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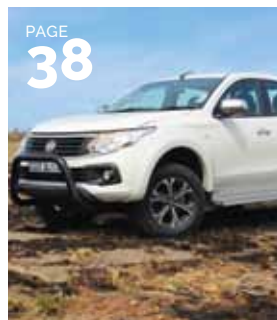
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Tale of two CITIES (and one truck)

Scania's next-generation truck has finally been launched! The company did so in grand style, showing it for the very first time at the Grand Palais in Paris. One week later, members of the International Truck of the Year jury were invited to Södertälje to put the new truck to the test. I was incredibly privileged to join both gatherings



CHARLEEN CLARKE

It took over ten years to develop and it cost SEK 20 billion (about R33 billion). As such, much was expected of Scania's new truck range. And it didn't fail to deliver, wowing about 1 500 customers, dealers and members of the media during an incredible launch in Paris (and many, many more via a simultaneous online launch). It was like the United Nations of trucking; guests arrived from 100 countries!

"This is, undoubtedly, the biggest investment in Scania's 125-year history," Henriksson noted. "It is with our hearts bursting with pride that my colleagues and I are now presenting the products and services that will bring Scania to new levels regarding market shares, and carry us far into the next decade."

"Today we are not just launching a new truck range, but also a unique, ingenious toolbox of sustainable solutions in the form of products and services that Scania is first in the industry to be able to deliver – and I feel I can claim this with confidence. We are focusing firmly on our main task: to give our customers the necessary tools for achieving profitability in the one business that really means something to them, namely their own," he said.

One of the ways in which the company will deliver on this promise is via its flexible maintenance plans. The premise behind this concept is that a truck is serviced when it actually needs that service (and not simply because a service interval is being adhered to).

This means that oil-change intervals can be as

much as 150 000 km.

Practically, of course, this translates into more uptime. Innovations such as this are only possible because there are something like 200 000 connected Scania trucks on the roads of Europe – and these trucks are providing feedback all the time (it's almost as though Scania is chatting to its trucks while they're working).

While this news was welcomed in Paris, it was the physical presence of the next-generation Scania that drew the most comments – as could be expected. Some guests felt that the cab was too similar to that of the previous generation; others gave it the thumbs up. ➤



Charleen Clarke and Ahmet Oguz, Truck of the Year jury member for Turkey, prepare to test the truck in Sweden.

The venue was the ever-so-posh Grand Palais, an iconic monument celebrating French art, which was built especially for the Universal Exhibition in 1900. Christian Levin, board member and executive vice president, head of sales and marketing at Scania, told us all about the fabulous features of the new truck (more about those later), but it was the impassioned address by Henrik Henriksson, president and CEO of Scania, that really struck home – because it was obvious that he was both extremely proud and quite emotional (the latter was nice to see; it was very touching).



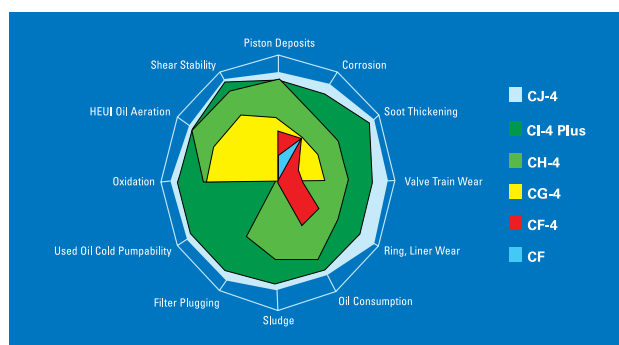
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However, Henriksson stressed that the cabs were only one of many improvements. "The real innovation is that we are now introducing new technologies, services and insights that will help our customers gain an overview of both their costs and their revenues.

"Our goal is for our customers to be able to achieve sustainable profitability, regardless of assignment type or the conditions in which they work. Our new range of products and services redefines the term 'premium' within the truck industry," he noted.

Fast forward one week and I found myself in Sweden, which was where I would put his claims to the test. After all, talk is cheap ...

