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

EDITORIAL DIRECTOR

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

PUBLISHER

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

EDITOR

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

SUB-EDITOR

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

JOURNALISTS

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

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

TECHNICAL CORRESPONDENT

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

ADVERTISING SALES

Margaret Phillipson
Cell: 083 263 0451
margaret@focusontransport.co.za

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

CIRCULATION MANAGER

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

DESIGN AND LAYOUT

Nelio da Silva
nelio@focusontransport.co.za

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Celebrating a LEGEND



The "Swiss Army Knife of the automotive industry" turned 70 years old late last year. So, in (rather belated) celebration, we did the only appropriate thing to do ... we banded together with a bunch of die-hard enthusiasts and had some fun



GAVIN MYERS

There are some vehicles out there that simply need no introduction. Their versatility beggars belief; their talent and ability are undeniable; they worm their way into your heart; and they go down in history as the stuff of legend.

The Unimog has been one such vehicle for nearly three-quarters of a century. In celebration of this legacy, Mercedes-Benz South Africa (MBSA) invited a bunch of gung-ho journalists to join the Unimog Freunde Club of South Africa at the Gerotek testing facility outside Pretoria.

Here, the Mog enthusiasts would put their prized possessions – generations of Unimog stretching back to the original U 2010 from 1951 – to the test on the various obstacles and off-road tracks the facility has to offer. And we'd be bundled into the modern U 4000 to, well, quite simply have our eyes widened...

Seven up and with Unimog expert Ferdie de Beer behind the wheel ... the U 4000 crawled through sand as fine as talc powder, whirled through a mind-bending axle twister, powered up and down Gerotek's steepest incline (100 percent/45°), and flattened a rock-ridden mountain pass untouchable by your everyday 4x4.

While we, arguably, experienced only the tip of the U 4000's ability, that sort of all-conquering awesomeness does not come without some serious pedigree. Over the generations, the Unimog has evolved – as Mario Alvelos, business development manager, Mercedes-Benz Special Trucks, says – "to not just be a vehicle, but an entire fleet". Alvelos

joined the MBSA Special Trucks team in January to reignite the Mog passion.

"Unimog is well known in the leisure market; the clubs and enthusiasm are big, but we now need to get it back into a working role. Yes, it's a niche product, but it's not as simple as it looks..." he says.

That opening reference to a Swiss Army Knife on wheels ... Alvelos's words, and, honestly, one would be hard-pressed to find more of a multi-purpose tool (on wheels) ... now or even before the conception of such a vehicle in 1944.

The story goes that Daimler engineer Albert Friedrich had been working since October 1944 to develop an agricultural motor vehicle that would "open up entirely new perspectives". In June 1945, he returned to Stuttgart-Untertürkheim to help rebuild Daimler-Benz AG.

Later that year, on August 4, an engineer under Friedrich drew up the first blueprint, the final version of which was presented to the board on September 7.

The members, however, showed little interest in the project. Undeterred, the project blueprint was submitted on October 9 to the "Production Control Commission" of the responsible American military authority, with an application for permission to manufacture ten test vehicles. This approval was granted on November 20 and the implementation of the basic plan began in January 1946.

At this point, Friedrich passed the leadership of the project on to his former subordinate, designer Heinrich Rößler, who took up the post of head designer on January 2. Between January and March





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SCANIA

1946, the definition of the "engine-driven multi-purpose machine" was finalised and the rest – as they say – is history.

(That includes a more elegant name: in March 1946, Hans Zabel from Gaggenau, who had been part of the project from the beginning, coined the term Unimog – standing for Universal-Motor-Gerät, in other words, universally applicable motorised machine.)

Friedrich and Rößler's designs were so strong that the fundamentals have remained through each of the 30 different Unimog model series. For example,

frames for mounting of components allows the main frame to maintain a total of 60° torsion (including 30° of the axles).

It has a water clearance of 1,2 m, 500 mm ground clearance and almost half a metre of wheel travel. The result is wheels on the ground at all times.

The drivetrain has also moved on... While the engines have been kept simple (off-the-shelf, four-cylinder OM 904/924 units) the gearbox is an impressive technical achievement. With 16 gears (plus crawlers), the fully synchronised automated gearbox features

a drop-down clutch to allow manual control if needed, as well as an Electronic Quick Reverse (EQR) function. At the press of a button, EQR allows the gearbox to quickly switch between drive and reverse to easily rock out of a sticky situation.



the engine and gearbox were positioned directly to the right of the middle line of the vehicle. This meant that the torque tubes – which protect the drive shafts – could be at right angles to the axles. As a result, only four drive joints were needed for the chassis. This design is still used for the highly mobile U 4000/ U 5000 series available today in South Africa.



Okay, so time has moved on and not everything has remained true to the original – which, for example, had a top speed of only 50 km/h. (This, however, was impressive at the time as it was twice as fast as an average tractor of the day.)

Today's two Unimog ranges – the high-mobility UHN models (U 4000/U 5000) and the latest Euro-5/6 UGE implement carriers (U 218/U 530) – amplify the capabilities of all Unimogs before them. Their technical details are impressive...

"The UHN range goes where others don't," says Alvelos. (The UGE is only available to countries with high labour costs that need efficiency.) "Its main frame is designed to twist and is not bolted together, but welded, pressed and riveted – while different sub

A full complement of electronic diff locks allow easy switching between drive modes, portal axles grant an additional 15 cm ground clearance, and a central tyre inflation system runs inside the axles to adjust tyre pressure between one and six bar while on the move.

Want to carry something? Gross vehicle mass ratings between 9,5 and 13,8 t allow for payload ratings of around five to eight tonnes – depending on configuration and equipment fitted.

If there's one thing our celebration at Gerotek proved, it's that the Unimog's legend is undoubtedly deserved and as strong as ever. There's little wonder that almost 400 000 of them have been sold to date. I'd like to personally add another one to that number one day! **F**

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GETTING IN SOME WELL-DESERVED ZZZZZZ



I am a truck driver, born and raised in the United Kingdom (UK). I have identified a very common problem that any day-cab driver will recognise, and have devised a simple solution.

When I read about the sophisticated innovations in the world of road transportation – driverless technology, clever aerodynamics, or drivetrain software engineering – to shave 0,3 km/l from average fuel consumption, it seems ironic to still see drivers trying to relax with their feet on the dashboard, scrunched up against the window, or curled around the handbrake and gear lever.

I am one such truck driver, and not having the facilities in my workplace to stretch my legs, much less take a potentially life-saving nap when on a long and tiring journey, feels like the responsibility I carry.

Consequently, I have designed and made an in-cab hammock that easily fits over the doors and provides all the comfort required to take a reviving power-nap.

I use it regularly, and have discovered that my body clock now wakes me up exactly when my tachometer-break is up, so I have not overslept in the cab for more than a few minutes. The result is immediate refreshment for the remainder of my journey.

Driving tired is very dangerous, but a short nap of 26 minutes provides a good couple of hours of refreshed state to complete a journey. Interest has been expressed by a leading British insurance company, as one accident saved would pay for hundreds, if not thousands of these hammocks.

I don't need to use it every day, but when I do, it's a bit like an umbrella; it does the job. It costs no more than a dozen cups of coffee at Starbucks, and will support the heaviest driver (tested to over 200 kg). When not in use it takes up little room. It's also adjustable, so it can be used in any cab.

It's called the Cabsnoozer, and can be purchased from www.cabsnoozer.com. I would like to offer one entirely free to the first fleet manager (with more than 25 day cabs in their fleet), who gets hold of me to try out the product among their drivers. I can mail the product direct from the UK, and I am also keen to find a stockist in South Africa, or an agent for distribution.

Stephen Saunders

If anyone would like to take Stephen up on his offer, he can be contacted on cabsnoozer@gmail.com – ed.

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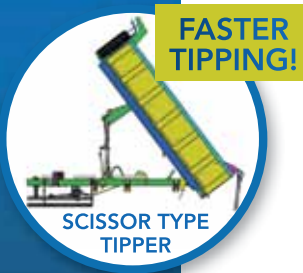
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CRONER CLOCKS IN



The name Croner epitomises the concept of saving time (Chronos was the Greek god of time) and, therefore, saving money ... that's music to any operator's ears, writes GAVIN MYERS

U

D Trucks Southern Africa has high hopes for its new Croner. Serving the heavy commercial vehicle (HCV) segment of the market across the gross vehicle mass (GVM) spectrum of 9,5 to 17 t, the Croner is set to follow in the footsteps of its big brother the Quester – which was the first UD truck specifically designed to be marketed outside Japan, and which has returned an impressive sales performance.

"We wanted to develop and deliver a smart and modern HCV truck with ultimate dependability that will help our customers optimise the use of time, to make every moment count," says Toshi Odawara, vice president of product management at UD Trucks.

"With maximum torque delivered from low revs and in the 'green band' – that is, a flat torque curve with a wider max-torque band – the engine operates efficiently and without excess revving. This means better pulling power while using less fuel, and less component wear. It is about improved fuel efficiency, extended maintenance intervals and a longer engine life," explains Gert Swanepoel, MD of UD Trucks Southern Africa.

The engines can be paired with six- and nine-speed manual and automatic transmissions. The automatics feature a direct-coupling, "lock-up" function for enhanced fuel efficiency and performance. Power take offs are standard on the manual transmissions and optional on the automatics.

Fuel efficiency and performance are also enhanced by the new cab design, which raises aerodynamic efficiency by five percent. Inside, the driver also benefits from the standard in-built fuel coach, which gives instructions in real time to improve driving behaviour.

"As drivers spend a good amount of time on the road, we left nothing to chance, and that includes safety and drivability," says Swanepoel. All variants feature a full-air anti-lock braking system with electronic brakeforce distribution and the Croner has among the highest axle capacity in its class – a multi-leaf spring rear axle is standard while air suspension is available on the 16-t variant.

Finally, the Croner benefits from UD Telematic Services, which helps operators manage their fleet and reduce operating costs. "UD Trucks believes that investing in the skills and knowledge of drivers is just as important as building a better truck," says Swanepoel.

"As UD understands customers' specific requirements and business needs, the Croner has been engineered to help fleet owners stay ahead of their competition," he concludes. **F**



A grand reveal and putting the Croner to the test at its local launch.

The Croner range currently consists of three 4x2 chassis-cab variants: the 9,5 to 11-t MKE, the 12 to 14-t LKE and the 15 to 17-t PKE. The range of wheelbase variants can be configured to suit an operator's specific needs, with added flexibility in the choice of cab, driveline, axles and suspension. There are 21 configurations in all.

Each component has been designed for robustness and reliability – to keep the truck on the road. "Most operators and fleet owners are very practical people. What really matters the most is that their fleet spends more time on the road and less time in the workshop," says Jacques Michel, president of Volvo Group Trucks Asia Sales.

So, what's the recipe? New five and eight-litre engines (of four and six cylinders, respectively) power the Croner along with ratings of 136 to 206 kW power and 750 to 1 050 Nm torque.

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NO GREAT SHAKES

GAVIN MYERS speaks to Sam Rolland, transport economist at Econometrix, about the current state of South Africa's economy, what it means for the transport industry, and what transporters can do to make life easier for themselves

Ratings downgrades, a technical economic recession, low consumer confidence and rising unemployment are just some of the economic buzzwords South Africans have become accustomed to in recent times. How do all of these issues affect consumers and transport operators?

"The decline in economic activity affects the transport and logistics industry across all stages of production in the economy. In the first quarter of this year, transport, storage and communication fell by 1,6 percent. The strong freight income for the quarter suggests that firms would have been reducing inventories and not engaging in production," Rolland says.

There are, of course, numerous reasons for the decline in economic activity and the effects of these have had a wide-ranging negative impact on both consumers and businesses.

"The release of the consumer confidence index in July showed that consumer confidence fell dramatically in the second quarter of this year. More importantly, the downgrade affected consumers' outlook for the next twelve months, which means that purchasing of durable goods, such as new vehicles and appliances, will be delayed.

"On the business side, uncertainty in business conditions in the near future has led to erratic sales orders that have generally had a negative effect on the market. Businesses remain hesitant to expand their activities in case of a downgrade and a dramatic reduction in economic activity," Rolland explains.

How has the downgrade affected the transport industry? According to Rolland, the depressed business confidence of the past two quarters has meant that businesses have been very reluctant to enter into expansionary activities. Fortunately, however, the mining and agricultural sectors have seen improvements in the past few months.

"This is thanks to the increased commodity prices (although the mining sector has suffered a staggering blow to investment with the release of the latest Mining Charter) and the recovery of the agricultural sector from the drought.



