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Published monthly by Charmont Media Global
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PRINTING
Camera Press

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FOCUS ON THE FUTURE

CHANGE IS THE LAW OF LIFE. AND THOSE WHO LOOK ONLY TO THE PAST OR PRESENT ARE CERTAIN TO MISS THE FUTURE – JOHN F. KENNEDY



GAVIN MYERS

On researching quotes with which to open this column I came across hundreds of profound words, and the one thing that was clear is that the views people have on the concepts of past, present and future are both interesting and varied.

When I started at **FOCUS**, more than six-and-a-half years ago, my past was simple – a degree in journalism; a passion for writing; and a love for piston power, driven wheels and the glossy magazines that allowed kids like me to indulge the passion.

My present, on the other hand, was filled with the excitement of finally, professionally entering the glamorous world of automotive publishing. My future was still lined with rose-tinted hope and a cautious view of this new arena of diesel and dust.

Fast-forward to August 2017 and much has changed. The internet has morphed into a force nobody can ignore as digital platforms become increasingly favoured by consumers. This is a somewhat scary thought for the print industry as it reminisces about a golden past.

The commercial-vehicle industry has changed, too. The accelerated rate of technology proliferation in all spheres of product and service has increased. A new generation of operators is emerging, as well.

In fact, if there's one thing we can say with certainty about

transport operators it is that dwelling on the past is not in their makeup – dealing with current issues to ensure a more efficient, prosperous future is more their way of thinking.

Where does all this leave **FOCUS**? Well, in recent years we've put a greater emphasis on our digital integration, creating a convenient mobile app and placing web-based platforms such as *Facebook*, *Twitter* and *YouTube* high on our daily agenda – in which regard, you can expect bigger and better things to come.

The actual printed magazine is, however, still front and centre of our media model. The challenge is to evolve it and integrate it as much as possible with these digital platforms, in a way that brings our readers and advertisers an even more immersive experience.

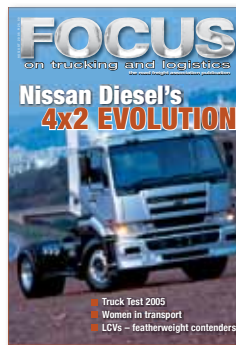
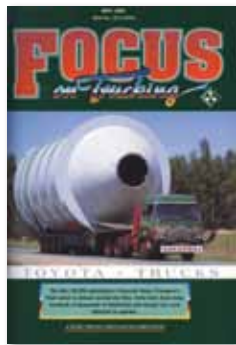
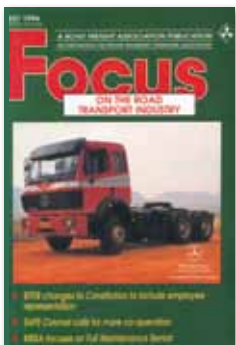
We aim to entertain and inform – that much has been true in the past – only now we have ever more “futuristic” avenues with which to do so.

So, paging through this issue you'll enjoy a new look and feel. You'll be exposed to new voices of industry professionals, who share their views on pertinent topics of the day (and maybe even the future). You'll also be able to expand your magazine-reading experience with your mobile device...

If you're unfamiliar with those funny little square blocks you've been seeing on some of the stories, go to your device's app store and download a Quick Response (QR) code scanner. Aiming it at one of these QR codes will unlock all manner of content related to that story – from websites to multi-media content – and put even more value into your hands as our reader.

All this – and more to come as we roll into the future – is our concept for the evolution of **FOCUS** to ensure it remains at the forefront of South Africa's commercial vehicle media ... whether it be old-school print, the present emphasis on digital, or the futureproofed combination of the two.

Thank you for joining us! **F**



1994

1996

2005

2010

2017



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LETTERS

KEEP RISING, LADIES

I am very happy to see how women are striving in the logistics and transport industry. From my experience, I know this is a tough industry, which is still dominated by men. There are, however, a few leaders and CEOs who instil some hope in me that more and more women will, in time, rise to leadership positions.

I have been in the logistics industry for over 20 years now. I am approaching retirement, and believe that I have made a success of my time. I am looking forward to seeing my grandchildren more often and taking a rest from my career.



It has been competitive and tough. I started off as an assistant and am now head of a division. Other women, like my respected colleagues and, closer to home, my mother and sisters (who were leaders in their own respective fields), kept me determined.

It is important for women to remind themselves that they have made it.

Thanks for highlighting the success of the women from Michelin, Dachser and Altech in your previous issue.

I can say that Women's Month has been great; it is inspiring and encouraging to be acknowledged.

As a country we have come a long way, but also have a long way to go. It is, however, great to live in a place where no one will ever say "you cannot do it because you are a woman".

To fellow decision-makers, women in business and corporate leaders, I say: "Cheers to us! We are leading a path to greatness for future generations."

Anonymous - by email



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THE ROAD TO ULTIMATE EFFICIENCY

SCANIA SOUTH AFRICA AND THE 4PL GROUP ARE TWO COMPANIES THAT VALUE CONCRETE RELATIONSHIPS AS A BASE FOR MUTUAL GROWTH. THE RAPIDLY RISING LOGISTICS SUPPLY CHAIN SOLUTIONS SPECIALIST IS ACHIEVING JUST THIS WITH THE SUPPORT OF ITS VEHICLE SUPPLIER OF CHOICE

As its name suggests, the 4PL Group business model was always going to be non-asset based. However, since 2006, the 4PL Group has expanded rapidly. In 2007 it purchased 50 percent of a Cape Town-based company focusing on the tautliner and flat-deck market. Today, this business unit is known as 4PL Cape.

Later, in November 2010, the company bought the Afgri logistics division (that was bought as a going concern from Afgri), where it inherited a fleet base of 20 International trucks – as such, the 4PL Fleet division was started, which is a completely stand-alone bulk-tipper business within the 4PL Group.

4PL Group also invested in two other fleet businesses, express-freight business Transmart (in 2009) and niche tautliner and flat-deck operator Teralco Logistics (in 2013).

All this expanding business activity meant the 4PL Group needed a reliable vehicle partner, and as Louis Adlem, MD, 4PL Fleet and 4PL.com, had known Johnny-Ray Basset, key account manager national fleet, Scania South Africa, for many years, Scania was the first – and so far only – port of call.

The Group officially bought its first Scania in February 2012, and today its heavy-duty fleet of 68 vehicles (across all business units) is completely made up of the Scania G460 CA 6x4 MSZ.

"After long consultation with Scania, during which it acquired an understanding of our business and the applications we

operate, the G460 was found to be the vehicle best suited to our business," explains Adlem.

The company also rents vehicles from Scania Rentals for additional capacity, to mitigate the risk of taking on seasonal work and when gauging the feasibility of entering new markets. "When the new opportunity makes sense with the rented vehicles, we then replace them with units bought specifically for the job," laughs Adlem.

In fact, the 4PL group makes use of the full suite of Scania services; from buying on tailored packages from Scania Finance (with guaranteed trade back on assets after three years or 600 000 km) and maintenance, through full Scania Repair and Maintenance contracts, to employing the Scania Fleet Management C200 system. The entire solution comes together to maintain optimum efficiency.

"Efficiency is a key for us to achieve success – we need to reduce down time, work smarter and pick the best assets. Fuel efficiency is a key factor and here the Scania trucks are way ahead of the competition.

"Of course, we must have dedicated aftersales service ... our relationship with Scania results in tailor-made solutions to achieve this by guaranteeing maximum uptime. Scania is proactive in getting issues resolved," Adlem explains.

Basset adds: "Aftersales is the most important factor. Scania tries to create a solution that gives the best cost of ownership. For example, we have an agreement that if a 4PL vehicle arrives in one of our workshops, it gets attended to immediately."



Efficiency is also maintained through the Scania Fleet Management system. "This is a management tool that allows us to monitor fuel consumption and driver behaviour, among other parameters," says Basset.

Reports are sent to Adlem and his team on a weekly basis and each quarter Scania customer care representatives meet with him to discuss the vehicles' costs per kilometre, the workshop experience and problem areas.

"We can't allow a truck to stand for any reason," Basset adds.

"The more information we have, the more efficient we will be," explains Adlem. "Improving fuel consumption is

"New drivers spend time with older drivers and receive driver training through Scania, before being assessed and then put into their own vehicles. Training and driver retention is very important. Because of the demanding routes that we run, our drivers need to be 100-percent confident. It would be negligent of us to not spend time and money on them," he says.

As Adlem points out, a transport company's reputation is always on the line.

"Scania understands this; the brand's staff understand the transport game. We're investing in assets – it's not

“

Efficiency is the key for us to achieve success – we need to reduce down time, work smarter and pick the best assets.



one of our focuses; because diesel is the biggest expense in any transport business costs are meticulously calculated on a daily basis. Because we are a smaller tipper fleet, in comparison to the companies that own many vehicles, we can adapt when necessary to find optimal levels of efficiency."

Another benefit of the system, and the close relationship between customer and supplier, is that the drivers' skills can be optimised. If any drivers need on-route training, or refresher training outside of the regular six-monthly courses, Basset can pick this up and implement it.

Adlem explains that all new 4PL drivers go through a rigorous training programme.

for the short term and we're confident that we're making a good investment in the complete solution that Scania offers. In fact, it's a great solution that suits all our needs!" he enthuses.

Basset is humble in his reaction: "We're really trying our best to give the best service. Our fleet customers have the backing of all the directors in our business. 4PL can now see the dividends of its investment in Scania vehicles."

"Our culture is to build and maintain relationships with reputable suppliers. We're not constantly out looking for the 'best deals' ... we are committed to Scania and we're walking a long road together," Adlem concludes. **F**



 @UDTRUCKSSA

GERT SWANEPOEL joined UD Trucks, then known as Nissan Diesel, in 1989 as a development engineer before moving to the aftermarket department. He was appointed the regional sales manager in 1995 and was promoted to national sales manager in 2000. He continued his passion for the brand as general manager: sales from 2004, and was subsequently appointed sales director of UD Trucks on September 1, 2015. He was appointed as MD of UD Trucks Southern Africa in February 2017.

ENHANCING THE TRANSPORT INDUSTRY THROUGH TRAINING

TRUCKING FORMS AN INTEGRAL PART OF THE AFRICAN ECONOMY AND THE DEVELOPMENT OF THE CONTINENT'S INFRASTRUCTURE, BUSINESS AND, ULTIMATELY, ITS PEOPLE. AFRICA'S DEVELOPING ECONOMY DRIVES THE DEMAND FOR COMPETITIVELY PRICED AND EFFICIENT TRANSPORT SERVICES

It is estimated that 86 percent of the freight transported in South Africa annually goes by road.

Trucking is a diversified business activity playing a key role in many economic sectors from agriculture, mining, quarrying, manufacturing, construction, distribution and forestry, to household removals, container cartage, bulk fuel transport and rural bread delivery.

One must keep in mind that in Africa trucks travel long distances, often on poorly maintained roads, to get the job done.

Although trucking is one of the most dynamic and rewarding industries in which to be involved, it also brings many challenges. Safety and effective maintenance of trucks have become highly contentious issues, and have in a way tarnished the image of the industry.

For this reason, as a manufacturer, UD Trucks focuses a lot of attention and resources on training and improving the skills levels within the industry. The company believes that fleet owners should empower their employees to make knowledgeable decisions about the way they operate their trucks on our roads.

The UD Trucks Competency Development Centre was established specifically to provide staff, dealers and fleet owners with world-class development opportunities through various technical and non-technical training courses. One of the key focus areas is driver training.

Since the inception of the programme in 2002, UD Trucks has trained around 120 drivers per year,

meaning that the company has added around 2 000 skilled and qualified drivers to the industry.

The Competency Development Centre provides training to all UD fleet owners. Training is also available at any one of the brand's more than 50 dealers situated across southern and eastern Africa, through various train-the-trainer programmes.

UD Trucks's Extra Mile Challenge is another annual event where fleet drivers are evaluated through various challenges to be named UD's most efficient and productive driver. The winner then goes on to participate in the global finals in Japan.

As truck drivers play such a vital role in the success of any fleet company and in the country's economy, UD sees it as vital to recognise and celebrate these valuable skills in this manner.

Another way to ensure the vitality of the industry is to empower people through learning and skills-training opportunities. For example, UD trucks are assembled at our plant in Rosslyn, Gauteng, where employees are constantly trained to ensure the highest levels of safety and quality.

UD's objective is to provide ongoing developmental opportunities that allow the company to achieve its business objectives, and also contribute to the overall development and empowerment of staff, dealers and customers' businesses.

We all need to do our part to support, teach and develop our staff to ensure the vitality and quality of the industry in the region. As a company, it is a privilege to be able to provide these opportunities to our staff and our community. **F**





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 @EconometrixZA

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

BEWARE THE DOWNGRADE?

SHOULD A DOWNGRADE OCCUR, WHAT WILL BE THE IMPACT ON COSTS AND FINANCING FOR THE TRANSPORT AND LOGISTICS SECTOR?

Since the beginning of 2017, many consumers and businesses have been wary of a possible total downgrade. This has resulted in depressed business and consumer confidence indicators, extending to concerns over the economic climate in the near future.

After the downgrade by S&P and Fitch in April, ratings of local banks followed suit. Bank ratings cannot be higher than the sovereign rating, which is why many global banks are headquartered in financially strong sovereigns, such as the United Kingdom.

It is widely understood that a further downgrade will prove disastrous for many sectors in a stagnant South African economy.

However, the impact across the transport and logistics sector is slightly more difficult to pick apart. It has been widely accepted that a full downgrade into junk status will result in a sharp depreciation of the rand, and a subsequent increase in the fuel price.

The cost of fuel as a share of total operating costs will rise at a time when the dollar oil price is being constrained by supply ceilings imposed by non-compliance at OPEC, and the emergence of United States shale oil.

Operators that exist on small margins will find it difficult to remain competitive if fuel prices constitute a higher percent of their operating budget.

In times like this, innovation and fleet replacement become essential – although difficult – tasks, especially

when we have seen a decline in fixed investment limiting the demand for heavy commercial vehicles.

The second point of concern is financing a fleet, which remains a challenge that continues to trouble many transport operators. Following a downgrade financing becomes more difficult as credit repayments are likely to increase significantly as the repo rate shoots upward.

Our own forecast brings the prime rate trending consistently upward into

moving in a positive direction.

Is there a shining light? Banks remain well capitalised and financially sound. The financial crisis of 2007 provided a lesson in the dangers of undercapitalised, illiquid financial institutions. South African banks have shown resilience and are sufficiently evolved to weather the short-term volatility that will occur should a further downgrade take place. This means the financing environment will not be too debilitating.