The starting point for my Swedish journey was Scania's headquarters in Södertälje, where the company had erected a special building housing the launch activities (although I was there with the Truck of the Year jury, 40 000 customers and prospective customers were also being exposed to the new truck).

It was like a mini IAA, with various exhibition areas within the building. They covered a variety of issues pertaining to the next-generation Scania – from research and development (R&D) to engines and design. I kicked off with the R&D

RIGHT: There is lots of storage space in the cab.

BELOW: The new Scania is wonderfully comfortable and offers a car-like ride.



percent are up for grabs with this new range. The engines obviously play an important role in delivering these savings, as do better aerodynamics.

The team of engine experts told me all about the Euro-6 powerplants, which have received new engine management systems. There are three 13-litre engines (302 to 373 kW; 410 to 500 hp) and three 16-litre engines (382 to 537 kW; 520 to 730 hp) in the range; a 276 kW (370 hp) 13-litre derivative will come later.

The engine experts also explained the highlights of these powerplants, which include an improved cooling capacity, a new gearshift function (which allows Scania Opticruise to shift faster), a reworked combustion chamber, new injectors and cooling fans (which in some cases have a larger diameter) that are now directly driven without energy-intensive gearing.

I was particularly interested to learn about the new lay shaft brake system (versus synchro rings) in the automated Scania Opticruise gearboxes. Thanks to



station, where I met Malaga, a truck that was built in 2014 and was tested in Spain (hence its name).

Malaga is one of many such test trucks that spent over ten-million kilometres out on the road, being put through their paces. Malaga, which drove 175 000 km during testing, is especially famous because it was the subject of lots of spy photographs (despite the R&D team's efforts to keep the paparazzi at bay). Some 40 field tests were also conducted with customers, the R&D team told me.

Next up was the engine station, which was a very fascinating – given the fact that fuel savings of five

the lay shaft brake, the company's popular gearbox for long-haul trucks, the GRS905, shifts up a gear in 0.4 seconds, which means that gearshift time has been almost halved.

Using a lay shaft brake, instead of conventional synchromesh, doesn't only shorten the actual gearshift time; it also means that turbo pressure can be better maintained. So, the vehicle upshifts to the next gear with greater power, despite the gearshift feeling smoother than before. As I discovered later during my test drive, this feature is expected to lead to both better handling when driving in tough conditions, and better performance, too. Pretty cool huh?

I was also delighted to meet Kristofer Hansén, Scania's head designer and the person behind the visual design of the new truck range. What a fascinating, talented, amazing man! As is typical of many designers, Hansén's career makes for a story on its own (I bet many of his colleagues don't know about his time as a ballet dancer or rock star!)

We hopped into the cab and discussed the fact that there had been some controversy surrounding the design – some observers claimed that was not radical, or sufficiently different from the previous generation. Hansén laughed.

"I find this discussion interesting. It doesn't look like a flying saucer because it's a truck; it's not a flying saucer. I was chatting to a Russian and he said it



should have looked more like a concept truck, but this is not a concept truck! This is a truck you can buy! It's a truck that must do a job! Our goal was to create a very attractive product that conveys a true Scania feel, while also being carefully designed down to the last detail to do its job properly," he pointed out.

The highlight of my time within the exhibition area was, however, time spent with Henriksson. An inspirational and charismatic leader, he is also one of the most down-to-earth and straightforward company presidents around.

I commented on the fact that he appeared emotional and proud at the launch in Paris. "Yes, absolutely. I was! It was the result of ten years of work. This truck has been a long time coming! I'm proud of all the hard work that was done. It wasn't easy.

"We postponed the launch a couple of times, because we were absolutely determined that the next-generation truck would be much better than the current truck, which has improved tremendously in quality. So it was difficult to come up with something that was even better. This forced us to work even harder.