"Discussions with industry have shown that many farmers are taking this opportunity to replace tractors and other machinery, while firms with large inventory levels, particularly exporters, are taking this chance to draw down on inventories, which should bode positively for the transport and logistics industry," Rolland explains.

The other factor to consider is the technical economic recession – which implies that the country has experienced two consecutive quarters of negative economic growth; in this instance a 0,3-percent decline in the fourth quarter of 2016, followed by a 0,7-percent decline in the first quarter of 2017. According to Rolland, all sectors of the economy saw contractions, except for agriculture and mining.

"What the economy needs is a return to confidence that will spur new spending, new investment and better job growth. For this to happen, we need to see cooperation from business and government to ensure better policy certainty. This has been spoken about before, and remains more relevant in 2017 than ever," Rolland insists.

As for the rest of 2017, Rolland says that the Econometrix outlook shows the economy treading water for the next three quarters, to average around 0,6-percent growth. "This is in line with similar forecasts and reflects the bleak mood facing the country.

"The failure of the ruling ANC to define a clear path out of the recession at its recent policy conference

also weighs in on businesses, particularly those in slowing industries that need policy guidance in order to expand," he says.

So then, what does Rolland suggest the transport sector can do to expand?

"In times where weak growth is largely driven by domestic factors, local transport operators should look to sectors showing expansionary activities and a positive outlook. In the first quarter of the year, income from freight transportation in agriculture and manufactured food, beverages and tobacco products contributed 1,1 and 3,7 percent to the 13,9 percent growth in total income from freight transportation.

"While mining activities are likely to pull back in the latter half of 2017, mining firms may still take this opportunity to draw down on inventories, taking advantage of improved commodity prices.

"We have also continued to see positive growth in the numbers of transported freight payloads, suggesting that transport operators still have many opportunities for growth in the economy. Further, transport operators that work in the export-goods markets should be encouraged by the improving demand in the global economy," Rolland says.

Happily, it's not all doom and gloom ... Rolland says that there are a number of opportunities for the economy to grow.

"Before the political events earlier in the year, the economy was showing signs of improving and firms were gearing up for a good year, following the tough conditions of 2016," he says.

"The stronger rand and stable interest rates are encouraging for many actors in the economy. Econometrix's own forecasts suggest that interest rates should remain stable for the rest of the year, which means that credit conditions should ease for many businesses and consumers. Should a stable political environment begin to appear, we may find a rise in confidence and growth prospects."

We're sure that "stronger rand", "stable interest rates", and "confidence and growth" are buzzwords every South African consumer and business just cannot wait to hear. **F**

“
**Local transport operators
should look to sectors showing
expansionary activities and a
positive outlook.**



TAILOR-MADE

insurance for transporters

Since its inception two years ago, the growth experienced by Scania Insurance Solutions can only be described as "quite phenomenal"

This growth, according to Belinda Felix, insurance manager at Scania Southern Africa, bears testimony to the unique approach to insurance adopted by the company; it has developed certain products that are tailor-made specifically for transporters.

For example, Felix explains that the company has rolled out "an embedded windscreen product for customers that purchase a Scania chassis", which includes limited windscreen replacements.

As a division of the manufacturer, Scania Insurance Solutions supports its products by working internally to ensure the quality of the workmanship and that only genuine parts are used. This has all contributed to the great growth of the company's insurance books.

"In the two years since we launched with our broker partner, Commrisk, we've had huge success in regions where we have dedicated brokers sitting in the dealerships. They have developed strong relationships and there's been skills transfer, which has been fantastic for our sales and finance staff," says Felix.

The company is not stopping there, however. Felix continues: "We are now in the process of applying to the Financial Services Board for our own broker licence and we should know by September whether this will be granted."

The main objective is to create convenience for customers by ensuring that there is a one-stop shop for all their needs. "Having our own broker licence will give us power to negotiate directly with the insurance underwriters with regard to claims, rates, and how things need to be done for the best interests of our customers and their assets. We know our asset base, and if we do the best by it then we do the best by our customers," she adds.

"We're going to start very small with a pilot project in Durban, Cape Town, and Gauteng. We have earmarked four finance representatives that we want to get accredited."

In terms of added value, the company is also proud of its short turnaround time on claims and minimal downtime of trucks, which means less revenue loss for customers.

Equally important, Scania Insurance Solutions is not limited to trucks, but encompasses other aspects of the customers' businesses including buses, engines,

generator sets, trailers, stock, buildings, money and glass.

Of course, adding value is central to the Scania Insurance Solutions business model. Felix says that negotiating pricing with insurers and repairers will benefit customers and impact the loss ratio on their comprehensive insurance portfolios.



"When a truck is in our workshop, we become aware if there is something that needs attention. We can then offer to fix it, which gives us the opportunity to ensure that the truck is running optimally. Eventually, it costs the customer more if their truck is not looked after properly," she says.

Although the main focus has been on the South African market, Scania Insurance Solutions has also rolled out its solutions to Tanzania, Kenya, Zambia and Namibia through broker partners. This has presented a new set of challenges for the company, as some of these countries are underdeveloped.

However, Felix believes that the company's insurance solutions will succeed: "Our products are tailor-made for our customers. We understand every single customer's business. We also understand where and how the truck is going to be used. That all makes a huge difference to both the customer's premium and their bottom line," she concludes. **F**

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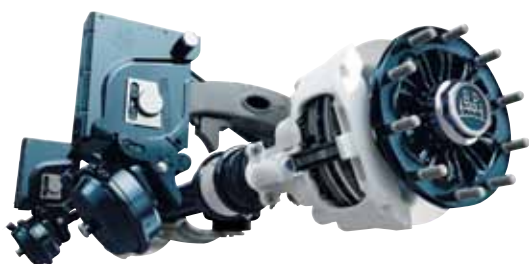


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we think transport



HOW COULD RAIL INFLUENCE THE COST OF TRANSPORT?



VIC OLIVER discusses why the general cost of transport in South Africa is too high and how government's plans for rail could influence this

The extra-heavy commercial vehicle industry has enjoyed a tremendous growth in South Africa over the past 20 years and today transports the bulk of all goods within the country and to neighbouring states.

The abolishment of the permit system that restricted the transportation of goods by road (which was in place to protect the transport of goods by rail and the inability of rail to provide an efficient, reliable and safe mode of transport) has contributed to the growth of long-distance road transportation.

The transfer of the majority of freight from rail to road has, however, resulted in an expensive mode of freight movement around the country and to our neighbouring states. With the present poor state of the South African economy and the unacceptably high unemployment rate, overseas business investors are desperately needed to grow the economy.

Many of the potential investors have, however, complained that the cost of doing business in the country is too high, with one of the contributing factors being that our general cost of transport is very high when compared to competing countries.

To reduce the cost of transporting freight in South Africa we have to find the most efficient and cost-effective mode of transporting our goods and the correct balance between road and rail.

For the long-distance, high-bulk segment of the

market, rail can be more efficient, so plans have been put in place to improve our rail system ... and we have recently witnessed the purchase of some new locomotives.

Should the rebuilding and growth of the rail system be seen as a threat to heavy-vehicle operators? Perhaps not; it should rather be seen as a business opportunity to work together in providing a means to reduce the cost of doing business in South Africa, which, in turn, will grow the economy. This will benefit the industry as a whole.

There will be many opportunities for long-distance road hauliers to expand and possibly improve the financial status of their businesses, if they see rail transportation as a partner and not a threat.

In my opinion, there is place for both the rail and road-freight industries to operate in the country, provided that road transport of goods and people is not restricted by the reintroduction of a permit system, or changes to the National Road Traffic Act that would be detrimental to the road-freight hauliers.

The playing field needs to be levelled and customers must have the choice of which system they want to use to move their goods or people.

The South African government must recognise that road transportation is unquestionably a vital part of the solution and that it must do all that it can to assist road carriers to continue to operate successfully. **F**



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!



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Head above **WATER**



The waters are not still in the heavy commercial vehicle (HCV) segment ... an encouraging notion indeed

Despite tough market conditions and unstable economic and political climates, there's no denying that vehicle original equipment manufacturers (OEMs) understand the need to invest in both services and products. This has certainly been a year for new vehicle introductions...

So far, in 2017 the HCV segment has seen much movement. There has been the local launch of UD's Croner, while the all-new Hino 500 will also have made its debut by the time you read this (*don't miss our full local and international launch report in the next issue – ed*).

By year end, Eicher – which has just launched its medium-weight contender – will also enter the South African HCV arena with its Pro 6000 Series.

Furthermore, Mercedes-Benz South Africa has ramped up local production of its India-sourced Fuso FA and FJ models, and – amid much controversy and speculation surrounding the withdrawal of General Motors from the local market – Isuzu Motors Limited has affirmed its commitment to incorporating Isuzu Motors South Africa (IMSAf, formerly Isuzu Trucks South Africa) into its business and, therefore, its commitment to the southern African region.

To provide some context, the overall market total for the first six months of 2017 ended at 8 888 units, a decrease of 2,8 percent on the half-year results of 2016.

"Continued business resilience in overcoming some of the larger hurdles currently present in the market is contributing to some positive sales results in some

of the market segments," says Gert Swanepoel, managing director of UD Trucks Southern Africa.

HOW HAS THE HCV SEGMENT FARED THIS FAR?

According to Itumeleng Segage, senior manager demand planning and pricing at Hino, the HCV market ended the first half of the year some two-percent down (totaling 2 628 units) compared to the first half of 2016 – a statistic he says is in line with the decline in the total commercial vehicle market.

"However, we expect the segment to recover in the second half of the year, ending the year at the same level as 2016," he adds.

Craig Uren, COO of IMSAf, is just as nonchalant in his prediction: "The industry hit a low of a roughly 11-percent drop in 2016. The gradual growth curve of two to three percent indicates that the industry is just turning itself over. There has been pressure on the HCV segment of the market; in 2016 it dropped 3,6 percent over 2015 levels and is currently less than one percent down on that."

By the end of 2017, Uren sees the HCV segment finishing on its current level of around 5 800 units.

What are the influencing factors? According to Segage, that answer is a decidedly mixed bag...







"Businesses adopted a 'wait and see' approach at the beginning of the year, before they committed to fleet replacements and new purchases. Although the economy is currently in a technical recession, some economic factors have improved. The exchange rate is currently at stable levels and inflation is also



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comfortably below the Reserve Bank's target. This means we are under less pressure to have price increases in the second half of the year.

"The recently announced interest rate cut will also bring a welcome relief for consumers. Furthermore, the recovery in the agricultural sector after the drought will have a positive impact," he adds.

For Uren, supporting the agricultural industry – traditionally important to the HCV segment – as well as small businesses, is more important than ever.

"Although April, May and June have been tough months, in the last six months IMSAF has focused on supporting the agricultural and small-business sectors. The agricultural sector has now improved, and a lot of smaller suppliers to industries like mining have a big impact on our market," he says. "Customers are buying down to make their applications more cost effective."

While Uren reckons there is opportunity going forward, he's also aware of the impact new model introductions can have on the segment. "There have been a lot of new product introductions recently, and the segment is very competitive. This year is definitely one of the most competitive from that perspective," he says.

Swanepoel is optimistic, too. "Over the last five years the overall market has followed a general downward trend, but the numbers are still good and we are serious about the business," he says.

The HCV segment as a whole seems to be carrying its weight comfortably at the moment – hopefully a sign of stability to come. **F**

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Helping to **REBUILD EDEN**

The devastation caused by the recent fires that swept through the Eden District Municipality (Knysna and surrounding areas), shall remain etched in the memory of thousands of citizens of the area for many years to come. However, it's during times like these that South Africans show their spirit to come together

Although the losses sustained to property and lives cannot yet be fully ascertained, the rebuilding of lives and livelihoods is now the obvious priority. Many organisations and private individuals have come forward with offers of assistance in the form of financial aid or through donations of food, clothing, equipment and materials.

It is in times like these that the resilience of a nation is fully tested and South Africans are no exception when it comes to recovering from adversity. In surveying the affected areas, especially the rural farming areas where the devastation is more pronounced, it leaves no doubt that fully fledged aid needs to be channelled into those areas without delay, even though some are barely accessible.

One of the biggest losses to farmers in the affected area has been the damage to water reticulation systems, which rely on plastic piping for water transfer.

The countryside has become a hive of activity with vehicles travelling across the landscape carrying water containers to cater for the needs of families and farm workers. Farmers have risen to the occasion and are making every effort to rebuild their once highly productive farms.

The high inflow of disaster-relief goods (400 t by mid-July) has necessitated a strict management

programme to ensure inventories are documented and allocations are distributed to registered recipients.