2019 (should a downgrade occur), when the economy should be in recovery territory. Operators existing on the margins may find it difficult to attract the required long-term financing with favourable rates.

In July the Reserve Bank announced it would be cutting the main repurchase rate that ultimately links to the cost of credit. Citing a lower inflation outlook, the cut in interest rate remains a welcome relief to operators during a difficult climate. The current, cheaper finance should encourage fleet operators to consider embarking on fleet replacement now – while interest rates appear to be

Finally, growth is expected to gain momentum during 2018. Operators with an eye on long-term fleet planning should not adopt a wait-and-see mentality until business confidence returns. The volatility experienced in 2017 may mean that business confidence takes longer to rebound.

Moody's recently concluded a review, choosing an unchanged view on the institutional strength of key institutions in the South African economy. If there is commitment to fiscal discipline in the face of political pressure, the economy may well be on the path to recovery before too long. **F**



 @NLawGlobal

PETER LAMB is a director in the Norton Rose Fulbright admiralty and shipping team, based in Durban. A qualified attorney, Lamb has an LLM in shipping law from the University of Cape Town. He focuses on shipping, logistics, and marine insurance law. Lamb is also able to advise logistics service providers, and users, on numerous commercial aspects and risk management, with a focus on Africa. You can read more from Lamb on the Norton Rose Fulbright *insideafricalaw.com* blog.

UNDERSTANDING THE GREAT TECHNOLOGY DEBATE

IN THE TRANSPORT INDUSTRY, THE LOGISTICS SECTOR HAS BEEN FOUND TO BE THE MOST ENTHUSIASTIC ABOUT INVESTMENT IN NEW TECHNOLOGY AND, TOGETHER WITH THE RAIL INDUSTRY, SEES CLEAR BENEFITS IN GREATER INTEGRATION WITH OTHER FORMS OF TRANSPORT

This is according to Norton Rose Fulbright's The Way Ahead Transport Survey 2017.

Participants said that investment in new technology is viewed as the optimal investment for the logistics industry.

According to 36 percent of the participants, the ability to anticipate consumer behaviour and to predict repair and maintenance issues, together with the adoption of big data and predictive analytics, are seen to be the most likely issues to transform the industry over the next five years.

Autonomous vehicles were cited by 23 percent of the respondents. Drone technology, as adapted for commercial deliveries, was selected by 18 percent.

While the vast majority of the participants in the logistics sector in the survey are internationally based, the trends identified are also relevant to the local industry.

Another interesting trend, identified by the survey, is that more than 50 percent of participants believe that integration with other forms of transport, to tailor the supply chain, will benefit the logistics industry the most over the next five years. They also felt that



greater investment in new technologies will assist with the integration of multimodal transportation.

In addition, 37 percent of participants believed that investment in road infrastructure would be the most beneficial to the industry.

Given the incredibly high dependence on road, and the fact that rail infrastructure is inadequate, it would be expected that the local logistics community (especially those who apply their services cross-border in other African countries) would favour greater investment in road than in other logistics services.

However, logistics service providers in Africa will identify with the trends towards multimodal transport, and the creation of bespoke supply chains, with the assistance of the development of corridors.

There can be no doubt that the development of new technology in the logistics sector will be significant in the coming years, and will be demanded by logistics consumers. Other new examples are block-

chain technology (also referred to as distributed ledger technology) and smart contracts.

Interest in block-chain technologies has grown dramatically over the last 12 months. Block-chain technologies are being considered for use in the shipment of cargo, effectively automating documentation currently used for the bills of lading.

Block-chain technologies can also be used to facilitate record transactions down a supply chain, and assist in efficient supply chain management.

Understanding new technologies also includes understanding the new risks posed by our ever-increasing technological environment. Cyber crime is now a reality, and investment in comprehensive cyber-risk management is a business necessity.

Based on the results of Norton Rose Fulbright's The Way Ahead Transport Survey 2017, it appears that the logistics industry appreciates the risks and opportunities to grow their businesses posed by new technologies and innovation. **F**



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

FUELLING THE FIRE

THE TRANSPORTATION OF FUEL IS A SENSITIVE TOPIC TO WHICH WE MUST PAY CLOSE ATTENTION

The recent fuel tanker accident in Pakistan that claimed the lives of 200 people – due to the ignorance of local people who rushed to the accident scene to steal fuel – has highlighted the need to educate South Africans about the dangers of approaching a fuel tanker that has been involved in an accident.

In South Africa most people are ignorant of the danger surrounding the transportation of fuel and the risk of starting a fire, which can lead to a massive explosion and the loss of many lives.

In my opinion, we need to intensify and expand our road-safety campaigns to include and illustrate the dangers of approaching fuel tankers that have been involved in an incident. The campaign should also include the danger of lighting a cigarette, or using a cellphone, anywhere near fuel-delivery vehicles and on the forecourt of filling stations.

The importance of immediately calling the telephone number of the emergency team should be stressed. The contact number is clearly displayed on the tanker and should be well displayed at all filling stations.

In addition to increasing the awareness of the dangers involved in the transportation of fuel, questions need to be asked regarding the training and education of the operators and drivers.

Are all fuel-tanker drivers, and the emergency people who arrive first on the scene, sufficiently trained on how to secure the area and control crowds



Are drivers and emergency people sufficiently trained on how to control crowds of onlookers and people who intend to steal fuel?

of onlookers and people who intend to steal fuel?

Are all dangerous-goods drivers given sufficient training to fully understand the mechanics of the vehicle and to spot any tell-tale signs that could make the vehicle unsafe or cause a fire?

Fuel companies in South Africa are very safety conscious and abide by all the safety regulations, but are all the subcontractors and vehicles transporting fuel to and from our neighbouring states adhering to all the safety standards?

Are all drivers of these dangerous-goods vehicles carrying out their pre-trip inspections in a professional manner, and are the owners taking action to immediately rectify any problem that is highlighted in the daily trip reports?

While working closely with the transport engineers from the major fuel companies in South Africa, and taking part in the investigations after fuel tanker accidents, I have found that the majority of incidents were a result of human error

or mechanical failure.

Fuel tankers have to be built by specialised body builders who adhere to strict quality standards and understand the risks involved in the transportation of fuel, but are all vehicles transporting fuel today in South Africa and neighbouring countries built in compliance with the required quality standards?

Fuel tankers should be audited every six months by a competent team to ensure that the vehicle and tank are in good working order and that none of the components on the vehicle are worn or faulty.

During the audit, special attention should be given to any component that may cause a fire. The safety of the electrical wiring on the vehicle is extremely important, as any electrical short or problem could create a spark. Brakes, wheel bearings and tyres need to be regularly inspected to ensure that they are in good condition and replaced if faulty or worn. **F**



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Going the Extra Mile





VAUGHAN MOSTERT lectured on public transport issues at the University of Johannesburg for nearly 30 years. Through Hopping Off, Mostert leaves readers with some food for thought as he continues his push for change in the local public transport industry.

A TALE OF THREE CITIES

I'VE RECENTLY BEEN TRAVELLING ON PUBLIC TRANSPORT IN TWO BIG CITIES (LONDON AND NEW YORK) AND A MEDIUM-SIZED ONE (CHARLOTTE, NORTH CAROLINA). I'VE PICKED UP A LOT THAT WE CAN LEARN

London has been a jumble of routes for decades. Along many sections, particularly in the central area, buses simply get in each other's way. In order to fix this, London recently cut several routes short. Sadly, it hasn't helped to ease congestion much.

New York's bus system is much easier to figure out, and its route coverage and frequency is just as good as the one in London. There is a simple "flat" bus fare in London, but a complicated zonal rail fare. New York uses flat fares for both its buses and the subway.

Charlotte's bus routes are a patchy mix of good services in some areas and non-existent services in others, particularly in the "rich" south-eastern areas. I call it a subtle form of apartheid; it reminds me of the Gautrain. The city has spent far too much on a light-rail scheme when fixing the bus service should have been priority.

All three cities have a ticket allowing unlimited rides. The New York one gives particularly good value for money.

Currently, London is busy with an ambitious scheme called Crossrail. It is due to be completed in 2019 and will provide a long-awaited link from west to east. It will be combined with the electrification of the "old" Great Western line (the last main line in London to be electrified), and is expected to reduce travelling times considerably.

New York has also been building, but



on a much more modest scale.

Charlotte opened its controversial Lynx light-rail line in 2007 and is currently extending it northwards by about 12 km. It also recently started a "heritage" tram running along a few central city blocks.

Despite the large amount of transport-related construction in London, traffic there is in a state of almost-permanent gridlock. It isn't only confined to the city centre, but also extends to outlying areas. It's time to apply the congestion charge to the whole city.

New York also experiences gridlock, especially in Manhattan, where it is possible to sit through four changes of a traffic light without moving. During a snap 30-minute survey in bumper-to-bumper traffic on Ninth Avenue (four lanes), 700 cars came past.

That's less than six cars per lane per minute, something like Johannesburg's M1 and Cape Town's de Waal Drive. NYPD officers stand around waving their arms, but are largely ineffective.

Charlotte experiences fewer problems, but complacency means the I-485 ring road around the city is steadily being reduced to the crawl experienced daily on our own M1 in Johannesburg. Like our Gautrain, its light rail isn't having any visible effect.

The issue that bothers me the most in New York is the number of anonymous

limousines that clutter its streets. Even their rich users are affected by the grindingly slow traffic, which makes me doubt the assumption (much loved by transport "planners") that time has a value.

If these rich users aren't bothered about the time that they spend in traffic, why are we still bringing "time savings" into our calculations? Meanwhile, the cost that they impose on the rest of the community, in the form of inconvenience and frustration, is immense.

It seems that city councils throughout the world are scared to take on these wasters of road space. In London, the problem is the metered taxi. During a snap survey in Oxford Street, I counted 50 taxis, of which more than 40 were empty.

Charlotte's problem is closest to that found in South Africa – public transport is inadequate and needs to be improved.

The lessons? London and New York teach us that even if public transport is already fairly good, no amount of new infrastructure will help – congestion is caused by space-wasting private vehicles.

Charlotte teaches us that we need to first fix bus public transport, and only then can we expect to attract new bus passengers.

How complicated can that be? **F**



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IN FIVE YEARS' TIME...

FACTORY-FITTED TELEMATICS AND UBER FOR TRUCKS ARE COMING, AND SOON, SAYS BUSINESS CONSULTING FIRM FROST & SULLIVAN IN ITS RECENTLY PUBLISHED GLOBAL CONNECTED TRUCK TELEMATICS OUTLOOK REPORT

Telematics is hardly a niche concept for modern commercial vehicle operators, and it's common enough to find truck fleets decked out with little black boxes. The level of connectivity swirling around trucks, drivers and the businesses operating them is on the increase, though, and telematics, along with other connected systems, is evolving.

One of the chief findings of the report was that telematics systems are on the cusp of becoming standard, factory-fitted components in new trucks, rather than aftermarket additions. That's expected to be the case in little more than five years, according to Gokulnath Raghavan, senior mobility analyst at Frost & Sullivan, who contributed to the report.

"By around 2022, maybe 2025, factory-fitted telematics will not be a differentiating factor between the original equipment manufacturers (OEMs). If Scania offers telematics, and Daimler doesn't, for example, it gives Scania an advantage, but, by 2025 it won't matter, because all models will come with factory-fitted telematics.

"We also think there are going to be a lot of partnerships and associated service offerings between the OEMs and telematics service providers. In future, we perceive that the telematics providers will mostly be operating in tandem with the OEMs," says Raghavan.

He adds that the physical components powering telematics systems aren't likely to change a great deal, but the software and, crucially, digital security, are expected to come on in leaps and bounds – particularly as vehicles start to do more things for themselves.

"What we predict is that the importance of and the focus on hardware will decrease, and there won't be many more design tweaks to physical telematics components. There will be much

more focus on the software and on the cyber security side.

"This is because, with more autonomous features, there's more work to do on the security aspects – and, as more digital components are included on the same system, one has to be very careful not to affect the entire digital architecture of the vehicle, so security will become the prime aspect," explains Raghavan.

That increase in cyber security is tipped to go hand-in-hand with a rise in autonomous technology. According to Raghavan, level-three autonomous trucks should be up and running by 2025. That means the vehicle will still require a driver to intervene in sticky situations, but it will be able to drive independently, and even handle what are described as "safety-critical functions".

"We have things like platooning right now, but trucks will become autonomous on different levels – and it's just a question of how autonomous," says Raghavan. "We think that level-three autonomous driving – practicality the beginning of fully operational autonomous trucking – will be possible in 2025, and there have already been tests for it, but whether or not it will be possible will depend on the country and the level of regulation."

The report also found that truck manufacturers and telematics specialists could branch out into the digital heavy-vehicle brokering market. Affectionately dubbed Uber for trucks, the practice, which is becoming increasingly popular in the United States, involves truck operators and/or drivers arranging journeys via an app to maximise efficiency for return journeys, in particular.

Raghavan says: "Let's say you want to ship a bicycle from California to New York, you put the request into the app, and someone might say 'I'm going there in a car and I have a space, so I'll transport it for you'.

"That's how it works in the domestic market, and similarly, in

the trucking industry, if you have tonnes of goods that need to be transported, there are web and mobile-based platforms that allow you to arrange it.

"Traditionally, there used to be a middle man (a broker) who had notes of different truck drivers or fleet operators in different regions, and he would tell you: 'I have a fleet operator who is going from point A to point B – this person can transport it for 'X' commission.'

"Now it has shifted from traditional to digital brokering. There is a website or an app and you post a message which says: 'I'm going from here to there, I have this much space and I can transport these types of goods.'

"This is particularly relevant for return journeys. If a vehicle travels from A to B and it comes back empty, it's a huge loss for a truck or fleet operator, so it can be much more efficient if the driver says: 'I'm going back to point A, I have an empty trailer, contact me if you want goods transported on that route.'

"All this would be operated through a website, but it's now switching to the application base; so you have an app on your mobile device and the user can track your route, see where the truck is, how far it is from the destination, and so on."

Frost & Sullivan's research found that this form of digital brokering was considered to be a threat to what it described as "the existing telematics service business case" and, as a result, vehicle manufacturers and telematics companies could begin offering their own versions of Uber for trucks.



"There are fears that, with the rise of digital freight brokering, these app developers are also offering basic tracking and tracing," adds Raghavan. "So how are the telematics companies going to differentiate themselves? In future, the telematics provider (either OEMs or telematics specialists) may offer this as an additional, value-added service."

