5 percent of tax revenue) and it is expected to be the case for the foreseeable future.

The promotion of modal shift towards public transport, and the introduction of high-standard services, such as bus rapid transit systems and the Gautrain, do introduce challenges with respect to financial sustainability, and the current subsidy situation is considered "not sustainable" by some.

Currently, the minibus-taxi industry is, in fact, the most important element of public transport services in the country and, by transporting 70 percent of workers, is saving government huge amounts in subsidies.

Even though many South African cities have densification policies, real densification is taking place slowly and limited success can be expected – at least when compared with other high-density cities in the world such as those in South America and China.

Congestion is costing road users dearly in terms of time lost in traffic. It appears that there are limited funds available to attend to this, and the situation can be expected to worsen substantially, unless more funds become available for creating road capacity.

The state of our transportation infrastructure is considered to be good when compared with many other developing countries, but only fair when compared with developed nations. The South African National Roads Agency Limited (Sanral) indicated in 2014 that the maintenance backlog of the 750 000-km South African road network was R197 billion at that time.

No plan to address this backlog has ever been developed (as far as is known), which implies that South Africa will not be in a position to maintain all of its roads to ideal standards.

Even the rail commuter network, which has been the focus of upgrading and "increased" investment for a number of years now, shows little improvement in practice. As an example, the daily number of passengers boarding the suburban rail service in Cape Town decreased from 675 000 in 2000 to 621 000 in 2012.

Although some improvement in the road safety situation in South Africa has occurred in the past decade, when compared to other countries, it has to be said that the country's road safety situation is still totally unacceptable.

To turn around the current situation will not be easy and remains a huge challenge for the authorities responsible for the management of major roads. Drastic measures are now required. **F**

If it looks **LIKE A BUS...**



FRANK BEETON reports on a very different type of "bus"...

W

hat looks like a bus, but isn't a bus? In most cases, it would most likely be a leisure vehicle, or known by its alternative name, a motor home. In

America, the name Winnebago is synonymous with such vehicles, which range in size from compact models built on recognisable light-truck chassis/cabs, to vast vessels that at first sight could easily be mistaken for the largest luxury coaches.

At the Motorhome and Caravan Show held in London during October, German manufacturer Morelo introduced its new Empire Liner model, which was described as "the Lamborghini of the leisure vehicle world", and, priced at £378 200 (or around R6,3 million), it surely warrants a closer look.

The frontal appearance of the launch vehicle is immediately familiar, so it comes as no surprise to find that it is based on a Mercedes-Benz Atego truck chassis, which provides the 7,7-litre, six-cylinder diesel engine developing 220 kW (299 hp), and a six-speed automatic transmission. The Empire Liner can also be built on an equivalent Iveco Eurocargo chassis, and is available with overall lengths ranging from 8,99 to 11,29 m.

The size indicates that some form of heavy-duty driving licence is required in most countries, but neither this restriction nor the price seem to have put off buyers, as no less than 18 firm orders were announced at the launch.

Features include a panoramic roof, spacious double

bed, underfloor heating, shower, and a garage area that can store and carry a car the size of a Mini Cooper or Fiat 500!

The detail specification includes: a vibration-resistant drinks cabinet, hand-crafted leather upholstery, walnut wood finishing, six rear-view mirrors and a heated panoramic windscreen.

There is a full-size refrigerator with separate freezer, self-cleaning gas oven and hob, hidden recycling bins and a Nespresso machine. It also has heated lumbar-support leather chairs, four bed configurations, one guest bed stored above the driver's cab, outside shower attachment and satellite television.

“

Features include a garage area that can store and carry a car the size of a Mini Cooper or Fiat 500!

The Empire Liner is also equipped to spend up to six days away from the electricity grid without running out of hot water.

This type of vehicle is apparently popular with the Formula One set, and it is interesting to note there are more than one million leisure vehicles of all types and sizes in use in the United Kingdom alone, supporting more than 130 000 work opportunities. **F**

Of Glasgow and GLACIERS



Most South Africans are looking ahead at 2017 with some trepidation. Added to state capture, downgrades, inequality and university fees, the lack of adequate public transport contributes to our problems in several ways; economically, socially and environmentally

More than three years ago, the first Hopping Off column referred to the lack of academic input in public transport. Now that universities are in the news, a comment from Scottish comedian, Billy Connolly, is appropriate: "The great thing about Glasgow is that if there's a nuclear attack, it'll look exactly the same afterwards."

That makes me wonder: if all our universities were to close down tomorrow, and stay closed – how would it affect us?