"When we launched the previous truck 20 years ago, we made a lot of mistakes. We had a deadline; we were pushed and we were not ready. As a result, our customers suffered. Our whole organisation suffered. We didn't want to do that again. This time around, we didn't put ourselves under pressure to launch when we were not ready. Instead, we decided to launch when we were ready – and not before," he responded.

Of course, this is not to say that the pressure ever eased off. "Now, with the amount of money we have invested, we had better make sure that it works – and that the customers do become more profitable, as we have promised," Henriksson noted with a wry smile.

The following day, at the Scania demonstration track and on various public roads, I got the chance to see if the truck actually works – and there's no doubt that it does. We were given access to 15 pre-production vehicles, and I drove three of these vehicles: a R 450 6x2 transporting water with a total weight of 40 t and a length of 16,5 m; a S 730 6x2 specified for refrigerated transport with a total weight of 63 t and a length of 24 m; and a S 580 6x2 grain transporter, with a total weight of 58,3 t and a length of 24 m.

I was fortunate to partner with Ahmet Oguz, Truck of the Year jury member for Turkey. I say "fortunate" ➤

SCANIA WINS TRUCK OF THE YEAR!

Scania's new truck range has been elected International Truck of the Year for 2017! The prestigious award was handed over to Henrik Henriksson, president and CEO of Scania, at the IAA Commercial Vehicle Show in Germany.

With a winning score of 149 votes, the new Swedish truck range fought off the challenges posed by Iveco's recently launched Stralis XP-NP long-haul range and Mercedes-Benz's Actros heavy-duty truck with the latest generation OM 471 engine.

There were a number of features that particularly impressed the jury. These included the shorter gearchanging time of the automated Opticruise gearboxes (the result of a new layshaft brake), the performance and fuel efficiency of the latest in-line six-cylinder 13-litre SCR-only 373 kW (500 hp) engine, and the fact that all Scania Euro-6 engines in the new generation can run on hydro-treated vegetable oil (which means a reduction in CO₂ emissions of up to 90 percent).

Scania's new cab also delivers improved driver vision, thanks to a revised driving position – which places the driver closer to the windscreen, a larger glass surface, a lower instrument panel and optimised, non-intrusive A-pillars. Moreover, the top-of-the-range "S" cab offers a truly car-like driving experience, as the Truck of the Year journalists noted during a recent field test in Sweden.

• The International Truck of the Year jury is made up by members and associate members in Europe, China, India, Iran, South Africa, Australia, Brazil and Japan. **FOCUS** is the South African representative.



because has decades of truck driving experience, he's slightly mad and he's also hilarious. (For instance Ahmet proposed that we swap drivers on the highway, at 80 km/h ... to the abject horror of Thomas, a Scania driver trainer, who was accompanying us.)

We kicked off our driving experience in the R 450, which is expected to be the most popular model in the European market (in 4x2 guise, not the 6x2 that we were driving).

We were interested to see that the levers were much easier to read and see; the ergonomics on the truck are much better. Also, Thomas explained that the cruise control had been improved; it can be adjusted in five-kilometre increments (as opposed to the one-kilometre increments of the previous truck).

Undoubtedly the most impressive aspect of the truck, for me, was the comfort of the cab. The doors close ever so quietly – just like that of a car. In fact, the whole driving experience is decidedly car-like. "It's really quiet in here; did you notice that?" asked Ahmet. Indeed, yes, I had certainly noticed. It's almost as though you're sealed in a cocoon.

We both gave the new steering wheel the thumbs

up, too; it's flat at the bottom (Thomas, who was by now getting into the swing of things, joked that this was great for fat drivers).

When we hopped into our next test truck, we commented on the superb visibility; you really feel as though you can see for ever. This was a good thing ... since we were in "The Big Boy" (the S 730 6x2) ... and we were commandeering 63 t. Given the fact that it's powered by the mighty 730 hp (537 kW) motor, we were also thrilled to experience the brakes on the truck; they react much faster than those on the previous generation.

Our final test vehicle was the S 580 and we agreed that the transmission was nothing short of exceptional. "The gear shifting is almost as good as a double-clutch transmission, but at a lower cost," Ahmet pointed out.