The Recovering Eden organisation was formed to manage the inflow of materials and goods into the warehousing structure and the distribution thereof to the affected parties. All available warehouse space in Sedgefield – approximately 4 000 m² – has been donated by willing landlords as a contribution to the disaster-relief effort.

The management team of Recovering Eden – Mario Ferreira (property agent), Patrick Walton (TV producer), Michael Simon (community policeman) and Belinda Hobson (tourism consultant) – are all from different walks of life, but they all have a common purpose and have been brought together by the recent disaster.

They are continuously working away from their regular businesses to ensure the recovery programme is maintained at the current rate – even though, at this stage, there appears to be no end point in sight.

With warehouses full to the brim with relief materials, distribution was the biggest challenge facing the organisers. Having exhausted the availability of pickup trucks from the local community, the offer by Iveco South Africa to supply two Daily delivery vans in aid of their efforts was accepted as a major contribution.



The two Iveco vehicles, a model 35S and a 50C, were emblazoned with the appropriate signage to denote their purpose, and commenced the task of distributing relief to those in need.

The two Iveco Daily vans have so far exceeded all expectations with the volume of goods they are able to distribute on their daily runs. Averaging between

15 and 20 loads per day, each had covered a total of 9 000 km between them by the middle of July.

"The large opening rear doors and the effectiveness of the sliding side door enables us to reduce our loading time, especially when we have numerous helpers at the same time. This has helped to achieve fast turnaround times.



The two Iveco vehicles were emblazoned with the appropriate signage and commenced the task of distributing relief to those in need.

"We find the high carrying capacity of the vehicles most advantageous, especially when transporting large volumes of bottled drinking water to the farms over poor roads and rough terrain," says Ferreira.

The next phase for Rebuilding Eden is the reconstruction of the damaged homes and buildings. It is estimated that 1 070 homes and 90 business premises have been destroyed. A major logistical nightmare is managing the building materials and workers arriving to commence the construction work.

"The management and staff of Iveco South Africa have been highly supportive of the disaster-relief initiative in Knysna and surrounding areas and have welcomed the opportunity to provide assistance to local communities where it is required most," comments Ferreira. **F**

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Thriving in

TYRES AND TRANSPORT

A diverse workplace and a competitive market, coupled with marketing responsibilities, are the order of the day for Yoliswa Nkomo, operations marketing manager for business to business at Michelin Tyre Company South Africa. She shares her experiences

The transport industry is male-dominated, but more women are considering a career in this industry. Nkomo is one such woman. She was interested in a career in transport because of the contribution this industry has made to the South African economy.

"The transport industry contributes significantly to the South African gross domestic product (GDP) and

it's fulfilling to be part of the engine that keeps the economy going," Nkomo says.

Michelin Tyre Company South Africa is the right fit for Nkomo. She enjoys the fact that she is exposed to all facets of the business, which ensures that her marketing strategies are aligned with the overall business objectives, while at the same time having the opportunity to grow and meet people from diverse backgrounds.

"Michelin employs a lot of people from different cultural and educational backgrounds who have different types of expertise. This provides a great pool of knowledge, and I have learned a lot from my interaction with them," Nkomo notes. "Michelin Tyre Company South Africa is focused on empowering its employees, which allows us to propose and implement new solutions to our customers."

Nkomo's responsibility is to ensure the brand is top of mind for customers. "Michelin is a premium product in the truck and bus market and offers great value for money. The company invests in research and development to ensure that it has the right products that work in South African conditions. Obviously, what works in India or Europe, might not work locally," Nkomo explains

Despite her passion for Michelin, Nkomo's day-to-day activities remain a big responsibility. She notes

at the University of the Witwatersrand.

"Very often women find it challenging to strike a balance between work, study and personal life. We sometimes try to do it all. What has worked for me is to prioritise," she says.

"It is also important to empower your team to be able to keep the engine going in your absence. The more empowered they are, the more excited and creative they become, and the more they do," she says.

For women who are considering a career in the transport and logistics industry, Nkomo has some simple advice: "Initially, there is a lot to learn, because it is a highly technical environment, but it is possible for woman to be successful. I have met incredible women who are successful and they really inspire me, because I know it takes a different kind of woman to succeed in this industry."



ABOVE: Nkomo (right) accompanied the team of Michelin tyre technicians as they provided support to the participants of Truck Test 2017.

“
I have met
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industry.”

that the environment is constantly changing and she is required to think outside the box. Strategies that worked previously do not guarantee success the second time around.

"The environment is very competitive as budgets are being scaled down. We therefore have to be innovative in the way we operate and approach the market. I'm constantly learning and growing, and I have to show a return on investment on all the marketing initiatives," Nkomo notes.

"I have ambitions to grow in my career and I have already mapped out where I would like to be five years from now. This plan provides a guide on the skill sets I need to develop and what qualifications I need to obtain. This is what motivated me to enrol for PhD

"I try and avoid living in a comfort zone; it's so easy to settle and be comfortable. In order to grow, we need to expose ourselves to things that can be uncomfortable. By doing so one tends to discover new strengths and abilities. One should not be scared to try something new, or to say yes to something that scares us, whether it's in our business or personal life."

For some women, this might be accepting a career in the transport and logistics industry.

"At the moment, women are limiting their career prospects by pursuing careers in only those industries in which a lot of women have already thrived. They need to consider all their options. We would like to see a lot more women in the transport industry," concludes Nkomo. **F**

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HEAD-STRONG

at Altech Netstar

Gill Jones, general manager of commercial sales, discusses her love for the transport industry, the hard work involved and passing on her knowledge to the younger generation. MARISKA MORRIS reports



Jones was appointed general manager of commercial sales at Altech Netstar earlier this year, and this headstrong, passionate woman already has big plans for the brand.

"We need to develop people, get the training and product knowledge right, and build on what makes Altech Netstar a commercial leader in the industry," Jones says.

Her passion derives from more than two decades spent climbing the ladder in the logistics and transport sectors. She started her career as a temporary receptionist before being offered a position in a call centre. Later, she worked very successfully in sales.

"I just had this urge to get into the fast-paced energy that the industry was exuding. At that time I never put a single thought into a strategy, or where it would lead me," Jones notes. However, she soon realised that the world of transport and logistics suited her bubbly personality and this inspired her to become more focused.

"The high-energy and fast-paced environment that the transport and logistics industry brings just resonated with me," Jones comments. Once focused on her goals, Jones was soon promoted up the ranks. "I started at the bottom of the food chain and literally worked myself up year by year," she adds.

She brings the same focus to Netstar and leads a strong team that strategically markets fleet and logistics solutions that will benefit the business, the stakeholders and, most importantly, the company's clients. "My vision for the next three to five years is for Netstar to sell a whole suite of products across the telematics platform," Jones says.

Part of why she enjoys working in the transport industry is the people. She notes: "The people are down to earth. There is also a lot of space for growth in the industry in terms of diversity."

Along with her big plans to build the Netstar brand, Jones also hopes to assist less-privileged women by sharing her knowledge. "I've always been passionate about helping those who have the capacity and skills to do the job, but do not have the resources."

"That's what I love about the transport industry. While it has always been male-dominated, we are seeing more women taking to the helm and helping to develop other women to succeed," Jones comments.

She notes that, while there are a lot of opportunities for women in the transport industry, it is not easy work. She advises women: "Get rid of false nails, kick off the heels and get ready to work; it's not a glamorous industry. Be open to learning and be prepared to work long, hard hours."

A good example of the long, hard hours Jones had to work is when she and the team at UTi South

Africa (now DSV SA) worked 24-hour days for three weeks to respond to a government tender in 2012. This was the biggest education tender in South Africa's history.

UTi South Africa, Paarl Media and Lebone Litho were collectively awarded this multi-million rand tender, which required this consortium to print, warehouse and distribute workbooks to schools in South Africa. A total of about 60-million workbooks were delivered each year to 26 000 schools. Two deliveries a year were made within a 35-day distribution period for each phase.

"Around 250 to 300 superlinks were used in a 35-day period during that time," Jones notes. It is no wonder that this project – for which the team won the Logistics Achiever Platinum Award – is one of her most memorable. "In addition, presenting a paper on this Public Private Partnership, as keynote speaker for DSV SA at SAPICS in 2015, was one of the greatest rewards," Jones says.



To succeed in the transport industry, Jones notes that women should have good emotional intelligence. "It is important to know when to be assertive and when to hold back," she says.

Jones emphasises the importance of working as a team, noting the skills of team members, encouraging them to develop those skills and supporting them where their skills are lacking.

"It's about Ubuntu; it's about working together," she adds. "If I can pass that on, it will be a great achievement."

Jones hopes to share her knowledge and negotiation skills with the younger generation, which is something she feels all female leaders should do. "We need a lot more women leaders mentoring younger women to enable them to achieve their aspirations," Jones concludes. **F**

LEADING LADIES

of logistics



Two women, who are leaders at Dachser South Africa, discuss their contribution to the logistics sector



ERA FINEBERG

Sera Fineberg, branch manager for Johannesburg, has been with the company for 26 years. Retaining satisfied clients and acquiring new business is her driving force.

"My overarching objective is to show profit for our shareholders, and this comes with a multitude of tasks, which see me working closely with the various departments, communicating constantly between management and operations ... and sometimes even pulling a rabbit out of a hat! It is a very challenging position, but extremely rewarding when you see the results," she comments.

For Fineberg, the most rewarding aspect is witnessing her teams successfully turning difficult situations into positive outcomes. "Signing on new clients is always a great achievement, as is feedback from existing clients on work well done. This makes everything worthwhile," she says.

However, that doesn't mean she can rest on her laurels... "Our industry is constantly changing and one of the greatest challenges is keeping on top of this, as well as ensuring that we remain at the top of our game and one step ahead of our competitors."

Fineberg concludes: "The freight industry is a very tough, fast and stressful one. It is most definitely not for someone looking for an average nine-to-five job, whether they are male or female.

"While I would still say that we are operating in a more male-dominated environment, throughout the years I have seen more and more women stepping up to the challenge. Women are playing a vital role in the running of freight companies, with many of them taking up top management positions."



ABOVE: Sera Fineberg says the freight industry is not an average nine-to-five.

RIGHT: Marli Wilson loves working in an industry that "moves the world".

MARLI WILSON

Marli Wilson, operations manager at the Cape Town branch, has been with the company for 16 years. She gains a sense of pride being part of an industry that, literally, moves the world – as logistics permeates every industry and business sector worldwide. "That's despite it being a fast-paced and stressful industry that keeps you on your toes," she's quick to add.

Wilson is certainly kept on her toes. As operations manager, she is responsible for all departments. "I liaise with clients, overseas offices and agents, as well as our staff on a day-to-day basis. I negotiate rates with airlines, shipping lines and haulers and I am in charge of national dangerous goods and all airfreight rates for import and export," she explains.

Wilson also handles human resources for the Cape Town branch, where she has grown the staff complement from four to 51. "It is amazing to look



back at all the hard work and dedication. I am proud to say that we have grown into a wonderful team that we view as family."

Wilson explains that while her job is challenging, it's not without reward. "The freight industry plays an important role in everyday life. We therefore deal with a lot of different factors that include labour unions and strikes; fuel shortages; and the effects of nature, such as ports being wind-bound and flooded.

"Not one day is the same, however, and there is something new to be learnt every day, even for those who have been in the industry for many years," she smiles. **F**



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SINGLE WINDOW TO MAKE SUPPLY CHAIN MANAGEMENT MORE EFFICIENT

A single-window information system, which provides one point of reference for all key players in the transport industry, will help to make supply chain management more efficient, especially at South African ports. MARISKA MORRIS learns more

According to the South African Logistics Barometer 2016, transport and logistics costs amounted to R4 014 billion in 2015. This includes transport costs at South African ports. The port charges, documentation charges and standing costs, up until a ship leaves or arrives at a port, amounted to R46 billion, the Logistics Barometer reports.

Fees paid to port authorities and terminal operators amounted to half of these costs, while three percent of the remaining R22,8 billion are costs acquired by trucks that have been delayed before, or in, ports. This amounts to R684 million. These high costs are largely due to inefficiencies at South African ports.

From documentation to loading the cargo, transport companies spend around 15 days transporting goods in South Africa, notes Masela Makgeta, director of integrated transport corridors at the Department of Transport (DoT).

Alwyn Hoffman, Professor at the North-West University's School for Electrical, Electronic

and Computer Engineering, says that there are often intentional and unintentional causes for these delays.

Some unintentional causes include incomplete documentation and a lack of communication between the freight companies and ports. He comments: "Trucks arriving at ports, when relevant cargo is not yet available for loading, result in congestion inside the port and at the gate. This causes additional delays of 40 minutes to more than a day."