The practice is so popular that some suppliers are already gunning for business by integrating digital freight brokering into their offerings.

Raghavan says: "Some technology companies now offer OEMs a complete package for connected truck services, which would include digital freight brokering, advanced telematics and other features. The idea is that the whole truck will become completely connected, so it's not just a box sending certain bits of information back."

He concludes: "An operator would have information about every feature of their truck including the engine, the transmission – everything, and that information could be used to optimise the fleet and improve its transparency and efficiency." **F**



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GREASE UP FOR SMOOTH OPERATION

REGULAR LUBRICATION FORMS PART OF A COMPREHENSIVE MAINTENANCE PROGRAMME AND ENSURES THAT VEHICLES KEEP ROLLING SMOOTHLY. WILLIAM GEORGE FINDS OUT HOW IMPORTANT LUBRICATION IS FOR VEHICLES

W

With dozens of moving parts, a truck and trailer combination needs regular lubrication to stay in top condition. Firms that specialise in lubricants can provide information about the importance of lubrication on vehicles.

Derick Potgieter, oil shop manager at North West Lubricants, says that proper lubrication helps to reduce costly repairs, cool the surfaces from the heat caused by friction, protect from corrosion and maintain cleanliness in vehicle parts.

Vehicles have numerous automotive systems that need lubrication in order for them to provide the best performance and durability.

Mitch Launspach, commercial inland sales manager at Fuchs Lubricants South Africa, explains: "All maintenance of in-warranty vehicles, including the supply of lubricants, has to be handled by the original equipment manufacturer (OEM) concerned."

Lubrication and maintenance of intricate components (for example, steering systems or wheel bearings) can be complex and may need recommendations from an expert. Furthermore, if a company has mixed

fleets, it may also require advice on how to go about ensuring each vehicle is maintained according to the OEM specification.

"An operator that has a mixed fleet of vehicles with a wide range of on-road and off-highway equipment, should look for a lubricant supplier that has a wide range of OEM approvals, as this will help to minimise the number of lubricants that need to be stored on site, without compromising on quality, performance and protection," Launspach recommends.

It is important to note that some parts may need special attention. Lubrication is essential for those moving parts where friction occurs during operation. Greg Tarr, product application specialist at Fuchs, says some truck owners forget to lubricate some of the important moving parts, such as steering systems.

With time, machinery ages, which causes wear. Grease helps to keep the components in shape, so they can continue working optimally. Launspach says: "Correct service intervals must also be strictly adhered to. It is also in the operator's best interest to continue to use an OEM-approved lubricant in all applications even after the truck's warranty has expired."

Tarr notes that there are some additional challenges in the lubrication and maintenance process, such as technicians not adhering to correct schedules, cost cutting practices and abuse of equipment, such as overloading of vehicles.

He cautions that the biggest challenge in the industry right now is the sale of cheap aftermarket parts and lubricants, which are not approved by OEMs.

Potgieter adds that some of the challenges to consider are downtime and repair costs. "Equipment efficiency can be increased and operational expenses and downtime reduced when using grease with a long service life, as it helps to effectively seal mechanical components."

Suppliers call on years of research and development on lubricants to enable a better service life for vehicles. "Lubes and greases have advanced over time as a result of the new component and hardware technology and the OEM's lubricants specifications," Potgieter concludes.

It is important for operators to understand their vehicles' needs in order to minimise the impact of internal friction, wear and tear and other factors that contribute to the costs of maintenance, but, most importantly, to check whether lubricants comply with OEM specifications and recommendations. **F**

IN THE DRIVER'S SEAT OF USED-VEHICLE SALES

AS MOST OF THE TRANSPORT INDUSTRY SCRAMBLES TO SAVE MONEY DURING THE RECESSION, THE USED-VEHICLE INDUSTRY IS REAPING THE BENEFITS OF COST SAVING. MARISKA MORRIS REPORTS

W

ith the current technical recession, many companies are looking to save money. Buying a used vehicle is one of the easiest ways to save, as a quality used truck could offer a company the same service for less initial outlay.

According to general manager at Imperial Used Trucks, Wim Froneman, on average, new vehicles cost close to double the price of used vehicles. He points out that the cost efficiency of purchasing used trucks has not escaped larger businesses.

"There are companies with fleets of around 50 trucks that are also buying used trucks. A three-year-old, 2014 model used truck with 400 000 km would sell for R850 000, while a brand-new truck will cost around R1.7 million. The used truck can do the exact same work as the new one. If you consider where the new prices are going, it's crazy," he notes.

Froneman recalls when a new vehicle sold for R60 000. After 40 years in the transport industry and two decades in the used-vehicle industry, much has changed for Froneman, but his clientele still remains the same. He says: "I started selling to fathers and now I'm selling to their sons. The transport industry in this country is very small; everyone knows everyone."

This small environment makes selling used vehicles

competitive and upholding a good reputation imperative. Froneman points out: "We can't afford to sell a vehicle that is going to give the client problems, because our reputation is on the line.

"If you provide the client with good service and a clean unit, they will come back to you," he adds. His dealership puts the vehicles through a rigorous screening process. A used truck sold to the dealership must have a complete service history.

The truck is then given a full service – brakes are overhauled and the unit is cleaned and tested for roadworthiness. "Middle-age" trucks with a mileage of between 300 000 and 500 000 km are ideal for Froneman as he can offer warranties (at an additional cost) on these vehicles.

"If I sell a truck with 800 000 km, I can supply a warranty of up to 1.2-million kilometres," Froneman says. He adds that it is important to offer quality service and products as the transport companies know what they want.

"Anyone who spends up to R900 000 is very particular with their money," he notes. The TransUnion South Africa Vehicle Pricing Index (VPI) makes a similar point. According to the report, for every new vehicle that is financed, 2.41 used vehicles are financed. Around 44 percent of the used vehicles sold are less than two years old.

"There is a shifting emphasis on the value proposition that consumers place on their vehicles, as they look for the

maximum amount of value from a vehicle," the report states. The shift to used vehicles is also visible in the sales statistics.

According to the electronic National Administration Traffic Information System (eNaTIS), 26 777 used light-load and 3 658 used heavy-load vehicle registrations were changed in July. The eNaTIS report does not distinguish between medium and heavy commercial vehicles.

According to the National Association of Automobile Manufacturers of South Africa (Naamsa), 598 new medium commercial vehicles, 411 new heavy commercial vehicles

and 999 new extra-heavy commercial vehicles were sold in July.

In total, there were 2 008 new commercial vehicles sold, while 3 770 used heavy-load vehicle registrations changed. A total of 13 774 new light commercial vehicles were sold with 26 777 used light commercial vehicle registrations changed.

Not only do there seem to be more used-vehicle sales, but the average price of used vehicles rose by 2.2 percent in 2016 and by 3.7 percent in 2017.



“

There is a shifting emphasis on the value proposition that consumers place on their vehicles, as they look for the maximum amount of value from a vehicle.

CEO of auto information solutions at TransUnion, Derick de Vries, notes: "We've seen a slight increase in used-vehicle price inflation compared to a noteworthy drop in the new-vehicle market. This can be attributed to the high demand for used vehicles and the consequent drop in supply."

While the current technical recession in South Africa provides the ideal conditions for used-vehicle sales, local sales are still not the most profitable aspect of used-vehicle sales for dealerships like Imperial Used Trucks.

"We are exporting used American-made trucks from South Africa to neighbouring countries such as Mozambique, Botswana and Zimbabwe right up to Zambia and Kenya. Exporting trucks is more profitable than local sales, because clients in these countries are buying with American dollars," Froneman explains.

American trucks are popular in neighbouring countries as they are cost effective. Froneman notes: "They are very cheap to run in terms of cents per kilometre versus European trucks. They are simplified trucks. There are some American trucks that are run for up to 1.8-million kilometres."

According to Froneman, companies would pay around US\$ 6 000 (R78 875) for left-hand drive trucks, but when the laws changed and required companies to buy right-hand drive vehicles, the South African export market for American trucks took off.

"This truck is heading to Zimbabwe," Froneman says as he points to a Freightliner standing in his used-trucks lot.

It will be interesting to watch the used-vehicle market, but, as with the recent recession, we can only expect those active in the market to use the lemons to make lemonade. **F**



TOKYO TÊTE-À-TÊTE

SHORTLY BEFORE THE NEW MODEL'S LOCAL MEDIA REVEAL, CHARLEEN CLARKE HAD THE EXCLUSIVE PRIVILEGE OF BEING THE ONLY JOURNALIST TO GET BEHIND THE WHEEL OF THE NEW HINO 500 SERIES WIDE CAB

The country? Japan. The exact location? The Hino Customer Technical Center (they spell it the American way) in Tokyo. It opened in June 2005 and, at the time, it was the first permanent customer training facility managed directly by an automotive manufacturer in Japan. So, real ground-breaking stuff.

The facility is used for training (drivers are taught how to drive more economically and more safely, too), product presentations, exhibitions and testing.

Thanks to the testing function, I'm sitting in a Hino bus. All the windows are shrouded in curtains; even the front of the bus is covered up.

The reason for the cloak and dagger routine is secrecy; there are some hush-hush vehicles just outside our bus. I wonder if I shouldn't sneak a peek...

I resist the urge – only just, but I decide to behave myself (for once) ... because I'm about to have a wonderful experience. I'm part of a group of journalists visiting Hino – but I'm the one and only journalist who is going to be permitted to drive the new 500. I don't want to blow the opportunity!

The visit starts off with an explanation of the facility, which is exceptionally well used. Thousands of customers visit the centre each year; many of them enjoy training on the 1.3-km test track in one of the 38 vehicles available here for training purposes. The

results have been exceptional; fuel consumption is generally reduced by a whopping 20 percent after drivers undergo training!

But I'm not going to worry too much about driving economically today. Instead, I'm going to glean as much knowledge as possible about the new range.

Prior to my actual driving, I'm informed that we can expect 4x2, 6x2 and 6x4 models in the range, with a gross vehicle mass (GVM) of 16 to 18 t. Big improvements have been made in the areas of safety (both active and passive). ABS and a driver airbag will be standard, for instance, which was not the case with the predecessor. Furthermore, easy start is being incorporated – meaning you can stop on an incline with a full load and then pull off, and the truck won't roll back (even in the case of a manual transmission).

One of the outstanding features of the new range is Hino's obsession with quality, durability and reliability (QDR) when it came to the development of the new truck. The 500 Series Wide Cab is the result of seven years of development and senior Hino officials were at pains to point out that QDR was foremost in their minds.

They need not have bothered; this is immediately apparent when I enter and drive the truck. There are no rattles or shakes; the 500 Series is a real quality act.

Before I get to the actual driving, however, I take a walk around the truck and check it out. I decide



One of the outstanding features of the new range is Hino's obsession with quality, durability and reliability.



new 500 Series has a range of suspension options (the model I'm driving has air suspension).

Thanks to the twin-mirror set-up on each door, which is aided by convex mirrors on the lower section and a kerbside mirror off the passenger door, all-round visibility is excellent.

I drive a 6x2 model with the Hino J08E six-cylinder engine. It's a revised, but not new, motor; maximum governed engine speed is higher as is the compression ratio. Peak power output of 206 kW is now delivered at 2 500 r/min and torque has been increased by seven percent to 883 Nm at 1 500 r/min.

The engine is matched to a six-speed Allison automatic transmission, which delivers smooth and



ABOVE, CLOCKWISE: Access to the cab is improved with a new step layout. The cab interior is ergonomic and of high quality. Easy Start Hill Assist is a new driver-assistance feature. **LEFT:** Ready for the drive!

that I really like the new exterior, which looks even more rugged than before. The front is all new, as is the staircase entry-step layout. This is so much better than the previous in-line steps; ingress and egress are much easier. Three easy steps later, I'm seated in the cab.

I note that new interior features include a tilt and telescopic adjustable steering wheel, pendulum style pedals, cruise control, and a new instrument panel. I really enjoy the clear instrumentation and the ergonomics are superb (which, actually, isn't anything new for Hino).

The interior is very car-like in terms of levels of comfort; the engineers tell me that they have paid lots of attention to the suspension and to improving levels of comfort – and they've undoubtedly succeeded in their quest. The truck I drive, for instance, features an Isri 6860 seat, which is wonderfully comfortable. The

seamless full-power shifts for faster acceleration. The truck is carrying a payload of 15 t, and it carries this load effortlessly. I drive fairly conservatively, but the Hino driver who accompanies me encourages me to increase my speed as we are ascending a hill. The truck does this effortlessly; there is a lot of torque available really low down.

Will the new 500 Series sell well? Of this I have no doubt. Since 2000, some 350 000 of these trucks have been sold worldwide and, in its latest incarnation, these sales successes will undoubtedly continue.

Why do I say this? Well, I reckon that operators are going to delight in these new trucks, which promise superior fuel consumption and exceptional reliability. Drivers, on the other hand, are in for a treat. These trucks feel European-like; they're quiet and comfortable, refined yet dynamic. Bravo, Hino! **F**



WIDENING ITS APPEAL

YOU'VE ALREADY READ CHARLEEN CLARKE'S DRIVING IMPRESSION OF THE NEW HINO 500 SERIES WIDE CAB ON PAGE 22, NOW GAVIN MYERS REPORTS ON THE SOUTH AFRICAN LAUNCH TO FIND OUT WHAT LOCAL BUYERS CAN EXPECT

C

an you believe it's been 15 years since the current Hino 500 Series made its debut? During that time, it's consistently been among the top-selling models for Hino South Africa.

Even with the imminent launch of the 500 Wide Cab (it'll officially be in Hino showrooms from November), demand for the current model is still strong – allowing the brand to exceed its own heavy commercial vehicle sales targets for the first half of the year, says Leslie Long, senior manager marketing and product planning.

While the current model won't completely disappear from the local line-up just yet (certain key models will remain and receive some spec upgrades in January 2018), the initial 12-model 500 Wide Cab range clearly has a lot to live up to.

According to product planner Donald Mokoena, customer input has strongly guided the development of the new models. Furthermore, while the J08E engines remain the same (with up to 12-percent more power and 19,5-percent more torque), the rest of the vehicle is all new.

"We are now competing in markets in which we've never been before. The new models weigh in between 16 and 28 t; with 270, 290 and 360 hp (191, 206 and 257 kW) Euro-3 engines in 4x2, 6x2 and 6x4 configurations," Mokoena alludes.

The most obvious change is the visual one ... the striking new cab is available in on-road and off-road configurations – both with high and low profiles. Two crew-cab variants will join the line-up early in 2019.