"A double clutch also adds weight and there are more moving parts that can break," Thomas pointed out. When I drove, I was hugely impressed with the transmission, too; it feels as though it shifts gears in a millisecond.

We also agreed that the ride was very smooth (the previous generation was good, but this is even better).

The truck at its Paris debut. Photograph by Ahmet Oguz.





ABOVE: Clarke with Henrik Henriksson, president and CEO of Scania, in Södertälje.

ABOVE RIGHT: We rather liked this coffee machine that was fitted to one of the test trucks.

LEFT: Clarke's score as a driver, after testing the truck.

BELOW LEFT: We were able to test the handling of the new truck on a test track. The object was to drive on the yellow line at a speed of about 30 km/h – and obviously avoid "killing" the moose. Thanks to the vehicle's superb handling, this was easily achieved.



"This is a totally new truck, but in some way it has remained a classic. It's a very good, drivable truck that feels totally modern," the mad Turk proclaimed.

"So you mean that they have taken a classic and made it even better?" I asked. He nodded and drove on relentlessly, heading towards a circle at break-neck speed.

"It's probably time to start braking now," Thomas said quietly, as a near-death experience seemed inevitable (I was thanking my lucky stars that we were in what is probably the safest truck on the planet). The crazy one didn't even acknowledge Thomas; he just braked, turned and we emerged from the circle. Neither the driver nor the truck appeared in the least bit fussed.

Would we have survived this near-death experience in the previous generation Scania? Um, I'm not sure, but one thing is certain; I felt much safer in the next-generation Scania. It is a whole lot better – in so many ways. I think it's case of "Mission Successful" for Henriksson and his team ... **F**



THE FUTURE called...

The transport and logistics landscape is changing. We knew "the future" was coming – and now it's here



GAVIN MYERS

Growing up, the one thing I can recall having the most impact on everyday life was the widespread availability and use of the cellphone. Most of us have probably (thankfully) forgotten the time when people used to walk around with a "brick" in a leather pouch clipped to their belts...

Other than a car, a cellphone was just about the only "grown up" thing I wanted. I vividly remember playing with one of my dad's "bricks" one night on a family holiday and sternly being told by him to not break it, because "that's my connection to the world." It was then swiftly removed from my grasp and clipped back onto his belt...

If my dad were alive today, I don't quite think he'd believe the magnitude of his comment in the modern context, and just how much mobile telecommunications and connectivity have changed our world in the 18 or 20 years since.

Remember when the digital point-and-shoot cameras became widespread at some point in the 1990s? There were also those rare phones with colour-graphic screens, owned by only the wealthiest people I knew. "Imagine if a cellphone could take pictures," we joked, somehow knowing at the same time that, one day, it was bound to happen.

Away from personal use, today powerful, lightweight digital cameras and their ability to communicate and share what they "see" has moved the game of transport

and logistics into a new era. It's a key technology, without which we probably wouldn't have been able to create autonomous vehicles and their ability to platoon, for example.

This has been a hot topic of discussion over the last year or so, but could be considered old news already – such is the rate of technological advancement... With the long-haul aspect spoken for, attention has now turned to the "last mile" of transporting goods.

With many concepts in the spotlights of the IAA Commercial Vehicle show (on which we'll report next month), it's clear that, once again, we have digital cameras and mobile communications to thank. The pressure for same-day delivery, together with increasingly strict inner-city emissions legislation, has meant that vehicles of a different sort are now entering the fray: drones.

While they've been used by the military since the 1970s, the use of drones – or unmanned aerial vehicles (UAVs) – for civil and recreational use, has really taken off this decade. In 2013, DHL experimented with parcel delivery by drone, and Amazon announced it was working on the rapid delivery of lightweight commercial products using UAVs. Some smiled in anticipation, others laughed at the idea – but we all knew that one day it would happen.