Incomplete documentation could increase the customs process from a few minutes to several days. However, some delays are intentional, both from freight companies and port officials.

"Truck drivers arriving at the border might submit documents only the next day in order to spend time at the 'shebeen', while customs officials might target specific consignments for bribes," Hoffman points out. The solution to these inefficiencies, according to the transport authorities, is a single-window information system.



to access certain information. Financial departments, for example, are unaware of the location of the truck, while the driver is unaware of any outstanding payments or documentation.

"If there is real-time visibility of the current status of all critical activities, and of the human operators responsible for these, then most underlying causes will either disappear or will become manageable," Hoffman says. Real-time updates could thus prevent truck drivers from waiting at ports for documentation, or officials purposefully delaying a vehicle.

Mozambique successfully implemented a single-window system in September 2011. The system increased revenue and reduced the clearance time. Abhishek Dewan, technology manager at Mozambique Customs, notes that the single-window system reduced the number of steps in the clearance process from 32 to eight.

The online-payment facilities reduced travel time with instant customs duty and tax payments. Money is now transferred to the Treasury within 48 hours rather than the previous 15 days.



This system allows information from the governments, ports and transport companies to be stored in one place, which is accessible by all the relevant parties. This will allow the likes of ports and transport companies to communicate better. For example, ports can notify transport companies when there is space to load cargo, or if there is a delay.

Hoffman adds that most data is stored in isolated silos, which are inaccessible – even various departments within an organisation are often unable

The current average clearance time for ports in Mozambique is around 49 hours for 84 percent of transport companies, with 74 percent cleared within 24 hours. As a result of this improved efficiency, revenue grew by 24 percent in 2014 and another 14 percent in 2015.

However, for this system to be implemented in South Africa, numerous misconceptions need to be addressed. Mmutle Lentle, CIO of Transnet National Ports Authority, says that sharing information freely



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SUPPLY CHAIN MANAGEMENT

between transport companies and government remains a challenge.

"The sooner we adopt a collaborative approach the better. We need to reduce the competition for information, or the perceived value," he adds. Transnet is currently working towards upgrading the Port of Durban.

Another challenge to implementing the single-window system is the uncertainty regarding the new Border Management Agency (BMA). The BMA Bill was passed in June and aims to establish one centralised authority to handle all South Africa's ports of entry, including policing and customs.

"The implementation of a single-window system depends on political factors such as which government department will take ownership of this. Given the uncertainty around the BMA, a single-window system may only become a reality once the BMA has been established," Hoffman says.

He adds that achieving sufficient cooperation between the different government departments would be one of the biggest challenges to the implementation of a single-window system.

"It will only add value if all government functions are addressed in one system, and currently such cooperation is not what it ideally should be," he says. However, this system remains essential if the transport industry hopes to reduce time lost at ports and remain competitive.

"Some of our cost-benefit analyses have shown that reduced cross-border waiting time can increase profits of road-transport companies in the KwaZulu-Natal (KZN) region by more than R1 billion annually. The positive impact on the entire economy could be much more if our corridors become more globally competitive," Hoffman points out.

An ideal way to reduce wasted time would be to follow Mozambique's example of reducing the steps as well as the paper documentation required.

"The systems operated by South African Revenue Service's Customs division is already largely paperless,

as are most of the systems operated by Transnet. However, the same is not yet the case for other government departments involved in cross-border controls. They will have to adopt similar measures, and all of this will have to be integrated into a common system to achieve the goal of total paperless border crossings," Hoffman says.

"Technologically, it is perfectly possible, but, in practice, it will require a lot of political will to push it through. Some government departments may feel that they will lose their position of power if they are stripped of their authority to stop cargo without providing good reasons," he adds.

A single-window system in KZN, however, might not be too far in the future as the KZN DoT has implemented a similar system, dubbed the Data Bank.

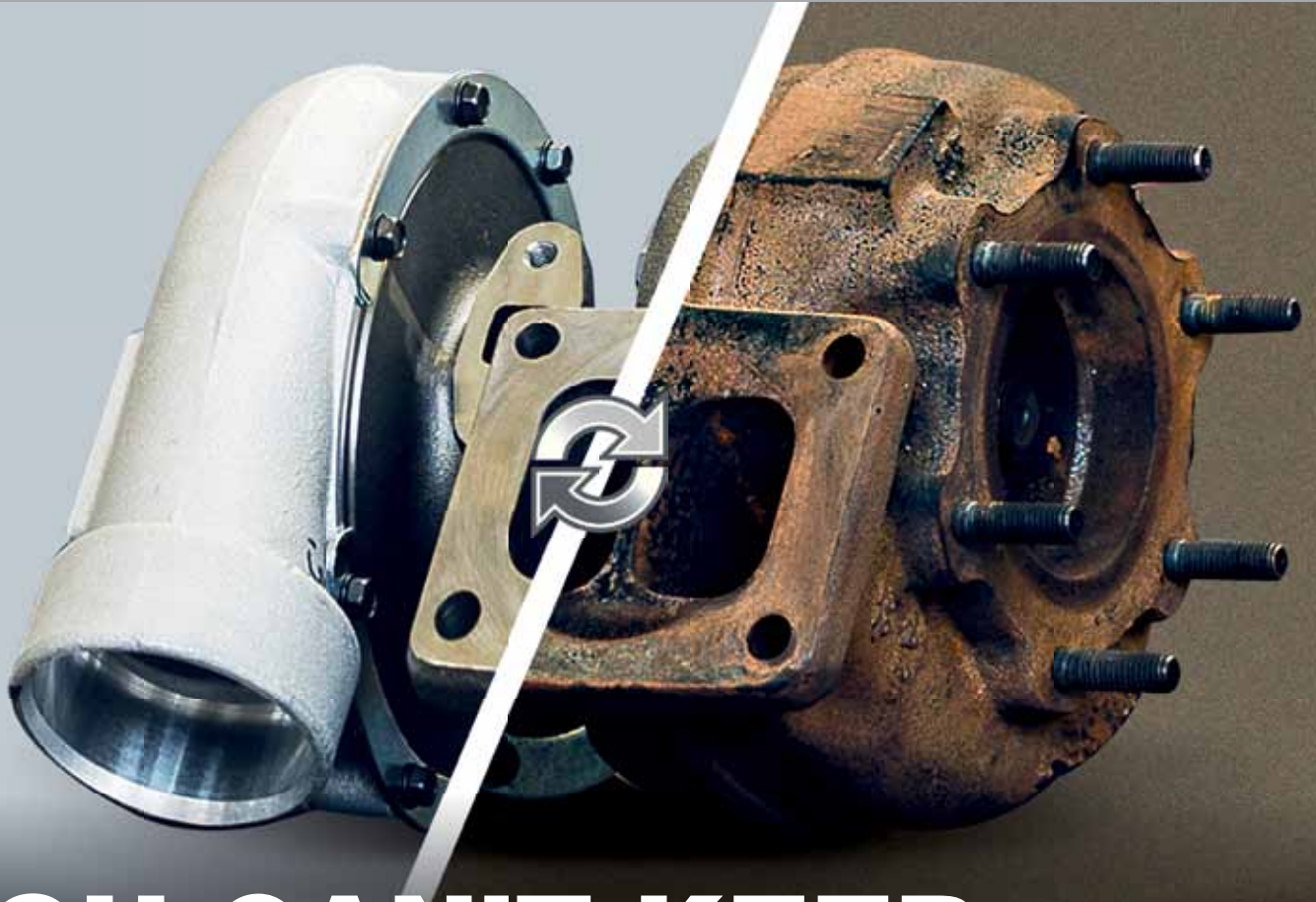
"The unavailability of consolidated statistics about the movement of freight has been a long-standing problem in South Africa – for all modes of transport. There is very little information about the large volumes of cargo carried countrywide by road transport," the KZN DoT notes.

The Data Bank was created to address this lack of available information. It is currently running as a pilot project in KZN, monitoring freight transport on this popular import/export route. Information on the route is made available on the Data Bank, for example, the number of trucks and their average speed on the route.

Although still in pilot phase, the project offers promising results for road-freight information on a single shared system. However, South Africa will first need to balance private interests with government control; something Dewan notes was a big challenge for Mozambique.

"A single-window project touches upon so many stakeholders and ministries that it is difficult for governments to find a rightful owner. Single-window trade is often caught between the need for government to control and commercial swiftness," Dewan concludes. **F**

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Volvo Eicher Commercial Vehicles (VECV), the joint venture of Volvo Group and Eicher Motors, recently launched Eicher trucks in South Africa; building on a history that stretches back to 1959 and the VECV partnership that is now a decade old

Surender Singh Rajpurohit, vice president and country head at VECV South Africa, explains that every third truck in India is an Eicher, and that South Africa joins more than 30 countries in which Eicher is present, with an on-road population of 500 000 trucks and buses.

"It is indeed a proud moment for us to launch the Eicher Pro Series range of trucks in South Africa. This is a strategic market and it will play a critical role in the international business of Eicher Trucks and Buses. The company plans to continuously invest

tank is fitted as standard.

Then, the modular chassis is constructed from Domex and is "made to be stronger to withstand conditions in countries with 'no' payload limit...". Leaf-spring suspension with anti-roll bars are fitted as is a maintenance-free propshaft that has been lubricated for life.

Other standout features include an ergonomic cab – that conforms to European AIS 029 crash standards – and features such as electric windows, air-conditioning, an audio system, numerous storage spaces and the Intelligent Driver Information

System (IDIS). IDIS is yet more Volvo-group technology that displays pertinent information to the driver, including various truck operating parameters; on-board diagnostics; and a fuel-efficiency meter. "IDIS is a first in this segment," says Rajpurohit.

The Pro 3008 is available with a three-year/200 000 km warranty; comprising a two-year bumper-to-bumper warranty and a third year of driveline cover.

"The local team has been proactively busy ensuring parts availability and technical training to technicians before starting sales. A huge investment and a partnership with 3PL partner Bidvest Panalpina Logistics (BPL) will ensure parts availability. Currently the parts warehouse has over 2 600 line items available," Rajpurohit explains.

Locally, Eicher is already represented across the country at 14 strategic locations. Rajpurohit explains that Eicher is currently in discussion with UD Trucks Southern Africa about the possibility of local production at the Japanese brand's plant in Roslyn, Pretoria.

The heavy-commercial-category Eicher Pro 6000 Series will follow by year end and is currently undergoing local testing, before it heads for homologation. The Pro 6000 Series will include construction tippers. **F**



in the introduction of country-specific products and aftermarket infrastructure," says Rajpurohit.

Since 2013, the product development initiative for the entire Pro Series range has involved an investment of three-million hours of engineering effort, 7,7-million kilometres of testing and 50 000 hours of engine development.

The first model to be launched locally is the Eicher Pro 3008, which underwent an 18-month development phase, including 200 000 km of testing, before it was adapted to the needs of the local market.

The Eicher Pro 3008 has an 8,5-t gross vehicle mass and is powered by a 109 kW (147 hp), 400 Nm four-cylinder Volvo-group engine. It drives through a six-speed manual gearbox (according to Rajpurohit, Eicher research indicates that 60 percent of trucks sold in the Pro 3008's segment are manual). Braking is by way of anti-lock, dual-circuit, full S-cam air brakes, as well as an exhaust brake.

Rajpurohit explains that there are numerous key differentiators that mark the Pro 3008. First, it is known for its fuel efficiency, which "has been proved to be ten-percent better than its competitors in independent, back-to-back testing". A 190-litre fuel

**WANT TO KNOW MORE?
SCAN THIS CODE!**





We explore some initiatives by vehicle original equipment manufacturers (OEMs) to serve the aftermarket needs of their customers

The old adage of the salesman selling the first truck, but the aftersales team selling every truck thereafter, remains true today – aftersales backup is a non-negotiable for the professional transport operator.

If there was ever any doubt as to the importance of running a comprehensive OEM aftersales programme, one needs look no further than the doorstep of Hino South Africa.

The brand has recently notched up its tenth successive quarter at the top of the Scott Byers Comparative Customer Satisfaction Monitor; both in the combined score and in the Service and Parts categories. (It ranked second in the Sales category following the latest survey in the second quarter of 2017.)

Hino performed particularly strongly in the Parts category, gaining top scores in all eight comparative aspects of parts supply surveyed.

"We realise that customer satisfaction is a moving target, and generally in South Africa the movement is upward in terms of the Scott Byers scores. This means that we must continue to try even harder to satisfy the needs of our customers to retain our leading position," says Ernie Trautmann, vice president of Hino SA.