The cabs have been designed for easier, safer access and high levels of comfort. They feature either semi-floating or full-floating mountings (6x4 only), and the effects of both are clearly noticeable even when you're not in the air-suspended driver's seat.

Speaking of being inside the cabs, a range of comfort and convenience features is standard – including air-conditioning, cruise control, power windows and a radio (Long alludes to the possibility of Bluetooth hands-free connectivity being added in time). A driver airbag is standard, too, as are anti-lock brakes and Hino Easy Start Hill Assist.

With its selectable quick or slow release, the effectiveness of this system was undeniable as we attacked an off-road course; it holding the vehicles still as they dug into the soft sand for traction and pulled away from an incline start. This system is only available with the six- and nine-speed

manual gearboxes – yes, Hino is now also offering Allison six-speed autos on the 4x2 and 6x2 freight carrier models.

Another first for the 500 is the fitment of rear air suspension, which can be raised or lowered to tilt the body for easier loading or unloading of cargo. Trunnion suspension on the 6x4s allows for the fitment of a Cross Differential Lock System, which shuffles power between axles and wheels. To further aid occupant comfort, the front suspension leaves have been lengthened by 55 mm, while the front axle has been strengthened to allow for an extra tonne of loading capacity.

Hino's aim of enhanced quality, durability and reliability with the new 500 has resulted in a few nifty features, too. For example, the chassis rail is wider at the front and narrower at the back for enhanced stability and manoeuvrability and



ABOVE: The Hino 500 Series Wide Cab is comfortable, highly manoeuvrable and packed with smart features.

its crossmembers are no longer riveted in place, but bolted, which allows for more accurate – and customised – fitting of bodies.

An insect screen and belly plate have been fitted to keep the radiator clear and reduce the chance of overheating (the radiator core is also now 65 mm wider).

With the new Hino 500 Series Wide Cab playing in both the heavy and extra-heavy segments, it's clear that the company is even more determined to build on the success of the current model. The new range undoubtedly has what it takes.

As Long concludes: "The Hino brand aims to provide certainty in an uncertain world with tough products that are the choice of tough customers!" **F**



HINO EYES EVEN GREATER SUCCESS IN SA

SOUTH AFRICA IS CURRENTLY NUMBER NINE IN THE HINO WORLD. TOSHIAKI YASUDA, MANAGING OFFICER OVERSEAS SALES AND MARKETING AT HINO MOTORS, TELLS CHARLEEN CLARKE THAT HE'S "NOT SO SATISFIED WITH THAT NUMBER"

P

lease give me some background to Hino Motors.

Our company was established in May 1942, so we're celebrating our 75th anniversary this year. We have 31 000 employees worldwide. We are now marketing Hino

products in 90 countries.

Historically we have been very strong in the Japanese domestic market. In fact, last year was our 44th consecutive year of being number one in the Japanese heavy and extra-heavy truck segments.

Recently we have chosen to focus increasingly on export markets. In 2007, our overseas sales exceeded domestic sales for the first time. Technologically, we are a pioneer in several areas. For instance, we produced the first hybrid bus in the world.

How many vehicles did you sell last year? What is your objective in terms of sales for 2017?

We sold 170 000 trucks last year, including 63 000 in the Japanese market. We would like to increase our sales this year.

Which are your biggest export markets?

Indonesia is our number one market. Thailand is number two and the United States (US) is number three (we produced our 50 000th truck in the US last year). South Africa is number nine. I'm not so satisfied with that number.

You need to supply trucks with varying emission standards to various markets. Is this a challenge for you?

Not at all; we understand that some customers want a Euro-6 truck; others want something simpler that costs less. South African customers, for instance, prefer Euro-2 trucks if they're running cross-border, because they cannot find high-quality, low-sulphur fuel.

Initially, we planned to launch the 500 Series in South Africa with a Euro-5 engine. A year and a half ago, we changed to Euro 3, based on customer feedback and local legislation. However, this is a manufacturing task and we can meet this demand easily. It's not difficult for us.

When did you start working on development of the new 500 Series and what testing took place?

The project began in 2009 and the first task we completed

was a rigorous consultation process, which involved us interviewing both Hino customers and customers of our competitors.

This new 500 Series is not marketed in Japan at all, and so we conducted market research and testing in several countries around the world. One of those countries was South Africa. The 500 Series Wide Cab models were tested in the field, on the test tracks in the countries in which we sell our trucks and also in Japan.

The tests were conducted in typical truck operating conditions: tar and dirt roads, city driving, off-road conditions such as quarries, dust, heat and water, and long distance. We are confident that the extensive processes we have undertaken will result in many satisfied customers and open up opportunities for Hino.

are small. For the time being, and in the short term, South Africa will remain our main strategic focus.

South Africa was recently downgraded by the ratings agencies. How has this impacted on you?

It hasn't made a huge difference. Of course the exchange rate will impact on our business, but the downgrade doesn't mean that we will change our direction or strategy dramatically.

Please comment on Vision 2020, whereby Hino wants to be number one in South Africa by 2020. Is it realistic? Are you on track to achieve this?

I think it is possible, assuming our products are right for the customer and our partner works very closely with us. Of course, South Africa is one of the toughest markets in the world for trucks – because so many brands are represented in your country. So, it's a very competitive market. As such, achieving Vision 2020 is possible but it won't be easy.

Could you increase the volume of the South African assembly plant or buy more locally sourced parts?

Actually, there are two issues. One is the fact that, in South Africa and in other African countries, too, we battle to source parts at the right price. Maybe this is because the truck market is quite small versus that of passenger cars. So, economically, sourcing local parts is not always wise. It won't be easy to increase volumes substantially.

Will you offer your own telematics system in South Africa?

There are no plans in this regard. We have just launched an in-house telematics system for all our trucks that we're selling in Japan. And yes, telematics is becoming more and more topical – both in South Africa and around the world, but we don't plan to launch the Hino telematics system in South Africa at the moment.

How do you plan to compete with the lower-cost Chinese and Indian products that are available in Africa?

The Chinese and Indian brands do not compete directly with our product – for now. In future, this could change. We will compete by offering superior technology. We will also focus on cost reduction. One way of doing this is via the use of locally sourced parts.

We could also source parts from India and China (even if the truck is being produced in Japan). Furthermore, we already have big factories in Indonesia, Thailand and China. Maybe, in the future, we will use those factories more.

Finally, what are your hopes and aspirations for the new Hino 500 Series Wide Cab in South Africa?

I think that the line-up and specification level will be a good fit for South Africa. I see big potential for the range in your country. We're offering a wide range, which will meet many customer applications; the design looks very solid and rugged and we can provide customers with a vastly improved truck. **F**



ABOVE LEFT: Charleen Clarke interviewed Toshiaki Yasuda, managing officer overseas sales and marketing at Hino Motors, at the company's offices in Tokyo.

ABOVE RIGHT: Yasuda has high hopes for the South African market.

The 500 Series has already been launched in some other export markets – such as Indonesia, for instance. How successful has it been thus far?

We launched in Indonesia at the beginning of last year and so far we've been very successful; we have a market share of more than 60 percent. The truck is selling well in Thailand too; it's achieved number two in terms of market share.

What lessons did you learn from racing in the Dakar Rally? How have they been applied to the new 500 Series?

We have been competing in the Dakar for 26 years and we've learnt lots of lessons when it comes to quality, durability and reliability – or QDR, as we like to say. We have been racing in the toughest conditions in the world.

Second, we need to service in very tough conditions, and we have learnt a great deal about servicing and maintaining trucks. In addition, we have learnt a lot about teamwork, the spirit of fighting and overcoming difficult situations.

What are your plans for the African continent?

Our history in Africa is closely aligned to South Africa, which is our main base. We are looking at expanding our business into countries such as Angola and Zimbabwe. We will penetrate neighbouring countries from South Africa. We do have some presence in some other African countries, but the volumes

CAPTIVATING HISTORY!

THE HINO AUTO PLAZA IS HOME TO THE COMPANY'S TRAINING FACILITIES AND ITS MUSEUM. CHARLEEN CLARKE FOUND THE LATTER QUITE FASCINATING

If you find yourself in Tokyo, the Hino museum is well worth a visit! It's fairly compact (you can see the whole thing in two hours) but extremely informative.

The company's history hails back to 1910, when the Tokyo Gas Industry Company was founded. Competition within the field of gas lighting was fierce though, and so it broadened its product line to include electronic parts, and renamed itself the Tokyo Gas and Electric Industry (TG&E).

In 1917, TG&E produced its first vehicles; a four-tonne army truck and the Model TGE-A truck. The latter was the first mass-produced truck in Japan and a replica is on display at the museum's entrance.

By 1937, TG&E was helping the Tokyo Imperial University build the Koukenki long-range research aeroplane. It briefly held the world record for long-distance flight.

TG&E changed its name in 1942 to Hino Heavy Industry Company. "Hino" derives from the location of its headquarters in Hino city within the Tokyo prefecture.

In 1950, the heavy-duty TH10 eight-tonner was introduced. It was considerably larger than existing Japanese trucks, which rarely featured a payload of more than 6 000 kg.

Hino also produced cars. It started in 1953, building Renaults under licence. In 1961, it started building its own range of cars, called Contessa, as well as its first bakkie, called Briska.

Shortly after, in 1964, the Ranger KM, Japan's first 3.5-t medium-duty truck, was introduced (this eventually became the 500 Series).

It was in 1967 that Hino joined the Toyota group, ending the production of Hino cars. The Briska remained in production until 1968, when Toyota released the Briska-based Hilux. By 1982 Hino and Toyota had merged to form the Toyota Motor Corporation.

A significant milestone came in 1991, when Hino launched the world's first mass-produced hybrid vehicle, the HIMR bus. The company also entered the Dakar Rally for the first time.

In 1992, the Super Dolphin heavy-duty truck received another redesign (the first was in 1981), becoming the Super Dolphin Profia, then later the Profia – today's 700 Series.

In 1999, the Dutro light-duty truck was jointly developed with Toyota Motor Corporation to take over from the Ranger 2 and Ranger 3. It became the 300 Series.

By 2001, Toyota Motor Corporation had fully acquired Hino. Today, Hino trucks are manufactured in many countries, including South Africa, the United States, South America, Indonesia, Russia and China. **F**



ABOVE: Charleen Clarke checks out the Model TGE-A truck, which was produced in 1917.

LEFT: Two glorious Hino Contessa models. (Sadly the green one was a concept car that never saw the light of day.)

BELOW: The HIMR bus is the world's first mass-produced hybrid vehicle.

WANT TO KNOW ALL ABOUT HINO'S HISTORY?



OUTWIT THE WIND

AERODYNAMIC DEVICES ARE DESIGNED TO ALLOW AIR TO MOVE SWIFTLY AROUND MOVING OBJECTS. WILLIAM GEORGE LEARNS MORE ABOUT THE EFFECTIVENESS OF AERODYNAMIC DEVICES ON TRUCKS

A

erodynamic devices act as a wind-management system. They assist with speed, stability and the reduction of fuel consumption and emissions caused by wind acting against the moving body. The main function of an aerodynamic device is to reduce the energy required to move the vehicle through the air.

Because the air affects the movement of the vehicle, attaching an aerodynamic kit allows the smooth airflow around the vehicle's body. The United States Environmental Protection Agency (EPA) states that fitting aerodynamic devices to truck trailers can save fuel by minimising the drag.

According to the director of Aero Truck, Cameron Dudley-Owen, the most common and effective aftermarket device is an aero kit fitted to the roof of the vehicle, which deflects the wind flow over the top of the body.

"The most effective design includes cab extenders, which flow the air along the sides of the truck body more effectively. A less efficient aerodynamic device is smaller and is fitted to the truck body, or the trailer," says Dudley-Owen.

"Aerodynamic devices are well suited to vehicles where the body, or the trailer, have dimensions that are larger than that of the cab," says Dudley-Owen.

"The effectiveness of the roof-mounted aerodynamic kit will help reduce fuel consumption by approximately eight to ten percent. Other factors affecting fuel consumption are speed and the driver's skills," he adds.

Dudley-Owen suggests that fitting a complete custom-made kit gives the best results. Thus, it isn't advisable to purchase small pieces of aerodynamic devices, as that will result in inefficiency.

"The cost of an aero kit depends primarily on the size of the vehicle. The time it takes to recoup the cost of the unit depends on the distance that the truck travels," says Dudley-Owen.

What is the difference between aerodynamic devices manufactured overseas and those produced in South Africa? Dudley-Owen says that the major difference is in the dimensions of the kits. South African legislation allows for vehicles to be 4,3-m high and 2,6-m wide, while overseas kits are designed for vehicles that are 4,1-m high and 2,5-m wide.

"There is a notable difference in these sizes and therefore the performance of the kits. Truck operators would be well advised to take note of this when considering purchasing aerodynamic devices for their vehicles," he concludes. **F**



FLEET FIT LCVs

WILLIAM GEORGE SPEAKS TO SOME SOUTH AFRICAN COMPANIES THAT MAKE USE OF SOME OF THE BEST-SELLING LIGHT COMMERCIAL VEHICLES (LCVs) IN THEIR FLEETS



LCVs make up an important part of South Africa's automotive industry and are widely used for commercial purposes. In many cases they are perfect for small and medium enterprises (SMEs).

According to the National Association of Automobile Manufacturers of South Africa (Naamsa), 13 774 new LCVs were sold during July – an improvement of 231 vehicles compared to the 13 543 units sold during July 2016.

RAM HAND-TO-HAND INCREASES ITS FLEET WITH FORD

South African courier company, RAM Hand-to-Hand Couriers, has strengthened its nationwide fleet using Ford panel vans, which are used to make local, in-town deliveries. RAM recently added 44 Ford Transit Custom panel vans to its fleet, which now totals 207 vehicles.

According to Greg Snodgrass, Ford LCV brand manager: "The Transit Custom's most valuable asset for couriers is that it is much bigger than it looks. The short-wheelbase (4 972 mm) model has 6 m³ of cargo space and can carry items up to three-meters long, or three pallets, whereas the long-wheelbase model (5 339 mm) can carry even more."

RAM Hand-to-Hand Couriers modifies all its Ford Transit Custom panel vans to ensure they meet the requirements needed to perform as fully fledged courier vehicles.

Fleet manager, Sampie Bosman, says: "Dents and bumps are some of the most common issues for courier vehicles. The Transit Custom is therefore fitted with smart multi-piece front and rear bumpers, which help to keep repair costs down. Reliability and durability are also crucial for courier vehicles and the Ford Transit Custom has been designed with this in mind."