And so, at the IAA, concept vehicles that make integral use of the drone have been displayed. Mercedes-Benz – just ahead of the IAA – launched



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LEFT AND BELOW:

Vehicles of tomorrow from Nissan (left) and Mercedes-Benz (below) are just two examples of how drones could be integrated into typical daily commercial operations.

its adVANce programme to develop future solutions, one of which is its Vision Van that is equipped with two drones. This allows for one vehicle to conduct multiple deliveries at once.

Nissan, on the other hand, has revealed its Navara EnGuard Concept. Designed as a rescue vehicle, it uses a drone that can be sent out to relay images back to the vehicle on a high-definition screen that pops-up from the load-bed wall...

Of course, there's so much more to come ... but the future called, so we already knew that. **F**



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Truck Test 2017 goes EXTRA HEAVY

Truck Test is back in 2017 and will, once again, place extra-heavy truck tractors under the microscope. Here are the initial details...

W

can do.

ednesday, March 29, 2017, will see up to 15, 6x4 truck tractors lined up at the Engen One-Stop Blockhouse on Gauteng's R59 – ready to prove what they

Following a similar format to former Truck Test events, the vehicles will be supplied with two types of trailers – either tautliner interlinks, or flat-deck semi trailers – and a set load for each.

A week before the event, a pre-test inspection will take place to ensure all vehicles are loaded correctly and comply with the National Road Traffic Act, as well as to check driver credentials.

On the day of the test, participants will head for South Africa's busiest trucking corridor, the N3, and begin their journey towards Durban.

Unlike previous tests, the vehicles will not go all the way to the coast this time, instead they will descend Van Reenen's Pass and turn around at the Tugela Truck Inn, before making the return journey to the Engen One-Stop blockhouse on the same route.

"This route will be slightly easier than the one we ran in 2015 to Komatipoort. The topography is less demanding and fuel consumption will be more representative for the many operators that use this route," says Martin Dammann, organiser of the test.

In all, some 640 km will be covered, which translates to approximately ten hours of driving. The results will be reflected as one single trip and the full test will be conducted with the vehicles laden.

Dammann says: "What will be different from the 6x4 test run in 2015, is that this year the loads will be exactly the same (dependant on trailer type). They will all be loaded with a set number of pallets, which takes away a certain amount of flexibility and eliminates any variability from the trailers and loads."

Once again, prototype or alternative-fuelled vehicles are encouraged to be entered, to showcase what is possible. For any low-emission trucks rated at Euro 5 that may be entered, Engen will provide AdBlue. The consumption of this will be measured and reported on, as will fuel.

Continuing its five-year relationship with the Truck Test brand, Engen is once again a title sponsor.

Mike Stead, Engen commercial fuels manager, says: "Truck Test is an exciting event on the Engen calendar and we are always glad to be part of making each one a success. This sector is an area where we are seeing new technology making an impact on the transport business, so where we can help, from the perspective of fuels and lubricants, we are certainly keen to do that." **F**

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CLA:

a decade on



The MAN Cargo Line A range – or CLA as it's better known – turns ten this year. We find out what has contributed to its success locally and in other developing markets

In 2006, MAN Truck & Bus laid the foundations for modern, sustainable freight and passenger transport in India with the MAN CLA; paving the way for further expansion into non-European markets.

It was only a year later that the first units came to South Africa, with the pilot build unit being signed off at the time of the 2007 Rugby World Cup final.

"CLA is German engineering based on the tried and tested M and F 2000 ranges, optimised with some 'trucknology,'" says Dave van Graan, head of truck sales, MAN Truck & Bus SA. "It is targeted at the so-called 'budget' truck segment where our customers do not wish to pay the premium for high-end products and longer-term total cost of ownership is beneficial," he adds.

In the local market, the CLA currently represents about 20 percent of MAN South Africa's truck sales – with strong market-share growth in the heavy segment, thanks to the popularity of the 15,220 4x2 distribution unit.

South Africa is, however, not the only market outside of India where the CLA struts its stuff ... About half of the vehicles that come out of the production facility in Pithampur, India, are intended for the domestic market, while the other half are divided between 40 different export markets across Africa, Asia and the Middle East.