According to Trautmann, maintaining such aftersales excellence involves building and maintaining strong relationships between Hino Japan, Hino South Africa, its suppliers and the Hino dealer network.

Innovation is also required in the fast-paced world of OEM aftermarket service, as borne out by MAN Automotive, which has recently launched numerous

aftersales initiatives such as the innovative MAN ecotrade concept.

MAN ecotrade is the latest addition to the MAN Genuine Parts programme and allows for savings of up to 25 percent on selected new MAN genuine parts – in return for used MAN genuine parts.

The customer also benefits from long-term commitment to price advantages throughout the year, as well as extended life of vehicles out of warranty, as replacement parts are genuine (albeit discounted).

The feel-good spin-off is that this aftermarket trade-in initiative ensures that old parts are recycled in an environmentally friendly manner. Recycling of old parts allows for a reduction in the energy-intensive production of new parts (and the environmental emissions that this unfortunately creates).

Naturally, each OEM offers its own aftermarket solutions to customers. Refurbished or remanufactured parts, branded oils and lubes, and specialised replacement parts (such as batteries) are but a few.

Those that go the extra mile place special emphasis on the behind-the-scenes logistics related to aftermarket replacement parts.

Iveco, for example, uses a radio-frequency identification device (RFID) to identify and track individual replacement parts, from arrival in the warehouse to delivery to the workshop. This, the company says, protects the customer and their vehicle from the risks posed by counterfeit goods.

It's initiatives such as these that sell the next truck... **F**



Making way for **3D PRINTING**

Barloworld Logistics identified 3D printing as a key tool that is changing the world of supply chain management, with the industry possibly servicing garage-sized industries in the near future. **FOCUS** reports

The 2017 supplychainforesight report by Barloworld Logistics made the revelation while urging business leaders and decision-makers to start planning for the integration of this technology into their businesses.

"It is clear that 3D printing is going to have a major impact on the supply chain and Barloworld Logistics believes that now is the time to investigate how and where this technology can be leveraged most effectively," says Kamogelo Mmutlana, CEO at Barloworld Logistics.

Various sectors such as corporations, educational institutions and government have embraced 3D printing. The 2016 Wohlers Report states that the 3D printing industry, or additive manufacturing, grew 25,9 percent to reach US\$ 5,165 billion (R67,3 billion) in 2015. It is estimated that by 2025, the industry will reach US\$ 550 billion (R7,175 trillion).

"The benefits are endless and include unlimited freedom with regard to product design and manufacturing, as well as lowered production costs," notes Mmutlana. "From medical implants and prosthetics produced in a day, to low-cost



networks, we may soon be tasked with enabling nimble, innovative, garage-sized industries."

This concept is already somewhat visible in the 3D-design software launched as a joint venture by T-Systems South Africa and Dassault Systèmes in July. Part of this technology is a simulator, which is powered by one of the nine largest computers in the world (located in Germany).

This system can simulate an accident, the growth of cities and design factories and parts. What makes this technology ground-breaking is its ability, for example, to simulate how a factory would operate once it is built. This allows companies to identify any mistakes before the factory is built.

While this system is ideally suited to the manufacturing industry, it showcases the advanced technology that threatens to disrupt the transport and logistics industry. Mpumi Nhlapo, from T-Systems, warns that high-cost businesses are particularly susceptible to disruptions.

It is, therefore, important for businesses to understand and get ahead of these technological innovations. He points out: "If you are a high-cost gatekeeper, you are ripe for disruption."

With Frost and Sullivan expecting global logistics costs to reach US\$ 10,6 trillion (R137 trillion) by 2020, of which transport would make up 65 percent, it is essential for the logistics industry to find ways of reducing costs.

General Electric (GE) Aircraft has developed the world's largest commercial jet engine by using 3D-printed metal parts for the GE9X twin-engine jet. One of the parts includes a 3D-printed nozzle, which replaced the conventional nozzles that had over 12 welded parts.

The 3D-printed nozzle reportedly reduced the weight of the aircraft by 25 percent, which increased fuel efficiency, and it is rumoured to be the company's quietest engine to date. GE didn't stop there; it is currently building the biggest 3D printer...

The Atlas printer will be able to print objects up to one-metre long using various metals instead of plastic. One 3D printer could thus print an entire car or truck engine.

While this technology could benefit the manufacturers of trucks as well as improve efficiency and weight (as seen with the GE9X twin-engine jet), it could also disrupt the logistics industry, as 3D printers could be used to manufacture products in store.

However, this technology offers the logistics industry the opportunity to be innovative. As Natasha Sampson, partner acquisition and success manager at Dassault Systèmes, notes: "There is a lot of opportunity in the unknown. Companies need to disrupt, or get disrupted. Doing nothing is not an option." **F**

housing, this technology will change our world."

While 3D printing has not been widely embraced in South Africa, first-world countries such as the United States have adopted the technology, with more than two-thirds of American manufacturers now using 3D printing in one form or another.

Meanwhile, business analysts have predicted the rise of the "factory-in-a-box" style of production, which will do away with the need for multiple machines to make a single product.

"In the near future, each individual 3D printer could be able to print several different materials using multiple processes in multiple, decentralised locations," explains Mmutlana, "As a result, logistics and supply chain management could be drastically transformed. Instead of serving big, complex



DARK HORSE

FOCUS was lucky enough to acquire the use of a Mitsubishi Triton 4x4 double cab as a support vehicle for Truck Test 2017 earlier this year. The attention that it garnered was undeniable, and understandable, writes GAVIN MYERS

As we fuelled the trucks at Engen Blockhouse the day before Truck Test, a group of burly construction-type blokes walked out of the 1-Stop, lunch in hand, towards their Hilux. Parked a few cars down, the Triton caught their attention and they immediately made a beeline for it; checking it out from every angle and peering through the windows.

This was to be the first of many similar instances, with drivers of Hiluxes, Rangers, old Tritons, and most other bakkies, who were interested in the newcomer. It's easy to understand why ... the old Triton, and the Colts before it, had a cult-like following; never the market leader, but always the dark horse.

And what a dark horse ... while the Triton looks like a simple evolution of its predecessor, from exterior aesthetics to interior environment, it is better in just about every way – not only over its forebear, but over some heavy-hitting direct rivals as well!

Having moved the Triton double cab more into the leisure market, Mitsubishi has endowed it with what it claims is the longest cab in its class. There certainly is much space all round, although taller people might find their heads rubbing the headliner in the rear.

Most cab materials will feel as rugged as owners of the old Triton remember, but more upmarket at the

same time. The leather-covered seats (the driver's seat is electrically adjustable) are cossetting, while high-quality fit and finish refines the ambience of the cabin.

Possibly the most unrefined aspect of the Triton is its touchscreen infotainment system, which is a generation old and in need of a redesign. And



LIGHT BRIGADE

what's happened to the auxiliary instruments of old?

Nonetheless, the Triton gives its buyers a full suite of gadgets, including bi-Xenon headlamps with LED daytime running lights, dual-zone air-conditioning, cruise control, voice control, keyless entry and start, and a reversing camera.

The Triton's RISE body construction still retains the distinctive J-line, while other safety equipment includes the active stability and traction control (ASTC) system, anti-lock braking system (ABS), electronic brakeforce distribution (EBD), brake assist, hill-start assist and dual front airbags.

Driving the Triton is a delight. The 2.4 MIVEC aluminium-block turbodiesel is smooth, quiet and refined; building its 133 kW and 430 Nm quickly and exhibiting an eagerness to respond to throttle input.

The six-speed manual gearbox has a short throw, but the clutch travel is too long. We had the five-speed auto in our garage a while later, though, and this gearbox is responsive, shifts quickly and smoothly, and completely changes the Triton's character.

Mitsubishi has refined the suspension to provide a supple

ride, but the Triton remains stable and surefooted both on and off road. A bit of jiggliness remains at the rear, but the ride is, nevertheless, among the best. So is the low interior noise level.

That's not to say that it's lost its muscle; it'll still tow up to 1 500 kg. Furthermore, the Super Select II four-wheel drive system provides exceptional off-road capability, with its centre and rear diff locks.

Black marks? A few: most rivals feature six or more airbags, there is no interior door lock/unlock button, the cubby lids on both test vehicles had a tendency to stick closed and the optional "rock sliders" are too slippery to stand on and have sharp edges right at shin height.

However, that's relative nit-picking... The new Triton is a leap ahead of its predecessor, and up there with the segment leaders. At R559 900 the auto is the one to go for (R539 900 for the manual and including a five-year/90 000 km service plan and three-year/100 000 km manufacturer's warranty) but, either way, the Triton is exceptionally keenly priced and offers great value for money.

This dark horse deserves now to attract more attention than it ever has before. **F**

BELOW: The new Triton might look like an evolution of its predecessor, but it's a leap ahead in every way.



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BUILDING TRUST



Actros versus **ACTROS!**



Mercedes-Benz recently organised an utterly fascinating test in Portugal, where it pitted the Actros against itself! The results of this test were astounding. Then the company invited the International Truck of the Year jury to Portugal to explain how these "miracle" results could have been achieved. CHARLEEN CLARKE was there

...

Imagine a tennis match in which Milos Raonic is playing Milos Raonic.

Does this sound a bit daft? Maybe, but work with me here ... use your imagination. The one player is Raonic in 2011 – when he earned the paltry sum of \$674 966 (R8.9 million) in prize money. The other is Raonic in 2016 (when his prize money sky-rocketed to \$5 588 492 ... or about R73.9 million).

Along the way, he's become a whole lot better. The current Raonic should thump the earlier Raonic. As they say in the (South African) classics: do you catch my drift?

Now the same should really apply to trucks, and, in most cases, it does. The latest models are, indeed, much better than previous derivatives. However, Mercedes-Benz recently decided to put this to the test.

TESTING TIMES

This was done very scientifically: the truck manufacturer engaged the services of six transport journalists who tested two Actros 1845 vehicles – a first-generation Actros, which was in production until 2015, and a current Actros 1845 with what the company is calling "the second-generation powertrain".

The journalists drove the trucks on a hilly route between Tavira and Lagos on the A22 motorway in Portugal's Algarve. The total distance covered was a whopping 4 800 km.

The A22 represents the perfect test route; there's little traffic out of peak tourist season and the gradients are challenging (although they do pale into insignificance compared to Van Reenen's Pass).

Naturally, the test was extremely scientific; in typical German fashion, they adopted a methodical and highly accurate approach to measurement. I could go into enormous detail ... but then this article would fill this entire issue of **FOCUS**. So, you're just going to have to trust me on this.

INCREDIBLE RESULTS

The results of the test were quite astounding. Back in 2016 at the IAA, Mercedes-Benz promised that the new Actros with its second-generation powertrain would deliver fuel savings of up to six percent (versus its predecessor).

However, when Predictive Powertrain Control (PPC) was activated on both test vehicles and set to eco mode, the journalists achieved a staggering 10.6-percent saving! How on earth could they have managed this?

INTERNATIONAL TRUCK OF THE YEAR JURY ENTERS THE FRAY

In order to establish the answer to this question, the International Truck of the Year jury travelled to Portugal. We wanted to find out how it was possible to slash your fuel bill by almost 11 percent! And so we did...

RIGHT: ITOY jury members were given the chance to prove the new Actros's claimed fuel efficiency gains. Over 4 800 km they achieved a 10,6-percent saving!



Interestingly, there isn't one magic wand that gets waved. Instead, Mercedes-Benz has done lots of things. Each of these helps to lower fuel consumption – sometimes by as little as a fraction of a percent. The drive axle on the latest Actros, for instance, is equipped with a needs-based variable oil supply, and it reduces consumption by 0,5 percent, but, when you add all those “things” together, that's when you get the abracadabra.

So exactly what are all these “things”?

OPTIMISED ENGINE

Clearly, the engine is rather important – and the very latest OM 471 ticks all the boxes. It offers a three-percent fuel saving (versus its predecessor). The engineers achieved this by enhancing vehicle dynamics at the lower end of the engine speed range most of all – and thus capitalising on a further reduction in consumption at the same time.

One of the methods employed by the engineers, in their quest to lower fuel consumption, involved fiddling with the injection system. The current Actros boasts the latest-generation X-Pulse injection system – the unique common-rail system with pressure booster in the injector and unrestricted flexibility for modelling the injection process. Maximum rail pressure has been increased from 900 to 1 160 bar, resulting in a maximum injection pressure of 2 700 bar now (versus 2 100 bar in the Actros models of old).