Bosman says: "We have had a long relationship with Ford, and we chose the Ford Transit Custom panel van because it drives really well. The driver has good visibility all round, it looks good, and Ford has a good reputation – it suits our brand."

VOLKSWAGEN (VW) CADDY PROVIDES FLEXIBILITY AND VARIETY

The fourth-generation VW Caddy was introduced in South Africa last year. The division head of VW Commercial Vehicles, Jaco Steenekamp, says the Caddy range is a preferred choice by SMEs in South Africa because the vehicles are spacious, affordable and safe.

The Caddy panel van offers a load capacity of 3,2 m³, and the Maxi panel van offers a load capacity of up to 4,2 m³. "The Caddy sells more than 200 units per month, with a market share of over 80 percent," says Steenekamp. "VW has seen a slight increase of Caddy sales since 2016," he adds.

VW supplies fleet vehicles to courier companies such as DHL South Africa and British American Tobacco South

Africa. DHL has been using VW vehicles (including the VW Caddy, Crafter 35SWB and Crafter 50LWB) in its fleet for four years.

Nick Mabua, fleet manager at DHL South Africa, says: "Vans from VW are very reliable and easy to repair. VW also offers very good aftersales support. Parts turnaround time is good and service priority is given to DHL vehicles because VW understands our business."

Mabua adds that DHL Courier uses 192 VW Caddy panel vans that operate in Johannesburg, Cape Town and Durban.

does not break down or require excessive servicing. They also want choice when it comes to comfort and safety features," Hendon says.

Isuzu supplies several companies with fleet vehicles including: The Courier Guy and Intertown Transport.

Grant Tomlinson, MD of Intertown Transport, says that the company has been working with Isuzu for more than 25 years. For the past five years it has been using only Isuzu vehicles, ranging from trucks to bakkies, for its fleet business.

"We have 200 Isuzu vehicles in operation. They are reliable, and if we have a problem, it gets fixed on the same day. Isuzu makes a plan," he maintains.

According to Tomlinson, Isuzu has helped support its business in many ways. This support includes maintenance and lending Intertown Transport vehicles, which the company may purchase at a later stage.



LEFT: Intertown Transport has 200 Isuzus in operation.

BELOW: According to Volkswagen South Africa, the Caddy has 80-percent market share.

Fleet owners typically want a no-nonsense vehicle solution with low operating costs.

ISUZU ENHANCED TO SUIT SOUTH AFRICAN CONSUMERS

Tim Hendon, brand manager at General Motors South Africa, says the Isuzu KB vehicles sold in South Africa undergo an extensive localisation programme that involves several important modifications to cater for local conditions.

"We are one of a very small group that runs a localisation programme. Some of these modifications include using a thicker gauge steel in critical areas on the vehicle to enhance strength. This includes additional tailgate hinges, which can handle a big Free-State farmer and his 40-kg bag of mielie meal as he offloads it," he says.

Fleet owners tend to prefer Isuzu's KB250 range. Leading the range in terms of sales is the KB250 (LEED) Fleetside model, which sold 2 198 units in 2016, and 1 567 this year to date.

Hendon notes that model preference for use in fleets depends on the application, but the KB's reputation was borne from the KB250 range.

"Fleet owners typically want a no-nonsense vehicle solution with low operating costs. They want a vehicle that



"Sometimes Isuzu lends us one of its vehicles while our broken-down vehicle is being repaired," Tomlinson says.

The type of vehicles used depends on application and the region in which the business operates. Recently, Intertown Transport asked Isuzu to modify some bakkies to suit its fleet business needs.

When choosing vehicles for a company's fleet, it is crucial to look at the nature of the business, consider the needs of the company and whether the vehicles will be able to provide safety, low operating cost, and will be able to adapt to different operations. In addition, the vehicles need to assist in increasing productivity, reliability and sustainability of the business. **F**



THE X FACTOR!

"PAH. IT'S A DATSUN WITH A RADIO," A MATE OF CHARLEEN CLARKE COMMENTED, WHEN SHE TOLD HIM SHE WAS ATTENDING THE WORLD PREMIERE OF THE MERCEDES-BENZ X-CLASS. HE WAS, OF COURSE, ALLUDING TO THE UNDERPINNINGS THAT THE BAKKIE SHARES WITH THE NISSAN NAVARA (AND RENAULT ALASKAN, FOR THAT MATTER). HE COULD NOT HAVE BEEN MORE WRONG

There was a lot of grumbling from journalists, who attended the world premiere of the X-Class, when they discovered that they wouldn't actually be driving the bakkie. They were wrong to complain. Mercedes-Benz always adopts a three-pronged approach when launching a new vehicle.

First, there is the reveal (generally of a concept). Then there is the premiere (we look at the vehicle and ooh and ah – it may be driven onto a stage, but that's it in terms of driving). The third event is the actual launch; when petrol and diesel heads get behind the wheel and go for a spin.

With the X-Class world premiere, Mercedes-Benz broke with tradition. Not only did the X-Class move a lot, but we were actually taken for a 15-minute drive. Yes, we were sitting in the passenger seat – but this gave us a good indication of the vehicle and its capabilities (especially given the fact that we were driven on tar as well as on dirt).

So, what's the new X-Class like? Is it really a Datsun with a radio? Nothing could be further from the truth.

First, it doesn't look like the Nissan Navara or its sister model, the Renault Alaskan – especially not up front, which screams "Mercedes-Benz". It's extremely bold; it looks a bit like an American pickup morphed into a Mercedes-Benz SUV. The star is centrally positioned and it's complemented

by a twin-louvre radiator grille, a high and powerfully honed bonnet and headlamps extending far into the wings.

There are three design and equipment lines, namely Pure, Progressive and Power. Even the entry-level Pure models (for want of a better description, because they're actually not "entry-level" at all) are very well spec'd.

This is because the X-Class isn't being positioned as a workhorse; it's aimed at pickup owners who want a bakkie with passenger-car characteristics in terms of performance, safety, design and comfort. It's also aimed at passenger-car drivers. As such, while the Pure does have black bumpers, it still looks like a stylish and elegant vehicle.

In keeping with motor industry tradition, the Progressive and Power gain more chrome and bling as one moves up the spec and pricing levels.

Step inside the vehicle and there is also absolutely no resemblance to the Navara or Alaskan (I took a really good look and the only similarity that I could find is the seat adjustment). In fact, the interior smacks of a luxury car; you could be forgiven for thinking that you're in a C-Class – it's thoroughly Mercedes-Benz.

The ride is also very Mercedes-Benz like. While the X-Class shares some of its underpinning with its Nissan and Renault siblings (for instance, it boasts a ladder-frame platform and uniquely tuned version of the chassis used



ABOVE AND LEFT: While it shares underpinnings and some engines with the Nissan Navara and Renault Alaskan, the rest of the X-Class is thoroughly Mercedes-Benz.

beneath the Navara and Alaskan), the ride quality is more akin to a SUV than a bakkie.

Significantly, it boasts coil springs front and rear. The front wheels are guided by double triangle wishbones. At the back, a rear multi-link solid axle with a good articulation capability is well suited to transporting heavy loads.

This combination ensures that the suspension is comfortable and the handling is safe under any load (it can transport a payload of up to 1.1 t). Furthermore, the X-Class has internally vented disc brakes front and rear.

At launch (we'll get the X-Class in April next year), two 2.3-litre diesel engines and one petrol engine – all supplied by the Renault-Nissan alliance – will be up for grabs.

In the X220d with single turbocharger the diesel engine generates 120 kW and, in the biturbo X250d, no less than 140 kW. The X200's petrol engine generates 122 kW. (We won't get this model; it will only be available as a left-hand drive vehicle with rear-wheel drive, and it will be destined for markets such as Dubai and Morocco.)

I rode in the X250d. Its biturbo engine has two turbochargers of different sizes, which, depending on the engine speed, compress the intake air either singly or in combination.

This delivers powerful torque at low revs and more output at the top end of the rev range. It appeared to

deliver immediate response, good pulling power and strong acceleration over the short route.

Both diesel variants are available as purely rear-wheel drive, or with engageable all-wheel drive. Power is transferred via a six-speed manual transmission.

Its special feature is the wide transmission spacing, with a short first gear for maximum torque and a long sixth gear to keep rev speeds down. This design makes allowance for typical situations such as hill starts with a horse or boat trailer in tow, and long-distance comfort on motorways.

Furthermore, the manual transmission combined with a diesel engine can be equipped with the ECO start/stop function as an option in various markets. This makes an important contribution to the X-Class's moderate fuel consumption.

As soon as the driver brakes, disengages the gear and releases the clutch, the engine switches off automatically when the vehicle is at a standstill. When the clutch is engaged, the engine immediately starts again. This saves on fuel, particularly in urban traffic.

In mid-2018, the top-of-the-range, high-torque V6 diesel engine will be released, ensuring even greater agility on- and off-road. This powerplant will be sourced from Daimler. We know it well; it's already proven its credentials in numerous



“

In mid-2018, the top-of-the-range, high-torque V6 diesel engine will be released.



Mercedes-Benz passenger car models – from the G-Class to the latest E-Class.

The top X-Class model will come as standard with permanent 4MATIC all-wheel drive and the seven-speed 7G-TRONIC PLUS automatic transmission. It will boast steering-wheel shift paddles and the ECO start/stop function. (We asked if an AMG model could be expected; the answer was a resounding “no”!)

In typical Mercedes-Benz fashion, the X-Class will boast nothing less than exemplary levels of passive and active safety equipment (including Active Brake Assist, Lane Keeping Assist and Traffic Sign Assist).

The X-Class will be produced at plants owned by Daimler and its alliance partner Renault-Nissan located in Spain and Argentina. The Renault and Nissan bakkies will be produced in the same facilities. We will be driving the X-Class in October; watch this space for a full report on the king of pickups in our December issue! **F**

ABOVE: The X-Class will be available in three design and equipment lines: Pure, Progressive and Power. It won't be positioned as a workhorse, but as a pickup for owners who want a bakkie with the characteristics of a passenger car.

CHECK OUT THE X-CLASS IN ACTION!



**VW
COMFORT SUPER
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VALID UNTIL
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Buy a VW Truck today and you won't pay for Services or Maintenance for the next 3 years or the first 180 000 km. The coverage of the Maintenance Plan includes the following:

- All scheduled services per applicable servicing interval
- All time-based services
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- Electrical system (excluding batteries in the 3rd year and globes)
- Transmission and related parts (with conditional cover on clutch)
- Cab (including air conditioner)
- Drive axles
- Braking system (with conditional cover on friction material)
- Towing to the nearest MAN or VW service point in the unlikely event of a breakdown



RISING STAR



JMC SOUTH AFRICA RECENTLY LAUNCHED WHAT GAVIN MYERS RECKONS COULD NOW BE THE BEST RANGE OF MINI TRUCKS AND VANS AVAILABLE IN SOUTH AFRICA

It's amazing how easily a brand can be tarnished. When JMCSA took over the distribution of Chana in South Africa with the launch of the second-generation Star during 2013, a conscious decision was taken to revert back to the original Changan name, due to the poor reputation caused by the mishaps of the previous importer.

Even with a history stretching back 154 years (33 of which have been spent building vehicles), representation in 60 countries, and eight global research and development centres, JMCSA knew it had its work cut out for it with the reintroduction of the Changan brand.



Clearly it's been on the right path as the all-new, third-generation Star has now been launched – and following our first sampling it seems to be a very well-rounded product.

The range is comprised of eight one-tonne models: two two-seat, single-cab bakkie models; two five-seat, double-cab bakkie models; two two-seat mini vans; and two five-seat mini vans. It's worth noting that, irrespective of which model is chosen, the payload capability does not drop below one tonne, while gross vehicle mass is rated at 2 400 kg and gross combination mass at 3 400 kg.

The new ladder-frame chassis features nine cross beams to increase strength.

The two-seat, single-cab bakkie has a load bay length of 2 750 mm (which Changan claims is the biggest in its class), and the five-seat, double-cab model a load bay of 2 060 mm in length. Both have a width of 1 520 mm and height of 370 mm.

Opting for the van (with either two or five seats) provides a load volume of up to 1 640 litres. The mini vans feature a raising tailgate and sliding doors on both sides, while the bakkies are easily loadable due to a three-way drop-side bin.

JMCSA will consider introducing more van models, including a six-seat minibus, if there is demand.

All models are powered by a 1,3-litre naturally aspirated petrol engine, which produces 72 kW and 119 Nm torque, and a five-speed manual gearbox. JMC claims fuel consumption figures as low as 6,5 l/100 km.

Despite this diminutive powerplant, the Star 3 gathers pace easily and driving any of the models is exceptionally easy. Thanks to the larger, redesigned, more practical cabin, occupant space and comfort are good. However, it'll be interesting to see how the Star 3 gets on when we have it on test and can load it up.

The Star 3 comes reasonably equipped, though for mod-cons one would need to look at the Lux models – which add air-conditioning, fog lights, central locking, electric windows and extra speakers for the aux-equipped radio.

Keenly priced between R139 990 and R164 990, all Changan Star 3 models carry a three-year/100 000 km warranty and 24-hour roadside assistance. With 20 dealers around the country, small-business owners should appreciate this back-up offering just as much as they should be impressed by the new generation Star as JMCSA continues to build the brand. **F**

FIND THE CHANGAN STAR 3 THAT'S RIGHT FOR YOUR BUSINESS





JOE PUBLIC Image MBSA4701/CVBRAND

A single decision could cost you millions.

Why waste time and money on trucks that come with a low initial price tag but end up costing you millions in the long run, when you can make the right decision from the outset?

Choose the best trucks in the world that can save you on fuel, downtime and replacement parts.

Don't waste millions, choose Mercedes-Benz Trucks

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Trucks you can trust.





IMPERIAL LOGISTICS GOES THE EXTRA MILE

WITH THE RENEWAL OF ITS TRANSPORT CONTRACT WITH ITALTILE, IMPERIAL LOGISTICS HAS REVAMPED ITS OFFERING TO MATCH ITS LONG-STANDING CLIENT'S NEW CORPORATE IDENTITY

Italtilite Limited is South Africa's leading retailer of imported and local ceramic and porcelain tiles, sanitaryware, bathroom accessories and other related products. The group operates as a franchisor, featuring a streamlined parent operation focused on growing market share and fostering entrepreneurial opportunities through its franchise programme.

It therefore requires partners that are committed to forging true partnerships that drive its competitiveness along every link in its supply chain. In this regard, Imperial Logistics has stepped up to the plate.