In the first five years of the joint venture, the development and localisation of the extensive MAN CLA portfolio took centre stage, together with the establishment of a nationwide sales network.

As a logical consequence of this increasing

MAN DEALERS AWARDED

With 26 proprietary and privately owned MAN Truck & Bus dealerships in South Africa, the company's 2016 Dealer of the Year awards recognised robust enterprise-wide performances, while exhibiting distinct areas of excellence that augur well for the organisation's plans for future growth in market share.

MAN's Dealer of the Year awards form part of the organisation's global Network Development programme, which strives to improve overall customer satisfaction throughout its value chain. The 2016 Dealer of the Year awards spanned ten categories to include back-office functionaries.

According to MAN Truck & Bus SA MD, Markus Geyer: "It is important for us to acknowledge those people who deal with customers on a daily basis, be they in the workshop, parts department or sales office, as well as our people who operate in the background in our purchasing, finance and central service departments."

Ian Seethal, head of Network Development, Marketing and Communication at MAN Truck & Bus SA, explains: "All audited metrics in the scoring process for the awards are monitored on a cumulative basis according to specific criteria. Results are released quarterly and dealerships are ranked according to their

commitment, MAN Truck & Bus assumed the remaining shares in the cooperation in 2012 and founded the current MAN Trucks India pvt. Ltd.

The product range of the modern CLA series comprises semitrailer tractors, with various axle variations and chassis, with or without bodywork. It currently covers tonnages from 15 to 37 t gross vehicle weight. The cabs originate from the proven LE2000 series.

The modest, yet reliable, engines and robust chassis, designed to make light work of poor road conditions, mean the CLA series is ideally suited to its target markets. Just like the engines with high-sulphur tolerance and Eaton ES09306A and 9S-1110 ZF gearboxes,

The CLA series is powered by a 6,9-litre, six-cylinder engine with optimised power and torque characteristics.

The global spec for local and distribution transport, is the proven MAN AP axles, while hypoid axles are available for some of the models in the long-haul version. Locally, all of the 26.280 models currently utilise AP axles for traction and distribution transport, while the 15.220 model utilises hypoid axles.



"Locally, the CLA chassis is ideal for use in five and ten-cube tipper applications, potable and non-potable water tanker operations, concrete mixer, drop-side crane, as well as specialised volume body areas such as prisoner transportation," Van Graan elaborates.

What's next for the CLA? "Our parent company, MAN Truck & Bus AG, our production organisation, MAN Trucks India, and our full executive board have pledged further investments into the product development and range expansion of CLA.

"Consequently, we see a great era of growth of these product sales into sub-equatorial Africa," Van Graan concludes. **F**

achievements in every aspect measured. The rankings are then converted to a total score; the highest determining the winners in each category."

Independent MAN dealer Hatfield Truck & Bus won the prestigious Dealer of the Year award, with runners-up Alpine Truck & Bus and Port Elizabeth Truck & Bus.

The Service Dealer of the Year award went to Hatfield Truck & Bus, while Port Elizabeth Truck & Bus and Pinetown Truck & Bus lifted the two runner-up accolades.

Alpine Truck & Bus won Parts Dealer of the Year with runners-up, Kimberley Truck & Bus and Hatfield Truck & Bus.

Bus Salesman of the Year was awarded to Gary Alipho, with runners-up Gerhard van Wyk and Lourens van Stander.

Top honours in the MAN Truck Salesman category went to Runga Moodley, with Henk Dique and Quentin Theron in runner-up positions. The MAN TopUsed Salesman of the Year Award went to Emile Matlou, with runners-up David Pretorius and Elliot Twani.

The Volkswagen Truck Salesman award went to Ryno Blignaut, with Roelf Lewis in the runner-up slot. In the New Sales Manager category, top position was awarded to Tiago Dias, with Deon Otto and Greg Erian as runners-up.