The biggest news, when it comes to engines, is the significantly increased torque at the bottom end of the engine speed range. This means that peak torque is available from just 800 r/min with the latest-generation OM 471 (versus 1 000 r/min for its predecessor). Naturally, this makes lower revs accessible. A new asymmetric turbocharger is partly responsible for the swift and substantial increase in power delivery at low rev speeds.

The aforementioned engineers also turned their attention to the asymmetric turbocharger, which has been one of the special features of the OM 471 engine from the very start. To ensure fast build-up of the boost pressure combined with a correspondingly quick surge in output and torque, the exhaust gases from cylinders four to six are forwarded directly into the turbine.



A defined quantity of the exhaust gases from cylinders one to three, on the other hand, is diverted for exhaust gas recirculation. This serves to reduce the NOx emissions. This solution has been retained in principle, but greatly improved upon when it comes to the finest details.

The previous EGR flap in the EGR path, for instance, has now given way to an EGR flap repositioned much further forwards in the exhaust manifold, which is some distance before the exhaust gas enters the turbocharger. Thanks to the flap's new position, both the EGR rate and the exhaust gas flow to the turbocharger can be controlled in accordance with the engine's operating characteristics.

Asymmetric injection is another new feature. In normal driving operation, the injectors for all six cylinders of the OM 471 are supplied with the same quantity of fuel. If regeneration of the diesel particulate filter is required at low loads, a high EGR rate of up to around 50 percent is set in order to raise the exhaust gas temperature.

KEEPING IT SIMPLE

The engineers also came up with another clever idea: they reduced the number of components and parts in the engine. This doesn't impact on fuel consumption, but it does play an important role when it comes to another factor: uptime. The thinking behind this move is that anything that's not fitted in the first place can't cause a malfunction. This is such a simple concept, but actually so clever!

NEW LOW-FRICTION ENGINE OILS

Mercedes-Benz is now making use of high-



temperature, high-shear (HTHS) engine oils. These are fully synthetic multi-grade low-friction oils in various viscosity classes between 0W-30 and 5W-40. These low-friction oils reduce friction losses in the engine at operating temperature, resulting in lower fuel consumption.

MORE ADVANCED TRANSMISSIONS

The Mercedes PowerShift 3 12-speed transmission has also received some attention. The goal, naturally, is to reduce friction losses. As such, the engineers turned their attention to the two constant-mesh gears of the splitter group.

As these are always engaged, efficiency plays a particularly important role here. They optimised the surfaces of the tooth flanks, using a so-called Superfinish production process. They are polished to the point that they're as smooth as glass! Absolutely

than before. Practically speaking, this means that – even before the truck reaches a summit – the vehicle can now roll for longer. It's a really incredible system that doesn't just make the life of a driver so much easier – it saves fuel, too.

ALTERNATOR SAVES ENERGY, TOO

The design engineers also turned their attention to the alternator and to finding new ways of saving energy there. They came up with a brainwave: a new alternator that no longer supplies voltage continuously, instead this can vary between 24 and 30 V (depending on the truck's requirements).

AERODYNAMICS GETS ATTENTION

Aerodynamics obviously also played a prominent role in developing the new generation of trucks from Mercedes-Benz. Because the engineers were so



no unevenness is discernible – even when you touch them with your bare hands. Friction losses in this specific area were reduced by 50 percent – and the engineers say that they're now at the limits of what is technically feasible.

PPC NOW EVEN BETTER

PPC isn't new; it was launched back in 2012, but, goodness gracious me, it really does a terrific job. We drove the latest Actros over an undulating route from Lisbon to the delightful seaside village of Peniche, and PPC is honestly just a dream, because it does all the thinking for the driver (the truck rolls, accelerates and changes gear in anticipatory mode, depending on the topography).

Now, driving with PPC is even more efficient. The shift points of the anticipatory cruise control have been optimised – and the Ecoroll phases are longer

determined to develop a fuel-efficient truck unlike any other, the current Actros spent 2 600 hours in the wind tunnel (that's unprecedented).

There are many innovations that have resulted. Just one is the new shape for the rear spoiler on the 2,5-metre StreamSpace cab of the Actros.

So, there you have it. These are just some of the ways in which a truck can be optimised (I've just scratched the tip of the surface; Mercedes-Benz did lots of other frightfully clever stuff, too). Roll on the days when the very latest trucks arrive here in South Africa! **F**

WATCH ALL THE ACTION!



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



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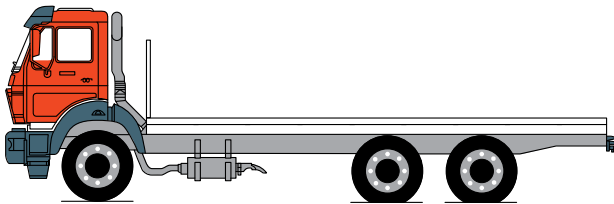
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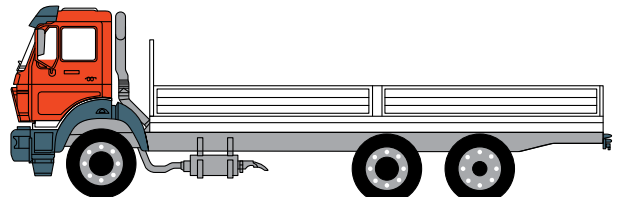
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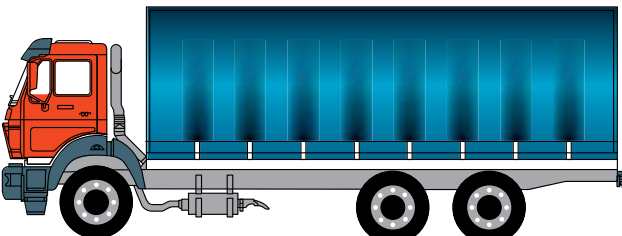
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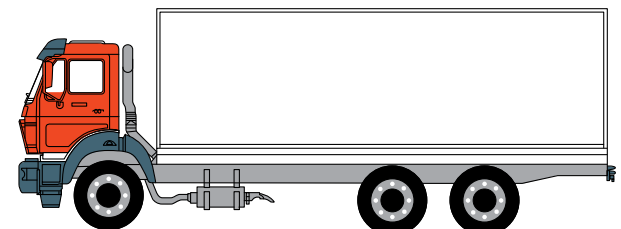
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LABOUR SHORTAGE LOOMS OVER JAPAN'S TRANSPORT INDUSTRY

A countrywide labour shortage and an older workforce have left the Japanese transport industry with too few truck drivers. MARISKA MORRIS reports

Japan is facing its worst labour shortage in 43 years. There are an estimated 1,48 jobs available for every job seeker. *The Straits Time* reports that this number is even higher for delivery workers with 2,68 job openings for each job seeker. The shortage of truck drivers is attributed to the low wages and long hours, which make the job unappealing to young people.

It is further aggravated by a surge in online shopping. According to *The Straits Time*, a record 3.9-billion packages were delivered to online shoppers in Japan during 2016. However, an estimated 20 percent of these packages had to be redelivered, as customers were not available to receive the packages at the time of delivery.


The Straits Time reports that another 90 000 delivery workers are needed for the return trips alone. To cut down on these trips, companies are

now using smartphone apps on which the recipient must confirm they are available before the delivery is made.

At the request of the transport industry, a new driving licence category for quasi-medium size trucks weighing 3,5 to 7,5 t (including passengers and cargo) has been issued in the hope of attracting more young people to the transport industry.

To create this new category, the upper limit for light-duty trucks was lowered from five to 3,5 t, while the lower limit for medium-size trucks was lifted from five to 7,5 t.

The driver of a medium-size truck needs to be at least 20 years old with two or more years of driving experience to qualify for a licence. However, for the quasi-medium size truck, a driver needs to be only 18 years old with no driving experience required. Young people who already have a licence to drive a car will



“
When the category of medium-size trucks was introduced, drivers with a licence for regular vehicles were no longer allowed to drive so-called two-tonne trucks. Many trucking companies complain that they can't fill new driver positions.

be allowed to drive quasi-medium size trucks of up to five tonnes.

With only four sets of driving lessons from a driving school, young people can have the limit on their licence removed in order to drive the 7.5-t trucks. The quasi-medium size trucks are typically used for short-distance or last-mile delivery of parcels and address the demand for online shopping deliveries.

The Japan Times quotes the spokesperson for Japan Trucking Association, Akira Saito: "When the category of medium-size trucks was introduced, drivers with a licence for regular vehicles were no longer allowed to drive so-called two-tonne trucks. Many trucking companies complain that they can't fill new driver positions."

With the new licence category, it is hoped that companies will find drivers more easily. The need for young people to replace the older population is especially pressing as the Japanese government is pushing to have elderly drivers removed from the roads.

According to *The Japan Times*, during the last decade about 450 fatal accidents were caused in the country annually by drivers aged 75 or older. To significantly reduce this number, a revised Road Traffic Law came into force in March, which introduced tougher tests to detect signs of dementia among elderly drivers renewing their licences.

In Japan, drivers aged 70 or older are required to take driving lessons and renew their licences. With this new law, elderly drivers also need to be tested for dementia by a doctor. If it is found that they have impaired memory or judgement, they are required to return their licences.

The Japan Times reports that between January and May around 106 000 elderly people voluntarily returned their licences. The number of fatal accidents caused by elderly people fell by 14.2 percent during the same period and is now the lowest it has been in ten years.

Technology magazine, *Wired* reports that the average age of American truck drivers is 65. The average age of a Japanese truck driver would be similar, as a quarter of Japan's population is made up of people 65 years or older, *The Japan Times* reports. It is estimated that one in three people in Japan will fall into this age bracket by 2035.

In Japan, around 70 percent of people in this age category are willing to keep working past age 65 and in 2015, 7.3 million people 65 years or older still worked.

The Japanese logistics industry is considering autonomous deliveries with drones and self-driving trucks. *The Straits Time* reports that the government aims to have an automated delivery system in place by early 2020.

To assist in this project, Toyko has agreed to rewrite laws and implement the necessary infrastructure such as 5G mobile networks. Japan hopes to start delivering parcels by drones to the mountainous regions, which cover 73 percent of its total land area, by 2018.

According to *The Straits Time*, testing of driverless vehicles will begin by March 2018 in order to have self-driving cars by 2020 and self-driving trucks by 2022. While these innovations will assist the transport industry to address the driver shortage, a bigger concern looms over the country – a low birth rate.

If the Japanese population does not continue to grow, there will not be enough young people to replace the elderly or retired. This could lead to labour shortages in other areas of the transport industry. It seems Japan will not be able to resolve its labour shortage any time soon. **F**

GLOBAL FOCUS NEWS

REAL BUSES FOR KENYA

Daimler Buses recently announced an ambitious project to launch two Nairobi-built Mercedes-Benz buses for the highly profitable Kenyan market. The buses are specifically built to operate on the rough Kenyan roads.

The 37-seat Mercedes-Benz 917 city bus is built with the urban environment in mind, while the Mercedes-Benz 1730 is designed to offer more room and comfort for up to 60 long-distance travellers.

Due to the rough terrain in Kenya, truck chassis are traditionally used for buses; their hard suspensions leaving very little room for passenger comfort.

To counter this, the new Mercedes-Benz bus

models are built on the reliable OF 917 (permissible gross vehicle mass of 10,4 t) and OF 1730 (GVM 18 t) bus chassis that were assembled in Chennai (India) and São Bernardo do Campo (Brazil) respectively.

The two chassis have been tried and tested in the tough terrains of India and Brazil where they performed exceptionally well.

"Both bus models set new benchmarks for markets in East Africa in terms of comfort, safety and reliability. For example, Daimler Buses is the only manufacturer in the Kenyan market to install anti-lock braking systems (ABS) and precision steering systems," explains Ulrich Bastert, head of marketing, sales and customer services.

SIGHTSEEING TOUR BUS GOES ELECTRIC

Spanish bus specialist UNVI is in the process of building battery-electric buses for sightseeing, due to increasingly stringent rules on particulates and noise emissions in European cities.

This first-of-a-kind electric, open-top, double-deck bus will be launched later this year as environmental zones in large European cities kick into effect. The tightening of rules on particulates and noise pollution have been adopted by many local authorities as a result of pressure from the European Union (EU) and citizens.

Sightseeing buses have an average service life that is two to three times longer than conventional city buses. As a result, schedule service operators in cities such as London, Paris and Berlin are switching to battery-electric vehicles, as most sightseeing buses may not be operated on inner-city routes to the end of their service life.

"We will be launching a battery-electric sightseeing bus for BusWorld 2017. The timely implementation has been made possible because UNVI recognises the needs of sightseeing operators and has a lot of experience in the construction of

double-deck, open-top vehicles... We are bringing our decades of experience as a manufacturer of special buses to bear in the field of e-mobility," explains Eloy Perez Martinez, MD of UNVI.