"We took the opportunity to replace the entire Italtile Retail secondary fleet with brand new vehicles that feature Italtile's new corporate livery and logo. We have also revamped the uniforms worn by our drivers and assistants to tie in with our client's new look," says Imperial Logistics chief strategy officer Cobus Rossouw.

The partnership between Imperial Logistics and Italtile goes back more than ten years, and has encompassed many different components of the company's supply chain. The partnership is founded on open engagement between the two companies and unwavering commitment to innovation – all in the pursuit of improved efficiency and lower costs that serve to ensure Italtile's ongoing competitiveness and relevance.

"We worked closely with our client to understand what role Imperial Logistics could play in its recent rebranding. Once we had a clear idea of where Italtile was moving in terms of its new identity, we did not hesitate to align our vehicles, enhance our service offering and help our client to create and maintain awareness of its new image following the rebranding."

Rossouw notes that the eye-catching new fleet was warmly welcomed by Italtile, and the Imperial Logistics transport services to the retailer have since been extended to cover Cape Town, Gauteng and KwaZulu-Natal.

Furthermore, Imperial Logistics is pushing for ultimate customer satisfaction. "Our drivers and assistants will be completing advanced training courses developed by the Imperial Logistics Academy. These will improve their interaction with Italtile customers at delivery points," Rossouw explains.

With the roll out of the new Italtile fleet successfully completed, the company's next value-adding initiative for its client is a technology solution that will enhance customers' delivery experience. **F**

WANT TO KEEP TABS ON IMPERIAL LOGISTICS?



We put the Mercedes-Benz Actros to the test on South Africa's most challenging routes

FleetBoard monitored the fuel consumption of the different fleets with data from customers who operate the Mercedes-Benz Actros 2646LS/33 on some of the most challenging routes in South Africa, like the N3 from Johannesburg to Durban. Follow our journey, highlighting some interesting facts along the way as to why the Mercedes-Benz Actros performed so efficiently.



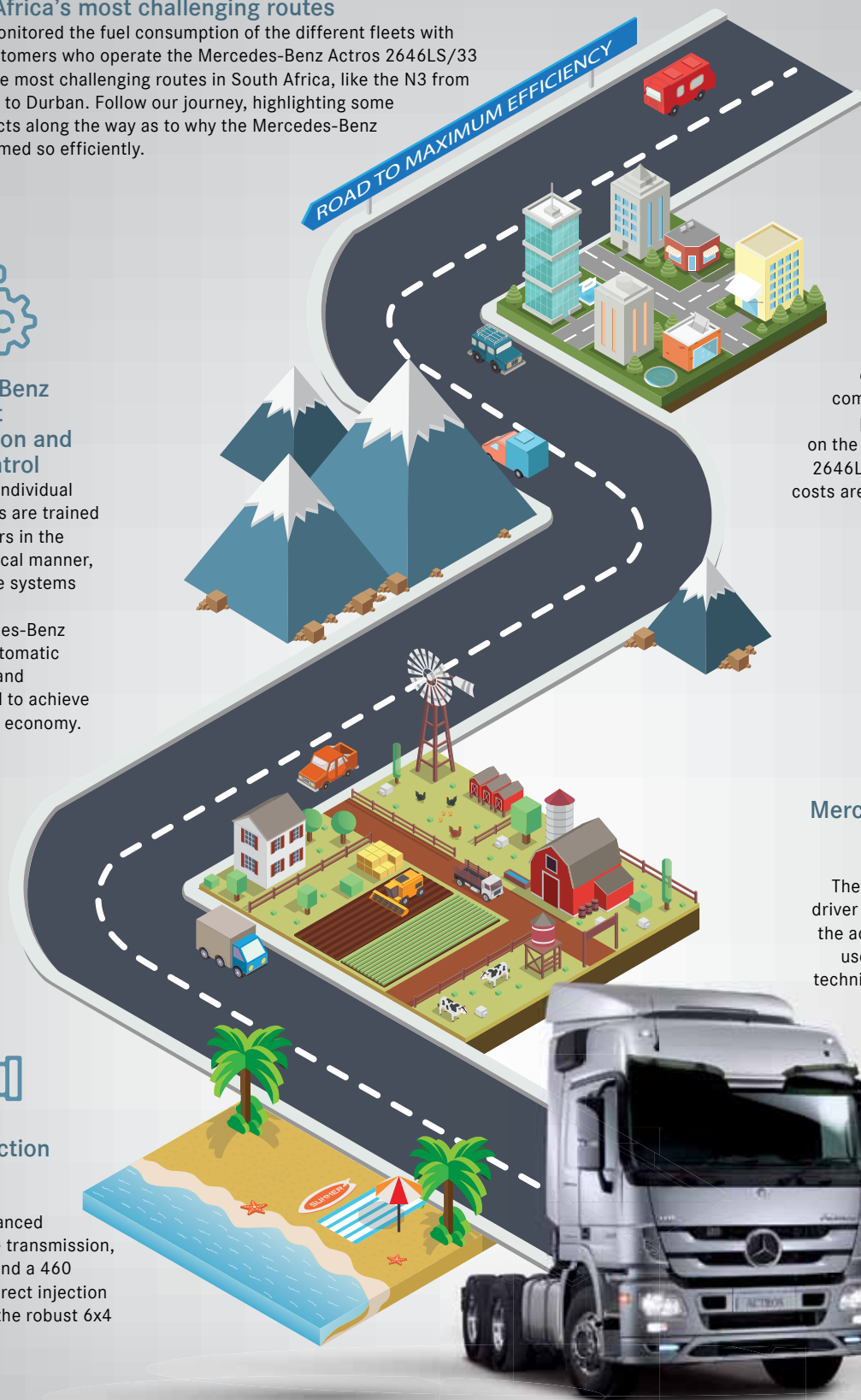
Mercedes-Benz PowerShift Transmission and Cruise Control

Based on the individual results, drivers are trained to change gears in the most economical manner, use assistance systems such as the Mercedes-Benz PowerShift automatic transmission and Cruise Control to achieve maximum fuel economy.



Direct injection V6 engine

Fuel economy is further enhanced by direct drive transmission, hypoid axles and a 460 horsepower direct injection V6 engine on the robust 6x4 truck tractor.



Fuel saving

Direct feedback from our customers with the combination of fuel-saving product enhancements on the Mercedes-Benz Actros 2646LS/33 ensures that fuel costs are dramatically reduced.



More than 5,000 Mercedes-Benz Actros trucks monitored by FleetBoard

The FleetBoard vehicle and driver telematics system, and the accompanying training is used to improve a driver's technique, which has a direct impact on reducing fuel consumption.

Proven economy in the tough long-haul business.

Never before has a long-distance truck been as systematically designed for maximum efficiency as the Mercedes-Benz Actros.

Mercedes-Benz
Trucks you can trust.





OPPORTUNITY KNOCKING

“FUSO IS ON A VERY CLEAR AND AMBITIOUS GROWTH PATH,” SAYS ZIYAD GABA, THE NEW HEAD OF FUSO TRUCKS SOUTHERN AFRICA. WE FIND OUT HOW HE’S PLANNING TO ACHIEVE DOUBLE-DIGIT GROWTH

Gaba is a man who is all about opportunity. After graduating from the University of the Witwatersrand with a B.Com honours degree in marketing in 2004, he was given the opportunity to join the graduate trainee programme at (then) DaimlerChrysler South

Africa. That’s when diesel began pumping through his veins! “Enrolling in that programme was the best decision I could have made. I really love where I’ve ended up in the trucking game,” he explains.

Gaba’s journey kicked off in the bus division where he was given the opportunity to rotate between the various business units. Eventually, he moved into the regional sales manager position where he was responsible for commercial vehicles, and, when the opportunity came to specialise, he moved into the vans division.

In 2010, an opportunity presented itself for Gaba to join a different original equipment manufacturer (OEM), where he was exposed to the entire value chain of the light and medium commercial vehicle business. This was to put him in good stead for his return “home” to Mercedes-Benz South Africa as vans sales manager in 2012.

Gaba’s journey with the FUSO brand began in 2014, when another opportunity presented itself for him to “stamp his mark on the brand”.

“A bit of my heart was still with trucks. I looked at the challenges FUSO had and identified the potential for growth, so I joined as sales manager,” he explains.

In July, the opportunity to head up the FUSO division presented itself ... driving the brand forward and redefining

its identity within the commercial vehicle and trucking industries of South Africa was an opportunity he was not prepared to pass up.

Four fundamentals, says Gaba, will define the FUSO brand going forward: reliability, quality, value for money, and best service support.

“These values were not necessarily lacking in the past, but we’ve done research and engaged with customers and these are what they value most. We believe that we’ve made good progress within the South African market over the last three years, yet there is potential for us to do more, so we’ve embarked on a very clear growth strategy between now and 2020,” he explains.

Gaba is aware that this growth is not going to be as a result of natural growth of the economy (he foresees two to three percent growth from about 2019, and similar numbers for the commercial vehicle industry). As such, Daimler Trucks and Buses has committed to specific investments.

“Today we are lucky to have the backing of a very strong global player. In markets that are tough very few OEMs are willing to invest. Daimler has, however, seen the development possibilities for South Africa and is willing to support us,” Gaba says.

“I am investing in and expanding my team – not many companies are investing in people right now. We need the right people; this is crucial, and we need to improve the dedication to the FUSO brand. There are a lot more people ‘talking FUSO!’”

This holds true from head office support to the dealer network – and it all boils down to supporting the customer.



FUSO has a clear strategy for growth leading to 2020. The aim is to achieve double-digit market share. Products such as the FJ (above), FA (far right) and Canter (right) are central to this.



"We've got a clear ambition, in partnership with our dealer partners, to make sure we improve the focus on FUSO within the network and bring about dedication to the brand. Customer service is the most crucial aspect. How you support your customers determines your success. Yes, you also have to have the right product, but, more importantly, you have to have the right backup through a strong, sophisticated dealer network that you and your customers can rely on," Gaba notes.

Talking of the right product, Gaba is pleased with the brand's current trajectory – but has even more in store.

"Over the last three years we've shown good growth and have been able to meet our objectives over the period. However, we want to become a more serious player in the industry and achieve double-digit market share. We also want to double the revenue from the service and parts division," he notes.

Despite the market being under pressure (and likely to stay this way for at least the next two years, Gaba reckons), the FUSO team is still eyeing opportunities in segments in which the brand plays.

"The new products we've recently introduced bear testimony to this: there has been good order intake on the FJ26.280C construction vehicle launched in May, and

we expect it to continue as we fill gaps in our product offering.

"In the fourth quarter, customers can look forward to another FUSO vehicle that will disrupt the market. We will introduce three or four different products in the middle of the second quarter of 2018, including 4x2 and 6x2 rigid," Gaba divulges.

Undoubtedly, the brand is on the right track. This much is clear when Gaba hints at an upcoming milestone with a significant fleet customer – although he's not giving away any details just yet...

Gaba concludes: "We believe there are pockets of positivity in the economy and we need to tap into those to grow. We like to look at it the glass as half full ... although things are tough, if we do not invest now, we will not see the growth we want from the FUSO brand in the future."

Now that's an opportunity worth grabbing and running with. **F**

SEE WHAT'S NEW FROM FUSO





THE KEYWORD IS CONNECTIVITY

TRANSPORT AND LOGISTICS COMPANIES AROUND THE WORLD ARE TURNING TO TECHNOLOGY TO REMAIN COMPETITIVE AND MEET DEMAND. MARISKA MORRIS LOOKS AT THE NEW DEVELOPMENTS IN THE MIDDLE EAST

Globally, more transport and logistics companies are looking towards innovations in technology to improve service and productivity and to lower costs. The Middle East is no exception and countries in this region are looking toward cloud-based platforms, apps and even self-driving vehicles to remain competitive.

In July, entrepreneurs from Saudi Arabia and the United Arab Emirates (UAE) launched Trukkin, a business-to-business, cloud-based platform, which is aimed at streamlining logistics between shipping companies and transport providers.

Shippers request a truck via the iOS and Android-supported app, or through the Trukkin web portal, and pick the transport provider they prefer. The order can be tracked in real time through the app, and once it arrives at its destination a proof of delivery is uploaded, which concludes the service. Trucks are also able to see which loads are available.

"We've launched Trukkin with the mission of making it the preferred logistics enabler throughout the region," co-founder and CEO of Trukkin, Janardan Dalmia, says in an article published by *Construction Week Online*. He adds: "Trukkin answers a genuine industry need for greater

transparency, choice of providers and the ability to request transport services from available fleets."

According to Dalmia, Trukkin makes the registration, ordering and accepting of a bid, as well as the payment process, very simple. He notes: "I am, therefore, extremely confident that Trukkin will enhance and simplify logistics across industries in the whole Gulf Cooperation Council (GCC) region."

The technology seems similar to that of Uber and Airbnb for good reason, as the app was inspired by similar cloud-based solutions now dominating all industries.

Dalmia says: "Cloud-based app solutions are revolutionising the provision of services from renting holiday homes to hailing cabs. We've brought a similar model to the logistics, driving and trucking industries, putting technology at our core to unlock efficiencies."

While Trukkin streamlines logistics between fleets and shippers, the LogiGate smart app aims to negotiate logistics between warehousing and transportation. The app, which was developed by Dubai Trade earlier this year, has two services: LogiGate Transport and LogiGate Warehousing. Both are accessible via a smartphone or online.

Similar to Trukkin, LogiGate connects cargo owners with transport companies. Goods are tracked via GPS, with an



online payment through Dubai Trade's secure e-Payment gateway, Rosoom, once the delivery has been made. There are also real-time notifications of new job opportunities in the industry.

According to an article published by *Technical Review Middle East*, the app "will benefit Dubai's trade and logistics sector by providing speed and accuracy in logistics and supply chain management".

Dubai Trade hopes to roll out another aspect of LogiGate soon, which will connect warehouse owners and service providers with people seeking storage space for cargo.

Mahmood Al Bastaki, CEO of Dubai Trade, notes: "LogiGate contributes to the development of smart trade in Dubai, allowing for a direct connection between merchants and those with transportation or warehouse capabilities. We anticipate competitive offers and rates that will set new benchmarks for the market."

Another technology development that will set a new benchmark for the industry is truck platooning. Various trucks are electronically connected with one vehicle leading and others mimicking the acceleration and braking of the first truck.

During a question and answer session with *The National*, Kivanç Arman, the automotive aftermarket regional director for the Middle East and Turkey at Robert Bosch Middle East, noted the benefits of truck platooning for the transport and logistics sector.