MAN Financial Services awarded its top Business Development Managers. Rudi Le Roux received the top award with Hester Page and Renier Meyer in runner-up positions.

The Chairman's Customer Service Excellence awards went to joint-winners, Claudio Fernandes and Gerhard Hepburn. Nivadhi Mooloo, Lyle Everton and Deon Otto garnered runner-up awards in the category.

"It is our MAN people who make the difference in these challenging times, through honest hard work and by taking ownership of their duties with passion and accountability. The 2016 Dealer of the Year awards have proved unequivocally that by improving vehicle uptime through streamlined after-sales processes, overall customer satisfaction ratings can be significantly boosted," Geyer concludes.



Do you need to tip **YOUR TIPPER?**

End-tipping truck bodies are very often overloaded, used in the incorrect application and not properly maintained, explains VIC OLIVER

End-tipping bodies are prone to overloading. This is mainly as a result of the operator and driver not understanding that the mass per cubic metre of the material being loaded must be taken into consideration when determining how much is to be loaded into the tipper. A good example that illustrates the problem is the two-cube, end-tipping body.

These small end-tipping bodies are normally fitted to a truck chassis that has a limited permissible

payload capacity of approximately 2 000 kg. The average density of dry sand is 1 600 kg per cubic metre; therefore a full load would overload the truck by 1 200 kg.

Often the load is heaped up higher than the sides of the vehicle, which aggravates the problem. If the unit were to be fully loaded to its designed cubic capacity with wet river sand, which has a density of 2 000 kg per cubic metre, it would be grossly overloaded.

The same problem applies to the bigger end-tipping bodies. To eliminate the problem, operators

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and drivers must know the density of the material that they will be transporting and adjust the load according to the permissible payload capacity of the truck.

Standard end-tipping bodies are designed for the conveyance of sand, gravel and crushed stone and not for the transport of heavy rocks and corrosive materials.

Loading and transporting heavy rocks and corrosive materials will quickly destroy a standard end-tipping body as the floor is constructed from five-millimetre mild steel and the sides and headboard from three-millimetre mild steel – which cannot withstand the impact of heavy rocks. ➤

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Truck body builders that specialise in the building of good end-tipping bodies have a range of heavy-duty designs for tippers that can be used to transport heavy and corrosive materials. These are commonly called "rock dumpers".

Often the tailgate on a standard end-tipping body is removed to allow a bulky load to discharge



**Sadly, the proper
maintenance of
end-tipping bodies
is neglected in many
South African fleets.**

quickly. Removing the tailgate will soon result in the sides of a standard tipper body collapsing and destruction of the tipper body, as the tailgate is hinged at the top of both sides and acts as a support structure to hold the sides of the body from splaying.

In the current tough economic operating conditions in which many road transport fleet companies have to compete, vehicle up time (the

WHAT'S TRENDING OVERSEAS?

German manufacturer Kögel, one of the leading trailer manufacturers in Europe, exhibited ten of its latest trailer designs at the IAA Commercial Vehicles show during September.

According to the company, the products and ideas it exhibited made a major contribution to solving the logistic tasks of both the present and future, and are driving the industry forward.

Star of the show was the brand-new Kögel Light plus, with its weight-optimised frame and body for an optimised payload. The universal Kögel Cargo Rail with FlexiUse structure and RoRo equipment was also shown. This is a curtainsider for road, ship, and rail with new double codification.

Another interesting vehicle was the Kögel Port 40 Simplex: Saddle-container chassis with rear extension for transporting 20, 30, and 40-foot ISO containers, or one 40-foot high-cube container. Similarly, the company's Kögel Mega features a new stacker storage and equipment variant, for double-level loading in the automotive sector of equipped mega-trailers.

The Kögel three-axle asphalt tipper trailer features a fully insulated thermal recesses and self-steering axle. Finally, Kögel Telematics combines a trailer telematic module and Kögel telematic web portal for more transparency in the supply chain.



daily availability of the vehicle) is a critical factor, which cannot be achieved if truck bodies are not well maintained.