UNVI has partnered with experienced component manufacturers: BMZ will manufacture batteries, Ziel-Abegg Automotive the drivetrain, and SAV Studio the system integration.

"The three companies have already collaborated on several bus projects and are an experienced team," stresses Martinez.

UNVI's electric double-deck open-top bus is 12-m long and the basic version has two doors and a minimum capacity of 74 passenger seats. The bus has an operating range of 120 km, which is the same as a conventionally powered sightseeing tour bus.

However, the electrically powered bus has a huge advantage in terms of noise and particulate pollution. The number of people it can accommodate and the daily mileage is adjustable thanks to the vehicle having been built as a modular system.

IVECO UNLEASHES THE STRALIS X-WAY

Iveco recently previewed its new light, off-road Stralis X-Way at the Iveco plant in Madrid. The new truck is said to be the best in its class as it combines payload capacity with ultimate fuel efficiency.

The new vehicle will be available across European markets in September 2017. In light of its off-road ability, the truck offers safety technologies as well as the brand's most robust 8x4 chassis design with a kerb weight as low as nine tonnes.

"The Stralis X-Way breaks new ground when it comes to very specific requirements. Designed for on-road applications and light off-road mobility, our new X-Way combines the legendary Trakker chassis strength with all the fuel saving and safety features of the New Stralis," explains Pierre Lahutte, Iveco brand president.



The vehicle will be available with a choice of three high-efficiency engines of nine, 11, and 13 litres. It provides savings on maintenance and repairs as a result of its advanced technologies, long service intervals and durability.

Moreover, the Stralis X-Way can satisfy custom requirements for a wide variety of applications with a selection of axles, suspensions, vehicle setups, engines and transmissions, as well as on- and off-road homologations.

There is a range of comfortable cabs: the Active Day short cab with low roof; the Active Time sleeper cab with low or medium roof; and, for ultimate comfort, the Active Space Sleeper cab, which is designed for driver comfort on long-haul missions.

"With the X-Way, our customers can confidently tackle the 'last mile' on uneven roads and in sometimes difficult conditions," Lahutte says.



HOW TO SOLVE POOR MAINTENANCE AND BAD DRIVERS?

According to the Road Traffic Management Corporation (RTMC), 36 major crashes involving trucks were investigated during 2016, from which 143 fatalities and 136 injuries resulted. The accidents involved 49 trucks, 35 light motor vehicles and 11 minibuses.

Mike De Lange, owner of the Mike De Lange Service Centre, a member of the Motor Industry Workshop Association (MIWA), believes these accidents can be attributed to negligence and a lack of maintenance on trucks.

De Lange, who specialises in the servicing of trucks, says he often sees truck owners trying to save on expenses and not doing regular inspections.

Along with that, De Lange believes that there should be stricter laws regarding who should be allowed to own a truck.

"Anybody can buy a truck and put an underpaid and unskilled driver behind the steering wheel. Drivers should be receiving special training besides the requirements needed to get a code 14 licence.

"The industry is also being compromised due to some players hiring and repairing on the cheap, and then offering the cheapest quote possible for their services in order to undercut other players," he says.

Vishal Premall, director of MIWA, agrees: "Young and inexperienced drivers often don't fully



understand the mechanical condition of the truck, or the safe braking distances needed to stop the truck in the event of an emergency."

Premall says the number of truck accidents each year is unacceptable.

"There is also the pollution factor, potential loss of cargo and damage to property when accidents happen. The answer is regular maintenance and better training," he says.

Premall says regular maintenance is also the only way to guard against major repairs. He adds that authorities need to clamp down on unroadworthy trucks and reckless drivers.

"Trucks are a major risk factor on our roads and authorities need to be stricter on how these vehicles are being policed. Handing out fines and releasing dangerous vehicles and drivers back on to our roads is not good enough," he concludes.

DON'T MISS THE INAUGURAL FUTUROAD EXPO

Since the termination of the former Johannesburg Truck and Bus Show, local commercial vehicle operators and enthusiasts have been left wanting for such a trade show. The first edition of Futuroad Johannesburg, aims to remedy this.

Taking place at the Johannesburg Expo Centre, Nasrec, from Wednesday 27 to Saturday 30 September, Futuroad is positioned to develop into the largest commercial vehicle business-to-business trade show and networking platform on the African continent. Thus, it will serve the entire southern African region.

"It is the one event that any truck and bus operator and fleet owner cannot afford to miss," says Joshua Low, group exhibitions director, Messe Frankfurt South Africa.

Futuroad has a special focus on road transport, trucks, buses and trailers and invites truck and fleet owners, managers and bus operators to visit the show. Here they can experience the latest local and international developments, innovations, products and service offerings relating to trucks.

Providers of truck parts, components, products, and services, who serve the truck and fleet sector, will be in attendance.

"Road transport is a vital part of the economic system in sub-Saharan Africa and the ongoing drive towards the provision of more cost-effective solutions for the trucking industry is reflected in the number and quality of exhibitors," Low adds.

"Visitors can explore integrated commercial transport products and services designed to maximise customer satisfaction by lowering total cost of ownership, optimising vehicle uptime and delivering cost predictability to clients," he says.

In view of October being earmarked as National Transport month, Futuroad will also see a focus on transport through dedicated commercial-sector conferences by both the Southern African Bus Operators Association and the Road Freight Association.

Furthermore, Futuroad is co-located with Automechanika, Reifen, Scalex and the Forecourt event – and registration to Futuroad includes access to all co-located events, under one roof.

**PRE-REGISTER FOR THE
SHOW HERE:**



COMMERCIAL VEHICLE SALES REPORT FOR MAY AND JUNE 2017

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. Associated Motor Holdings (AMH) and Amalgamated Automobile Distributors (AAD) is now Motus Corporation, and continues to disclose aggregated figures.

Light Commercial Vehicles < 3 501 kg	May Total: 13 410	June Total: 14 278
Fiat Group	54	23
Ford Motor Company	2 944	3 407
GMSA	2 405	2 115
GWM	–	118
JMC	16	14
Mahindra	161	144
Mazda South Africa	25	33
Mitsubishi	28	40
Mercedes-Benz SA – estimate	13	16
Motus Corporation	572	360
Nissan	2 151	2 707
Peugeot	1	5
Renault	3	23
Suzuki Auto	10	19
Tata	82	107
Toyota	4 331	4 634
Volkswagen SA	614	513

Medium Commercial Vehicles 3 501 – 8 500 kg	May Total: 583	June Total: 800
Fiat Group	3	–
Ford Motor Company	5	12
GMSA	178	231
Iveco	40	102
JMC	12	14
Mercedes-Benz SA – estimate	131	172
Motus Corporation	13	11
Tata	23	32
Toyota	128	198
Volkswagen SA	50	28

Heavy Commercial Vehicles 8 501 – 16 500 kg	May Total: 422	June Total: 461
FAW	77	68
GMSA	94	119
Iveco	7	10
MAN	3	10
Mercedes-Benz SA – estimate	41	54
Powerstar	1	5
Tata	46	28
Toyota	63	79
Volvo Group Southern Africa	90	88

Extra-Heavy Commercial Vehicles > 16 500 kg	May Total: 977	June Total: 1 088
Babcock DAF	17	21
FAW	15	44
GMSA	28	32
Iveco	29	47
MAN	107	104
Mercedes-Benz SA – estimate	241	321
Powerstar	48	24
Scania	181	198
Tata	20	7
Toyota	28	36
Volvo Group Southern Africa	263	254

Buses > 8 500 kg	May Total: 74	June Total: 103
GMSA	1	–
Iveco	3	5
MAN	37	40
Mercedes-Benz SA – estimate	14	19
Scania	15	32
Tata	1	3
Volvo Group Southern Africa	3	4

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

GEAR UP FOR COMTRANS

The only commercial-vehicle exhibition in Russia, Comtrans provides the leading global and domestic manufacturers of commercial vehicles an opportunity to present their achievements at the largest exhibition platform in Eastern Europe. The event alternates with the IAA in Hanover and will take place this year between September 4 and 9.

The organisers of the exhibition are planning the total exhibition space of over 43 000 m², as well as the participation of more than 220 companies. These will include: manufacturers of trucks and vans, buses and minivans, trailers and semi-trailers, off-road vehicles and SUVs, utility vehicles and special vehicles.

There will also be companies exhibiting support and services systems, components and spare parts, tyres, oils, tools and workshop equipment.

The commercial vehicle show expects more than 17 200 visitors who will include specialists and experts in the commercial vehicle industry.

The 17th annual Best Commercial Vehicle of the Year in Russia awards will be held on September 4.

Every year, the leading foreign and domestic manufacturers of trucks, buses, and vans that are officially sold in the territory of the Russian Federation are eligible to win the contest. The jury consists of respected journalists from Russian publishing houses that cover the auto-transport industry.

BEWARE THE TS AND CS OF YOUR INSURANCE...

Having the correct comprehensive insurance in place is a legal requirement for heavy hauliers. However, in the event of a claim, insurers can have legal recourse should it be found that the conditions of the contract between the insurer and the insured have not been fully met.

Anton Cornelissen, head of Heavy Haulage at Santam, says: "It's essential for heavy haulage clients to understand the terms, conditions and exclusions on their insurance policies, especially as any breaches to the contract could lead to a claim being rejected and result in a costly setback for the haulier."

Transport operators and heavy haulers should take heed of the following:

- **Always notify the insurer of the status of the driver's licence:** It is the responsibility of the transport company or heavy haulier to notify the insurer if the licence of an authorised driver in their employ has been endorsed, suspended or cancelled, or if they are charged or convicted of negligent, reckless or improper driving.
- **Make sure all drivers' licences are valid:** According to the National Road Traffic Act (Act 93 of 1996), any person who drives a vehicle on a public road must be in possession of a valid driving licence.
In the event of a collision, an insurer will not honour any claims where individuals driving a vehicle are not in possession of the relevant valid driver's licence, as required by the terms and conditions of their policy.
- **Ensure that all drivers have the appropriate licences:** A driver who is not licenced to drive a heavy-haulage vehicle, or who drives without a Professional Driving Permit (PrDP), are two more instances in which a claim might be rejected.



A PrDP is issued in addition to an ordinary driving licence and is a requirement for people driving on a public road and transporting goods, dangerous goods or passengers for an income. All drivers are also required to have the correct permits according to the type of vehicle being operated.

- **Roadworthy vehicles:** It is a legal requirement that all vehicles on South African roads – including trucks – must be in a roadworthy condition. All trucks must undergo a roadworthy test annually.

Owners will not be able to renew their licenses without the presentation of a valid roadworthy certificate. The insurance policy stipulates that truck/fleet operators must ensure their trucks comply with the Road Traffic Act in terms of roadworthy conditions.

Cornelissen further advises that any misrepresentation, incorrect description or non-disclosure that may have a bearing on the insurance policy can render a claim null and void.

"Having full knowledge of the stipulated terms and conditions and knowing the responsibilities of both the insurer and insured party is, therefore, essential for those engaged in the heavy haulage industry," concludes Cornelissen.

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FOCUS

ON BUS AND COACH

AFRIWAY JEWEL

in Iveco's crown gets
bigger and brighter



THE BUS OF THE FUTURE
is nearer than you think...

Recounting the impact of the
MINIBUS-TAXI INDUSTRY



Defining the bus of THE FUTURE

FOCUS looks into its crystal ball to uncover some innovations that hint at the buses of the future

The bus of the future – what will it be? We've seen some new concepts in recent years (some of which are already in service in designated areas) that paint a picture of a passenger experience that is comfortable, connected, on demand and more attractive to the public transport user of the future than buses have ever been...

To truly figure out what the bus of the future might look like, however, we need to look at the innovations that are currently surfacing and the programmes that are already running.

Take the European Bus System of the Future 2 (EBSF_2) programme (which runs until April 2018) as an example. It seeks to test and evaluate innovative solutions for urban and suburban bus systems in real operational scenarios. These include energy management, green driver-assistance systems, vehicle design and the interface between the bus and its surrounding infrastructure.

The more than 500 vehicles across 12 European demonstration sites are in operation to improve the efficiency and image of bus transport among rapidly increasing urban populations that are, on the whole, rather apathetic to the concept of travelling by bus.

ELECTRIFIED

Bus manufacturers need to ensure that their products suit the systems – and the users – of the future. As we know, electric and hybrid drive is one of the most

significant developments for public transport vehicles operating in cities that have increasingly stringent noise and air-pollution restrictions.