"The trucking industry has a lot of room for improvement through automation and connectedness. At present, a truck

driver's cab has so many switches and levers to control different parts of the vehicle, which are very counter-intuitive and increase the risk for mistakes," Arman says.

He adds that transport companies would benefit from a simple, easy-to-use driver interface similar to that of a smartphone, which will allow the truck driver to focus on the road. Aside from the benefits that might motivate the introduction of truck platooning, he points out that the large increase in freight will also be a factor.

"A considerable volume of freight is moved by truck in the GCC today. Over one million trucks are currently in operation across the region, and this number increases by five to nine percent every year," says Arman. He notes that major logistics hubs with many freeways would be well suited for truck platooning.

Arman points out that platooning is not yet common due to its complexity. He says: "It will require at least another five to ten years in order to reach maturity. It requires advanced and reliable inter-vehicle connectivity to ensure that acceleration, braking and steering for each vehicle in the fleet follows that of the first truck in the convoy."

He comments that all trucks would need to be automated and connected before truck platooning can take place. He predicts that platooning on freeways will be possible by 2025.

"Connectivity is the keyword for the future of the trucking industry, but, just as for automated personal vehicles, legal conditions need to be created to make automated vehicles a reality on the production lines," Arman concludes. **F**



THINK GLOBALLY, SERVE YOUR CUSTOMERS LOCALLY

DUTCH TRUCK MANUFACTURER DAF TRUCKS IS SPREADING ITS WINGS. IT LAUNCHED THE NEW XF AND CF SERIES IN THE SECOND QUARTER; IT IS EXPANDING ITS MARKETS GLOBALLY; AND IS INCREASING ITS PRODUCTION STEADILY. SINCE LAST YEAR, DAF TRUCKS HAS HAD AN AMERICAN, PRESTON FEIGHT, AT THE HELM. GIANENRICO GRIFFINI VISITED HIM IN EINDHOVEN AND DISCUSSED SEVERAL KEY TOPICS

C

AN YOU OUTLINE YOUR POSITION IN THE EUROPEAN TRUCK MARKET?

We can look back on an excellent year. Our European heavy-duty market share increased from 14,6 percent in 2015 to 15,5 percent last year. DAF is really benefiting from a strong economy, not to mention its excellent products and services, which are really leading the way.

Three years ago we introduced DAF Transport Efficiency. This philosophy aims to continuously reduce the costs of ownership for our customers by reducing fuel consumption and maintenance costs, while at the same time delivering the highest uptime possible.

In addition, 2016 was also the year in which we saw continuous growth in our Paccar Parts business and record sales of more than 4 000 MX-11 and MX-13 engines to third parties, including leading bus and coach builders around the world.

HOW DO YOU PLAN TO ACHIEVE THE "RIGHT" BALANCE BETWEEN TRACTORS AND RIGIDS?

DAF traditionally performs very strongly in the European market for tractors. That is a big plus, of course, but I want DAF to be dominant in the rigid segment as well, and that is certainly possible.

In the United Kingdom we have a good balance between tractors and rigids and in the Netherlands we also sell a

proportionally higher percentage of rigids. I don't see why we can't be equally successful everywhere.

ARE YOU GOING TO KEEP ON INVESTING?

It's one of the strengths of DAF and Paccar: keep investing. In both down cycles and up cycles ... always keep investing. Investing is in our genes.

As we speak, we are finalising the construction of our new cab paint shop – a €100 million (R1,556 billion) investment. It's no exaggeration to say that this paint shop will produce the kind of paint quality usually associated with the best luxury cars. If you own the best truck in the market, you want it to look the best, too.

Other investments include a new large stamping press in our truck factory, the installation of new block and head machining equipment in the engine factory and highly sophisticated gear-grinding installations for the rear-axle differentials. All these investments are being made to further enhance the product quality of our trucks.

At the same time, they reinforce an already excellent working environment for our people. I'm extremely proud of DAF's workforce – all of those passionate men and women who consistently deliver their very best for our customers.

WHAT FEEDBACK HAVE YOU RECEIVED FROM THE MARKET REGARDING THE NEW CF AND XF MODELS?

So far, we have had excellent feedback from our



customers. The current generations of our Euro-6 DAF CF and XF are not only the most reliable trucks we've ever built, but also the most reliable trucks in the market.

In addition, they offer industry-leading fuel efficiency and performance. The challenge our engineers took on was coming up with a new generation of trucks that would set new standards.

This was a significant challenge to say the least, but the result is impressive. The team redesigned the entire powertrain – from the MX-11 and MX-13 engines to the transmission, axles and after-treatment systems.

When driving at cruising speeds, the engines now run at around 1 000 r/min, and from 900 r/min upwards the engines deliver maximum torque. It sounds impressive – and that's exactly how it drives, too ... the combination of silence in the cab, the complete absence of vibrations and the superb power at low revs is guaranteed to put a smile on every driver's face.

So, the new CF and new XF perform superbly when it comes to driver comfort, but for the owner it is even more important to know that our new trucks deliver seven-percent better fuel economy than the current trucks. That really separates us from the rest of the competition.

To prove this impressive seven-percent improvement, we have been running tests with our customers, which confirm that our new trucks are delivering this fuel efficiency. It's wonderful to be providing our customers with this significant reduction in operating cost.

WHAT IS DAF'S ROADMAP TO LOWER FUEL CONSUMPTION AND CO₂?

In general you can say that fuel consumption of our trucks has gone down by an average of about one percent per year over the last decade or so. I think this is a great accomplishment. Keeping the same pace in the future will be a challenge, but we are optimistic.

In order to achieve enhanced fuel efficiency and lower CO₂ emissions, we are working with the European Commission to define legislation that enables this performance. One of the key items is new legislation with regard to masses and dimensions. We are looking forward to receiving clear guidelines on what we will be allowed, which will open the way for new truck generations that offer significant aerodynamic and safety advantages.

However, there is low-hanging fruit that could be harvested immediately, like a Europe-wide allowance for the application of longer and heavier vehicles – the eco-combis.




WHICH NEW TECHNOLOGIES AND DRIVELINES LOOK MOST PROMISING?

Obviously, DAF Trucks is constantly investing in new and promising technologies for the future. The three pillars are electrification/hybridisation, autonomy and connectivity. We are active in all these areas and are working with government officials and our customers to define commercially viable approaches to these technologies.

For example, electric-only vehicles may be able to fill a niche in low-weight class urban environments, but it is debatable whether all-electric powertrains is the right answer for long-haul applications.

Last year, at the IAA in Hanover, we displayed one of our Innovation trucks, illustrating next-generation technologies; such as hybridisation and electrification, autonomous features and connectivity, and we will continue to develop these platforms and opportunities.

WHAT'S YOUR VISION OF THE NEAR FUTURE?

Our strategy is simple; if we continue to grow every year we 

will find ourselves on top. Take a look at our truck production last year, we have to go back to 2008 before we can find numbers like that, and production is still increasing. By the end of the summer, we will ramp up CF and XF production to 216 trucks a day and perhaps we can go to even higher levels as the economy continues to move forward.

The market is strong, freight is moving, diesel prices are low, economical sentiment is positive and MAUT kilometres (distance driven on tolled roads) are at record levels.

Last year the heavy-truck market in the European Union was estimated to comprise just over 300 000 units. We estimate that the 2017 market will be strong again with 290 000 to 310 000 registrations forecast for the total European heavy-duty market.

DO YOU PLAN TO FOCUS YOUR BUSINESS MORE ON AFTERSALES REVENUES IN THE FUTURE?

I read that some brands have decided to focus more on aftersales and services than on the trucks themselves, but we believe it has to be both. A transport business needs the best truck and a partner to take care of that truck as well.



ABOVE: DAF claims that its new CF and XF deliver seven-percent better fuel economy than their predecessors.

RIGHT: Preston Feight is the new man at the head of DAF. He believes in growing the brand in an intelligent, financially sustainable way.

Engineering, building, selling and supporting is an indivisible package to us. We won't be focusing on only one element; we will focus on all of them.

HOW DO YOU JUDGE DAF'S PRESENCE WORLDWIDE?

Paccar is already equipping around 50 percent of its trucks in the United States (US) and Canada with Eindhoven-designed MX-11 and MX-13 engines. That makes us proud.

At the same time, DAF is increasing its footprint around the world. Take a look at Brazil and Australia. In Brazil, we opened a manufacturing facility. We are growing steadily and have just been voted Truck Brand of the Year for the second year in a row.

In Oceania we see opportunities, just like the ones found throughout Asia, Africa and the Middle East. We must think

about things globally and serve our customers locally.

DAF will only expand in a way that is both intelligent and makes financial sense; it is not growth just for the sake of growth itself, but growth where it's a good business idea and supports our customers around the world.

YOU'VE WORKED ON BOTH SIDES OF THE ATLANTIC. WHAT DO YOU LIKE MOST OF EACH TRUCK MARKET?

To be honest, there are more similarities than differences. A similarity that I enjoy relates to the people that own and run trucking companies.

Whether they are small or big, based in America, Europe or somewhere else, they are all working hard to keep the economy moving. Their businesses are challenging and complex and require great skill. We view our responsibility as



helping them to succeed; so we try to see the business from their perspective as well as from their customers' perspective.

Of course, there are differences. The US-Canada market can be approached using one strategy. What kind of challenge does Europe present? Well, the Netherlands is not Italy or Spain, and France is not Germany.

It's not about good or bad, but it is about understanding each market and figuring out how to meet each of our customer's needs. Nothing is more fun and fulfilling for our team than providing the best trucks and services in the world to each customer in their unique operating environment. **F**

SCAN HERE TO SEE HOW DAF HAS MADE THE ALL-NEW CF AND XF EVEN BETTER!

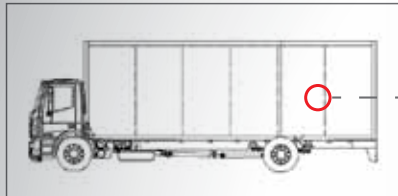


As regular readers of **FOCUS** know, this magazine has been appointed an associate member of the International Truck of the Year (IToY)! **FOCUS** is the sole South African magazine to have joined this prestigious body. One of the advantages of this association is access to exclusive articles, specially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

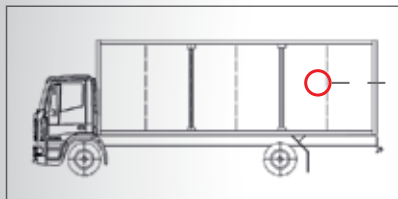


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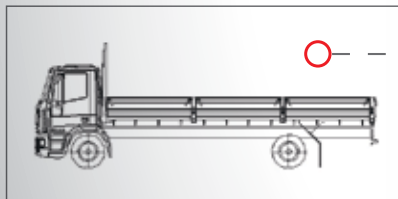
ONE VEHICLE TO MEET ALL YOUR BUSINESS NEEDS



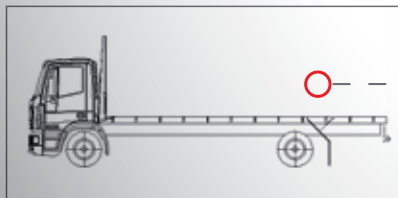
Cargo Van



Curtain Sider



Drop Side



Flat Deck



Models	MLC120E22	MLC140E22	MLC180E28
Purchase Price	R521 750*	R547 750*	R736 000*
Body Type	Flat Deck/ Dropside	Flat Deck/ Dropside	Van Body/ Curtain
Free Signage	Up to R5000	Up to R5000	Up to R5000

*Terms and conditions apply
Actual product may differ from image
Prices excludes VAT. Price while stocks last



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GLOBAL FOCUS NEWS

CRAZY FOR VW COMMERCIALS

Volkswagen Commercial Vehicles has reported the worldwide delivery of 286 800 vehicles in the first half of this year, representing an increase of 5,3 percent compared with the same period last year.

In Western Europe, vehicle deliveries increased by 4,3 percent to 196 600 vehicles. In Eastern Europe, 22 400 vehicles were delivered, corresponding to an increase of 17,6 percent.

In North America (Mexico) deliveries increased by an impressive 48,7 percent, with 6 400 unit sales. Deliveries in South America rose 16,1 percent to 23 000 vehicles, and in the Asia-Pacific region by 14,3 percent to 14 600 vehicles.

Three global markets returned negative figures.

These were Africa (-14,2 percent to 7 400 vehicles), the Middle East (-15,1 percent to 16 200 vehicles) and Great Britain (-2,3 percent to 26 700 vehicles).

Bram Schot, member of the Board of Management of Volkswagen Commercial Vehicles, responsible for sales and marketing, says: "We are very satisfied with the continued good performance of our sales situation and we would like to thank our customers for their continued confidence in our products."

Each of the individual model ranges represented increased sales except for the Crafter, which declined by 8,9 percent; a performance attributed to the current model changeover.



A TONNE FOR FORD

This year, Ford is celebrating 100 years of its first, purpose-built, one-tonne van – the Ford Model TT. The forerunner to the modern-day van and pickup, the Model TT was first launched in the United States of America, and later built at Ford's Trafford Park factory in Manchester, England.

The Model TT van was longer and stronger than the Model T car, it could seat two and, for a smoother ride, customers could choose modern

air-filled rear tyres instead of solid rubber. Owners could also customise the chassis with a cargo bed to transport everything from letters to fuel.

"While in some ways today's vans are a million miles from the Model TT, it's amazing how they have come on. Fundamentally they do the same job they were designed to do 100 years ago – providing a flexible means of keeping businesses on the move," comments Hans Schep, general

FUSO eCANTER NEARS GLOBAL LAUNCH

It's been seven years since Fuso presented the electrically powered Canter E-Cell prototype at the 2010 IAA show in Hanover, Germany. Four years later pre-series production for testing purposes commenced.

Now, following the start of Japanese production at the Kawasaki plant during July, Mitsubishi Fuso Truck and Bus Corporation (MFTBC) has celebrated the beginning of production for European and American markets.

MFTBC has enjoyed the support of the Portuguese government since 2010, during which time the eCanter – the world's first all electric light-duty truck – has been developed. The new vehicle will be built in line with the conventional Fuso Canter truck in Tramagal, Portugal.

The Tramagal plant produces variations of the Fuso Canter for around 30 European countries.

Marc Llistosella, president and CEO of MFTBC and head of Daimler Trucks Asia, says: "From now on we can address the growing demand for emission-free delivery trucks in megacities. We have already received the first customer orders and will mark the global launch of this truck in one of the most iconic megacities – New York – this September."