One plus would be that thousands of shack dwellers could move into student accommodation. Some minuses ... within a few months the lack of new doctors would force some hospitals to downgrade to clinics. Within a year or two, the lack of new teachers and engineers would cause schools and factories to start shutting down. More people may even be growing their own food.

My bet is that, whether our universities are open or closed, the passenger transport situation would be the last to change. In five years time, our traffic will still be moving at glacial speed.

Many people would still be driving – alone – to work, muttering to themselves about congestion, those awful minibus-taxis and why South Africa is taking so long to get out of junk status. During their journey they will be oblivious, as they are today, of the half-empty buses and minibus-taxis alongside them,

inside which many of them should be travelling at that moment.

I don't think that's an exaggeration and, if we want to avoid that kind of future, it would help to start focusing on some issues that they don't teach at Harvard University, let alone our local MBA schools.

Today, the average new motor car sale value is just under R300 000. Taking a lower value of R120 000 per car, that gives us a value of R1 trillion for cars. That is a lot of money ... up there with the "unaffordable" nuclear programme, slightly less than the government budget of R1,3 trillion and almost half of the R1,8 trillion of pension money controlled by the Public Investment Corporation.

The fact that motor cars have to be replaced every twelve to 15 years doesn't seem to be on anyone's radar, either. I haven't met a single South African economist who has addressed the role that inefficient private transport plays in undermining the economy.

One analyst has gone so far as to suggest that having a greater variety of cars to choose from is good for "staff morale". That could well be true, but then I'd like to see everyone, down to the humblest worker, using a car to get to work – and while we're about it, why not preferably a Maybach?

Where do we draw the line? It should have been drawn years ago; but like sugar, tobacco and alcohol – all of which might be acceptable if taken in moderation, but devastating when taken in excess



– we have allowed private transport to become our oppressor.

Not only does private transport consume vast amounts of imported resources, but if half of all workers go to work by car, the resulting cost (about R300 billion a year) has to be factored into the cost of doing business in South Africa. Cars also get involved in accidents that cost hundreds of billions every year. Oh, sorry ... I forgot that accidents are good for the repair industry!

The government should have taken the lead long ago in fixing public transport. For over 20 years now we have been observing October Transport Month, which provides an opportunity to announce – and implement – meaningful improvements, but our response is ... paralysis.

In this past October Transport Month, all I have heard is that Cape Town plans to buy ten electric buses, while Gauteng plans to introduce smartcards on a minibus-taxi route in Gauteng. We need smartcards, but first on existing formal transport. Why is it taking so long to have one ticket for trains and buses?

Another depressing announcement is that existing bus contracts in Gauteng will be extended until early 2018. This means that half-empty buses will continue to ply their way along Gauteng's roads until then, and probably even after that. What happened to the 25-year plan? Will Gautrain expansion go ahead? We can't afford it and don't need it.

So, Billy, which one is prettier – Glasgow, or the southbound M1 glacier at 17:00? I'll pick Glasgow any day. **F**



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

BUS STOP

PEDAL POWER

With cycling lanes in the Sandton area going ahead, "public transport" of the two-wheeled variety has begun to make inroads; as an electric bike-share pilot project has reached a landmark figure of 1 000 bike trips in a five-month period.

The project was set up by Growthpoint Properties and GreenCycles with 20 bikes at two solar-powered sites in Sandton Central.

"Bike-share schemes have become a standard feature of leading cities worldwide. This corporate e-bike share scheme for Sandton Central ensures that South Africa's financial hub continues to be well positioned to attract business, investment, shoppers, tourists, workforces and residents, with its availability of easy, sustainable and affordable personal transport," notes Elaine Jack, city improvement district manager for Sandton Central Management District.

Based on the success of the project, both Growthpoint and GreenCycles have committed to keeping it running for at least a year. The next step will be rolling out the Sandton e-bike initiative to other corporate sponsors, which will ensure their staff enjoy free access to the scheme (at all its locations in the neighbourhood) and help expand the location station network.

"This initiative has proved that there is a demand



within Sandton Central for other ways of getting around," says Werner van Antwerpen, who heads up Growthpoint's specialised sustainability division. "People who work in Sandton have shown that they see an electric bike-share scheme as a great option, especially those who use public transport to get to Sandton."

The e-bikes are fitted with an electric motor and a lithium-ion battery that can be charged like a cellphone. Intended for short trips, a bike can be booked for several hours before it needs to be returned to the docking station.

"We are confident that, as the project grows and stations remain open for longer, use will increase and spread into extended hours. There's already a big demand," concludes Van Antwerpen.



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