Development in this sector is advancing rapidly. The ElectricCity partnership for electrified transportation in Gothenburg, Sweden, is a collaborative project between academics, industry and the public sector, which is aimed at developing, demonstrating and evaluating new sustainable public transport systems for the future.

The ElectricCity partnership recently took first prize in the "operational and technical excellence" category at the 2017 UITP Awards.

"The restructuring of the transport sector is necessary if we are to succeed in creating a sustainable society and the cities of the future. Here sustainable public transport is an important puzzle piece," says Niklas Gustafsson, chief sustainability officer, Volvo Group, which is one of two main partners in the project.

For MAN Truck & Bus, the "hybrid bus of tomorrow" is a current research project being run under the umbrella of the European Union's Horizon 2020 Ecochamps project. MAN is constructing a hybrid bus driveline, which should be up to 20-percent more efficient.

"In the city-bus segment in particular, we are seeing huge potential for using eMobility applications. However, the total cost of ownership plays an especially significant role for transport



operators and carriers," explains Dr. Götz von Eisebeck, head of eMobility at MAN Truck & Bus. "For this reason, we are working continuously to find both technical and economic improvements for our solutions."

As part of this project, MAN is developing a concept for a basic vehicle with an electric driveline that, depending on customer requirements, can integrate different energy sources. The basic hybrid bus will be unveiled in the last quarter of 2017.

Scania, too, has entered the electric bus race. At the end of 2017, field tests will begin for three Scania Citywide LF buses for forthcoming battery-electric buses in the northern Swedish city of Östersund.

It's well known that the company offers a wide range of alternative-fuel buses and coaches. "By adding battery-electric buses, we will further strengthen our focus on sustainable transport and complement this broad range with buses particularly for inner-city operations," says Anna Carmo e Silva, head of Scania Buses and Coaches.

"The introduction of battery-electric buses here is really exciting," says project manager Anne Sörensson from the City of Östersund. "They will contribute to our aim of achieving fossil-free transport by 2030."

SAFE

While low – or no – emissions are not negotiable in the bus system of the future, buses will also have to be safer and more comfortable than ever. Since November 2015, emergency braking systems have been mandatory for newly registered heavy-duty coaches (and trucks) in Europe.

During 2018, Daimler Buses will introduce its new Active Brake Assist 4 (ABA 4) with pedestrian recognition; which, it says, is the world's first emergency-braking assistance system in a bus to automatically brake for pedestrians.

The system comprises long- and short-range radar systems. The long-range radar registers multi-track vehicles and stationary obstacles at a maximum distance of up to 250 m in a direct line in front of the coach, single-track vehicles such as bicycles at up to 160 m, and pedestrians at up to 80 m. The short-range radar has a maximum range of 70 m and is also

able to recognise pedestrians and vehicles in front and to the side of the coach.

ON-DEMAND

Uber with buses – think it could never work? Berlin-based CleverShuttle mobility service thinks otherwise, and it's even attracted strategic investors such as Daimler Buses.

CleverShuttle runs an on-demand ride-sharing service in Berlin, Munich and Leipzig, Germany. The company offers the world's first emission-free, on-demand urban driving service.

An intelligent optimisation algorithm bundles CleverShuttle passengers with similar routes into a single vehicle and drives them efficiently and inexpensively from door to door. The new on-demand software is based on the tried-and-tested technology from CleverShuttle and can be integrated into existing regular service routes.

The company has now joined forces with EvoBus GmbH to develop its business-to-business division.

Says Bruno Ginnuth, co-founder and MD of CleverShuttle: "We're closing the gap between buses and taxis. Both have their own purpose, but in between them there was hardly anything available in Germany. Now we want to use our knowledge as a business-to-business solution provider."

CUSTOMISABLE

Meeting customer requests for special parts can be challenging, but 3D printing is making it quicker, easier and more cost-effective to manufacture parts. 3D printing allows for complex, moving parts – traditionally consisting of several components – to be created in a single step and without extensive assembly operations.

In addition to avoiding the costs of manufacturing special production tools, additional savings arise for small-series (replacement) and special parts, which are produced and supplied in specific quantities.

Special and low-volume parts can be modified at will, adapted to customers' special requirements and produced in a custom design, and delivered to them in a matter of days. This proves particularly economical in small series involving batch sizes from one to 50 units. It also allows for flexibility at a local level. **F**



Year of the AFRIWAY

Time flies when you're having fun... The truth of that statement could not have been more surprising when the realisation dawned on GAVIN MYERS that it was exactly a year ago that we last spoke with Ray Karshagen, head of the bus division at Iveco South Africa Works

FOR MORE INFO
ON IVECO BUS
SCAN THIS CODE!



Much can happen in a year... Since last August, Iveco Bus has strengthened its position in the local industry and completed "phase one" of the Afriway project; having now launched both 4x2 and 6x2 configurations, both with manual and automatic transmissions.

The result is an extended reach to approximately 70 percent of the local market – and an expected boost in overall market share by the end of 2017.

"It's now about eight months since the launch of the 6x2 and we are still running demos with operators. These units are performing well and have returned some pleasantly surprising fuel consumption figures. The penalty from the extra mass does not differ much from the 4x2. We have also received good reports from drivers," Karshagen says.

The Afriway 6x2 has been targeted specifically at operators in the commuter market who are looking for more passenger load. With its 80 seats, the cost per passenger is lower than with the 65-seat 4x2.

Karshagen expects that once some big orders for the 6x2 (which are currently in the pipeline) have been fulfilled, a 15-percent total market share for Iveco Bus will be realised by the end of 2017. This is despite the overall market expectation to remain static. "The real impact of Afriway 6x2 will be seen in 2018," he says.

Karshagen adds that the current trend in the commuter bus market is for big operators to subcontract to their empowerment partners, which results in the automatic-transmission models being more popular.

"It's the right product for stop-start operations – the driver experiences less fatigue and the ride is smoother for passengers, while being a more cost-effective bus in terms of maintenance. The new technology in modern automatic transmissions

removes the old barriers in terms of price and cost of operation," Karshagen says.

In the Iveco stable, automatic models outsell the manuals by four to one. "Analysing the total market, that split is closer to 60/40. Ten years ago it was probably the other way around..." Karshagen reckons.

The vehicle is only one part of the equation that makes up a successful supplier-customer relationship. "Operators want the right partner – it's a marriage, not a hit and run... There's no longer such a thing as a bad product. The industry has changed and it's now all about total cost of operation, parts pricing, servicing backup and financing packages," says Karshagen.

In this vein, Iveco Bus has aligned with WesBank through its Iveco Capital division. According to Karshagen, this financing operation is growing daily and combines well with the repair and maintenance contracts offered through dealers.

"We give new entrants business development aid and link them with a good operating partner, depending on their area of operation. It's a coaching and mentoring initiative. Often their entry into the market is as a subcontractor to a larger operator, so that relationship has sometimes already been established in advance."

So, what might we expect over the next year from Iveco Bus? Karshagen hints at the next phase of the Afriway's development involving the possibility of a rear-engine city bus, but, in the interim, the 26-seater Daily minibus has been incorporated into the Iveco Bus portfolio.

"It's interesting to note that many Afriway operators also have a need for a smaller vehicle," Karshagen explains. "This vehicle was recently crowned 2017 Minibus of the Year in Europe," he adds.

We'll be interested to see how the brand has progressed by the time August 2018 flies around. **F**



Let's have more taxi BLOCKATHONS!

I wish that the taxi people would time their blockades to coincide with a passing VIP convoy. That will be fun to watch

How many more minibus-taxi blockades will we need before we realise that public transport is in a mess? To use an old cliché, none of this is new. Unless we fix the problem, though, South Africa can look forward to endless repetition of these incidents.

The taxi people are actually doing us a favour by bringing certain problems to our attention. If we fail to fix them, junk status is here to stay.

Previous Hopping Off columns have provided a reminder that it is shallow thinking that has got us here. It started as long ago as the 1950s ... but space is limited, so let's fast forward to *The Star* of June 28, 1988:

"The expansion of black taxi fleets has proved the miracle of the mid-1980s, Mr Clem Sunter, scenario planner at the Anglo American Corporation, said in Johannesburg yesterday. Investments in taxi fleets was now running at R3 billion and the number of jobs created, directly and indirectly, stood at 300 000, equal to 60 percent of the labour force of the gold mining industry."

At the time, it was fashionable to elevate the taxi industry almost to the same level as that of the gold mines. A month earlier, in *Business Day* of June 15, an economist from the University of the Witwatersrand, Frank Vorhies, had weighed in with this:

"There are about 400 000 black workers in the gold mines. There are about 100 000 black taxi drivers, plus thousands of others supporting the industry. In other words, the taxi industry is now at least 25 percent of the size of the entire gold mining industry ... we should not be worrying about the small impact of some external factor like the United

States trade deficit. We should be looking at the large impact of internal factors, like liberating black enterprise."

Actually, we should have worried. At least the gold mines were earning much-needed foreign exchange, something which the transport industry in South Africa has never been very good at. Exporting a few cars counts for very little.

Sadly, the "low-road scenario" – a phrase coined by Sunter at that time – in which South Africa now finds itself, is partly as a result of our unquestioning acceptance of the shallow arguments put forward thirty years ago.

After that, it merely got worse. In early February 1993, a taxi blockade severely disrupted traffic in the centre of Johannesburg. Dozens of crisis meetings were held. One of them was a "taxi indaba" held later that year under the auspices of a now long-defunct National Transport Forum. Forgive me for quoting its Final Draft Policy at some length – but all the authorities have to do is read the following:

"Urgent action is necessary to formulate and introduce the necessary policy structures required in the taxibus industry, so that procedures can be stabilised and taxibus operations be placed on a sound business footing for the benefit of the entire community. Such changes will not come about voluntarily ... there is also no guarantee that an improved situation will be automatically maintained into the future, as there do not appear to be self-regulating forces in the industry which are capable of bringing about lasting changes of universal acceptability.

"It is necessary to formulate equitable provision for placing the taxibus industry on a par with bus and



commuter rail transport in terms of concessions and support systems based on the same principles for all modes."

Sadly, I predict that the authorities will merely start the same tired old processes that inevitably follow each taxi crisis.

All of this is nothing more than plain common sense. We know what to do, and have no excuse for not doing it. This concept was an integral part of the Gauteng 25-year Integrated Transport Master Plan (ITMP25) of 2013, which was later withdrawn for reasons unknown.

Maybe the EFF will follow up on this. If they are confident enough to tackle corruption at Transnet, this one shouldn't be too difficult.

Let's conclude by refreshing our memories. The ITMP25 listed 164 bus routes in Gauteng that are

supposed to be introduced. They are divided into Red, Blue and Green routes, representing different levels of service.

About 8 000 vehicles would be required. Many of these routes could be operated using small buses under contract to the appropriate authority. There would be considerable scope for taxi associations to participate, and operators would receive guaranteed income.

Instead of pushing this plan with vigour, the Gauteng Province is wasting time with the expansion of the Gautrain. And our sleepy "coalition" city councils are letting the province get away with it.

So, let's have a few more taxi "blockathons". If they don't succeed in waking us up, we deserve to remain in junk territory for ever. **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 STOPS

REDEFINING URBAN BUSES

The new, re-designed MAN Lion's City urban bus has been revealed! The new design boasts a plethora of impressive and exciting technological innovations both inside and outside.

The new Lion's City buses have been developed with a clear focus on efficiency, comfort and ergonomics. For the very first time, a MAN bus design will offer full-LED main headlights and tail lights, setting new standards for component life-cycle costs.

For the exterior look, MAN has opted for the classic formula with typical black MAN front panel and chrome trim, as well as its large side windows. The rear of the new MAN Lion's City looks classically arranged with unmistakable features typical of MAN buses.

In the interior, an integrated colour and trim concept creates a contemporary and bright impression that looks neat, tidy and welcoming. Interior lighting is provided by indirect LED lighting, together with optional ambient lighting, which creates a uniform and dynamic lighting design. The lamps are energy efficient and boast a lifespan of up to 10 000 operating hours.



MAN Lion's City drivers will find the new buses a pleasure to drive. The positioning of switches and instruments has been designed to increase the bus's user friendliness. In addition, the high driver's door and a raised seat improves the driver's position in relation to the passengers boarding the vehicle.

Testing of the MAN Lion's City will take place in September across several European cities. The new buses will officially launch in March 2018.

MANAGEMENT

Readers include decision makers in the safety, health and environment arena, company directors, risk managers, health and safety managers, environmental managers, quality managers, SHEQ practitioners, SHEQ officers, training managers, various labour organisations, government agencies and non-governmental organisations.



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