The eCanter has a range of 100 km and a load capacity of two to three tonnes – depending on body and usage. The vehicle's electric powertrain contains six high-voltage lithium-ion battery packs with 420 V and 13,8 kWh each. In comparison with a conventional diesel truck, it offers claimed savings on operating costs of up to €1 000 (R15 522) per 10 000 km.



manager, Commercial Vehicles, Ford of Europe.

The 100-year milestone comes as Ford prepares to launch 20 new plug-in hybrid (PHEV) Transit Custom vans on a 12-month trial in and around London. Among those taking part in the trial are the Metropolitan Police and British Gas, which will allow both Ford and

the city of London to explore how electrified vans can contribute to cleaner air targets while boosting productivity for operators in urban conditions.

The Transit Custom PHEV van, planned for commercial introduction in 2019, is part of Ford's \$4,5 billion (R539,63 billion) investment into electrified vehicles by 2020.



SHORT HAULS

FUELLING UP FOR BETTER EFFICIENCY

In 2010, Uzuko Carriers was started as a joint venture between JSE-listed supply chain specialists Cargo Carriers and Caltex Eastern Cape Marketers. It was established to create a dual-owned company to handle last-mile delivery of Caltex-brand products to dealerships around East London, including isolated outlets as far away as Mthatha.

Within three years, superior cost-efficiency and reliability had seen the Uzuko Carriers contract expanded south to include distributors around the Nelson Mandela Bay metro, and westwards into the Karoo.

Fast-forward to the present, and Uzuko Carriers has seen its contract with Caltex renewed and expanded. The haulier now covers 101 Eastern Cape forecourts for Caltex, travelling more than 1.3-million kilometres to deliver 274-million litres of petrol and diesel per year.

"Part of the success of Uzuko Carriers is down to the joint-venture nature of the operation," says Cargo Carriers director of marketing, Andre Jansen van Vuuren. "Cargo Carriers has spent many years gaining expertise in managing a transport business, and we've developed several intellectual properties (IPs) that help cut costs and boost profits. Uzuko Carriers can apply those IPs and our management practices to deliver the same levels of service and affordability."

Jansen van Vuuren sees Uzuko Carriers's ongoing relationship with Caltex as testimony to the reliability of its service and the ability to use innovation to lower costs. "To that end, in line with our vehicle

replacement policy, we have just purchased seven Mercedes-Benz Actros 2641 trucks to replace some old Actros 2644s," he says.

"Some of those trucks have done more than a million kilometres!"

Jansen van Vuuren explains how the capital expenditure paradoxically results in cost savings.

"The new trucks are 400 kg lighter than the old ones, with greater power efficiency. So they not only use ten to 15-percent less fuel to haul a load, but they also handle the mountainous terrain better – and we can carry an extra 300 litres of fuel per load safely, thanks to the reduced weight. Over a year, that adds up to a lot for a distributor."

The trucks are purchased on a three-year, buy-back guarantee, with a Mercedes-Benz maintenance contract, which means costs are fixed and when it comes time to cycle these vehicles out of service and replace them, there's no danger of the book value being higher than the market value. Further, service intervals are dramatically extended over the old Actros 2644s.

"All these advantages add up to lower costs for the customer, while our driver training programmes and load-tracking software enhances predictable, reliable delivery," Jansen van Vuuren concludes.



GOING SMALLER, GETTING BIGGER

How does one get better payloads on smaller delivery vehicles that require only a standard code B (8) driving licence?

This was the question fresh fruit and vegetable distributor Fresh Trading posed to Serco... Simao da Luz, managing director of Fresh Trading, wanted a light truck with a large payload that his code-B drivers could use, rather than getting a bigger vehicle, which would require his drivers to upgrade their licences.

The solution came from Barloworld Hino in Kuilsriver and the Toyota Dyna 150 – which allowed for the physical dimensions of a tall, three-metre-long Serco refrigerated rigid body, as well as a payload capacity of 1.95 t.

Da Luz says the two new Dynas have taken his company up a level. "The new refrigerated units will ensure the cold chain is fully maintained while fruit and vegetables are in our vehicles. The two new units are in service and we are very happy with the outcome!"



COMMERCIAL VEHICLE SALES REPORT FOR JULY 2017

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

Light Commercial Vehicles < 3 501 kg	Total: 13 774
Fiat Group	37
Ford Motor Company	2 414
GMSA	1 989
GWM	150
Hyundai Automotive SA	275
JMC	35
Kia South Africa	109
Mahindra	194
Mazda South Africa	33
Mitsubishi	24
Mercedes-Benz SA – estimate	11
Nissan	3 227
Renault	5
Suzuki Auto	12
Tata	79
Toyota	4 610
Volkswagen SA	570
Medium Commercial Vehicles 3 501 – 8 500 kg	Total: 598
Ford Motor Company	6
GMSA	172
Hyundai Automotive SA	7
Iveco	51
JMC	11
Mercedes-Benz SA – estimate	132
Tata	26
Toyota	147
VECV South Africa	11
Volkswagen SA	35
Heavy Commercial Vehicles 8 501 – 16 500 kg	Total: 411
FAW	52
GMSA	120
Iveco	6
MAN	8
Mercedes-Benz SA – estimate	40
Tata	20
Toyota	82
Volvo Group Southern Africa	83
Extra-Heavy Commercial Vehicles > 16 500 kg	Total: 999
Babcock DAF	27
FAW	24
GMSA	32
Iveco	24
MAN	137
Mercedes-Benz SA – estimate	241
Powerstar	49
Scania	195
Tata	22
Toyota	18
Volvo Group Southern Africa	230
Buses > 8 500 kg	Total: 111
GMSA	4
Iveco	19
MAN	41
Mercedes-Benz SA – estimate	14
Scania	21
Tata	2
Volvo Group Southern Africa	10

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

RELIABLE VEHICLES FOR NETWORKED PARTNERS

The Afrimat Ready-Mix Division, which is part of the larger JSE-listed Afrimat group, has a vision to move strategically into the southern African region.

Ricus van Heerden, head of Afrimat Ready-Mix Division's Western and Northern Cape region, emphasises the importance of logistics, planning, collaboration and trust. "While we concentrate on our core product, we also rely on our outsourced transport teams to uphold our customer promise and reputation.



"When you're contracted as a concrete supplier on a 500 000 m³ project, the reliability of each and every partner in your 'team' is extremely important. It is in situations like this that you do not want one of your trucks to suddenly have mechanical problems," explains Van Heerden.

Van Heerden says the collaboration between clients (normally represented by a chief contractor of the project) and Afrimat on the one hand, and between Afrimat and its subcontracted transport suppliers on the other, is critical.

"We make use of several transport subcontractors for each individual project. We insist that our transport sub-contractors buy FAW mixer trucks, because this brand offers one of the lowest costs of operation and one of the best records for uptime.

"If certain clearances and protective adjustments need to be made on the mixer trucks, FAW doesn't hesitate to work with us on solutions," says Van Heerden.

Afrimat's sub-contractor, Ruko Investments, runs 13 FAW mixer trucks (six 33,330FC 6 m³ mixers and seven 35,340FC mixers with 8 m³ capacity) and one tipper. "Our drivers love the FAW mixers because they're easy to drive – quite something when you have up to 15 t of concrete churning in the drum behind you," says Kobus Smit, one of the partners.

THE PEOPLE HAVE SPOKEN



WHAT DO SOUTH AFRICANS THINK ABOUT THE STATE OF PUBLIC TRANSPORT? THE TELLING ANSWERS ARE IN THE RECENTLY PUBLISHED RESULTS OF THE OPINION POLL REVIEW CONDUCTED BY GERT HEYNS AND ROSE LUKE, RESEARCHERS AT THE INSTITUTE OF TRANSPORT AND LOGISTIC STUDIES

Transport is ranked as the third-highest priority (after education and health) by South Africans, but commuter needs are not being met. This is what University of Johannesburg researchers Heyns and Luke found in their research paper entitled: The State of Transport Opinion Poll South Africa (TOPSA). The paper compares the results of surveys conducted with 1 000 South Africans across the country over a four-year period.

The survey aimed to determine the public's confidence in the South African public transport systems. Key areas of public transport were discussed, such as whether transport should be a national priority, what issues relating to transport are high priority and the perceived change in public transport locally and nationally. TOPSA is the only annual public-transport opinion survey conducted in South Africa.

TRANSPORT IS A TOP PRIORITY

Transport was consistently ranked in the top-three, high-priority issues, with 74 percent of the respondents identifying it as a top priority in 2015.

"This suggests that, despite some improvements in public transport in certain areas, these are insufficient in addressing the broader mobility issues experienced by South Africans," Heyns and Luke say.

The lack of public transport services is somewhat surprising, as it was identified as an important basic need in early post-1994 legislation. It formed part of the Reconstruction and Development Programme (RDP).

"It is evident that, since the first recognition of transport as a means of assisting in meeting basic needs in the RDP in 1994, policy objectives have not changed substantially. This consistency would appear to reflect a lack of progress in meeting the goals stated more than 22 years ago," Heyns and Luke note.

While the government's vision for public transport is to be safe, reliable, effective, efficient and fully integrated, South Africans experience it differently. They identified insufficient levels of public transport, inadequate frequency and operating hours, as well as poor-quality service as some of the issues with public transport.



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ISSUES WITH PUBLIC TRANSPORT

Safety was especially concerning to South Africans. The standard of driving, law enforcement, hijacking and personal safety while on public transport were some of the safety concerns South Africans highlighted. They were also concerned about the public transport infrastructure. The quality of the roads was a main concern, although rail infrastructure and out-of-order traffic lights were also identified.

Road infrastructure was a bigger concern for South Africans living in rural areas than in urban areas. Residents living in predominantly urban provinces such as Gauteng, KwaZulu-Natal and the Western Cape were positive about the quality of their roads, while residents from the other provinces noted the very poor quality of roads.

When asked what could be done to improve road safety and law enforcement, respondents noted that law enforcement is not strict enough, that there is an insufficient presence of traffic officers and that the law enforcement processes are prone to corruption.

"Generally, this indicates low perceived levels of enforcement of traffic laws," the researchers point out.

PERCEIVED IMPROVEMENTS IN PUBLIC TRANSPORT

Only 35 percent of South Africans felt that transport in their local area is better than the previous year. Those who felt local transport had changed, or worsened, noted the lack of sufficient transport, issues with taxis, infrastructure (most notably potholes), congestion, irresponsible drivers and cost of transport as some of their concerns.

When asked about the outlook for public transport over the next five years, the majority of South Africans (53 percent) indicated that they felt it would be worse, or they were indifferent.

"This is considerably different from the 2012 results, which indicated that the majority (67 percent) of respondents believed that transport would be much better in five years' time," note Heyns and Luke.

However, the newly implemented bus-rapid transit (BRT)

services were well received. Around 69 percent of Western Cape residents indicated that the MyCiTi BRT service was very good, while 68 percent of Gauteng residents rated the sister programme, the Rea Vaya BRT service, as very good.

Minibus taxis received the highest rating in the Eastern Cape, Limpopo and North-West provinces. Heyns and Luke explain: "In many instances, this may be explained by the lack of or performance of the alternative modes or transport. Although respondents were generally relatively positive about taxi services, this has declined since 2012 when 38 percent of respondents indicated that these were in a very good condition."



Transport was consistently ranked in the top-three, high-priority issues. While the government's vision for public transport is to be safe, reliable, effective, efficient and fully integrated, South Africans experience it differently.

The public's perception is not surprising. Heyns and Luke point out: "These latest results reflect that, although there have been large investments in isolated transport projects over the past few years, for the average South African, mobility and accessibility is still difficult, onerous, expensive and unsafe."

They conclude: "The results reinforce the idea that, while policies may be appropriate, the extent of implementation is insufficient to alter the transport landscape in the country, or impact the 2030 objectives of eradicating poverty and reducing inequality in South Africa in any meaningful way." **F**

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BUS STOPS

EURO-6 BUSES HIT HONG KONG

FPT Industrial has established a partnership with Zhongtong Bus Holding in order to develop its first Euro-6 intercity bus for the Hong Kong market. The buses will have FPT Industrial's Cursor 9 engines, which are equipped with the High Efficiency SCR (HI-eSCR) technology after-treatment system.

The six-cylinder in-line Cursor 9 engine, used by Zhongtong Bus Holding, has power and torque ratings of 265 kW and 1 700 Nm respectively, and is Euro-6 compliant.

FPT claims it is best-in-class for power density, allowing 11-litre performance from a nine-litre package. Thanks to a diesel particulate filter with passive regeneration (no fuel post-injection is required), fuel consumption is lowered and service intervals are extended.

FPT Industrial's innovative HI-eSCR system has a NOx conversion efficiency higher than 95 percent. HI-eSCR breaks with the norm regarding selective catalytic reduction (SCR) and was pioneered by FPT Industrial at its research and development centre in Arbon, Switzerland.

The absence of an exhaust gas recirculation (EGR) system, and the use of a robust turbocharger are said to offer a competitive benefit for the engine life and ensure an optimisation of packaging and installation.

Since 2005, more than 700 000 units have been produced and have been used in various applications.

Zhongtong Bus Holding was one of the first bus manufacturers in China. The company employs more than 4 000 staff at a site of 1 465 000 m² and has been manufacturing buses for more than 40 years.



BRINGING THE CAB TO YOUR HAND

Cabbi, an all-new, proudly South African e-hailing taxi service, is a smartphone application that quickly connects riders with drivers at the tap of a button. It has been available in Johannesburg from September 1, and will be launched to the rest of Gauteng by December 1.

Cabbi has been developed to be an affordable, simple and reliable transport service, bridging the gap between riders and their destination.

The developers say that Cabbi aims to provide a safe journey coupled with the best rider experience. For the drivers, Cabbi offers a local transport network that provides them with requests for new passengers needing to get to a destination. The business model sees the driver taking home 90 percent of the earnings, while Cabbi receives only 10 percent commission for each ride.

Similar to other app-based services, three simple clicks is all it takes:

Request: Tap to set your pickup location and time.

Ride: A driver comes directly to you within minutes. Payment is automatic via credit card and no tipping is required.

Rate: Give your driver a star rating to help maintain the highest quality experience on every ride.

Drivers can also rate their riders depending on their behaviour during the ride.

Cabbi is open to owners of a reliable vehicle (which is not older than a 2013 model) who have a valid driving licence and a public driving permit (PDP). Drivers are required to register on the Cabbi website.

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