Sadly, the proper maintenance of end-tipping bodies is neglected in many South African fleets. Many truck operators do not realise that maintaining their truck bodies in good condition is a vital function that contributes to maximising vehicle productivity and safety, and reducing the risk of costly roadside breakdowns.

Preventative maintenance of tipper bodies is both desirable and necessary. It consists of those routines that keep the equipment in proper working condition.

Routine inspection will ensure continued trouble-free operation of the equipment and prevent – or at least

detect at an early stage – mechanical or hydraulic problems that might otherwise develop into equipment failures. For example, all hinges and driveline bearings should be greased daily.

As part of a monthly routine, the following maintenance should be undertaken:

- Check all bolts for tightness – pay special attention to the U bolts securing the sub frame to the chassis;
- Check the power take-off driveline;
- Check oil level for the correct level;
- Check colour of the oil for contamination.

Not overloading your end-tipping body, using it in the right application and maintaining it well will give you many years of trouble-free usage. **F**



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



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Where did I leave MY TABLET?

Unlike their predecessors, today's mechanics could almost be considered computer technicians. Maintaining a modern-day vehicle requires more than just a good set of spanners ... We explore the digital side of vehicle maintenance

As a vehicle technician, there is a high probability that the "toolset" (literal and figurative) one has today will be increasingly out of date tomorrow. Okay, so the basic mechanical workings of a vehicle remain the same, but to access their deepest, darkest secrets has long required more than a trip round the block and a keen ear.

Sure, for as long as the internal combustion drivetrain is around, many traditional skills will not disappear ... but take into account that development in electric propulsion is growing exponentially and it's clear that the landscape is changing rapidly.

Vehicle technicians, mechanics and whisperers therefore need to keep abreast of the times. According to Bosch, automotive workshops are on the cusp of a new era...

During September, at Automechanika Frankfurt, the company demonstrated notable new technologies that will change the workshop environment.

"Increasing digitisation and connectivity will shape the biggest change for all market players in the aftermarket segment. While this trend will bring forth major opportunities, it also represents changes so significant that it could pose an existential threat for some actors in the market," says Uwe Thomas, president of Bosch Automotive Aftermarket.

"Service, high levels of transparency, attractive services and customised customer support are becoming increasingly important for workshops and those in parts distribution," he adds.

"This new reality is based on the growing connectivity

of the vehicle and its surroundings – telematics data, for example, which allows fleet managers to schedule maintenance more accurately. At Bosch Automotive Aftermarket, the connected workshop is now our central focus," he says.

Hans-Peter Meyen, executive vice president Product Area Diagnostics and Engineering, Bosch Automotive Aftermarket, explains: "Our aim is to optimise the work processes of workshops. What's more, we want to improve the flow of IT-related data at workshops. In short: we aim to achieve more efficiency and greater transparency for workshops and their operators."

How does the company aim to achieve this? By taking digitisation and the connected vehicle a step further with, for example, two of its latest developments: Connected Repair and augmented reality (AR).

The new Connected Repair software connects all systems within a workshop. It allows for a vehicle's data and its entire history to be quickly called up, which simplifies processes, making the job more efficient and saving time and money.

"Connected Repair connects all Bosch diagnostics systems in the workshop. This means that all computers have immediate access to all the data relating to a vehicle. Registering the vehicle in the database is all that is required," says Meyen. "With this technology, we have simplified the planning process for visits to the workshop."

In the case of scheduled routine service tasks, the time required is reduced by up to 60 percent. Connected Repair also includes a smart inventory and tool management component – called ToolNet.





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BUILDING TRUST



MAINTENANCE

Using different tracking technologies, such as RFID, ToolNet provides a digital image of the use, maintenance, rental and tracking of tools for the optimisation of workshop and repair processes.

Furthermore, Bosch's telematics data and IT infrastructure allows fleet operators to receive a good overview of a vehicle's status, the driver's driving style and necessary repairs. This, however, takes the role of the workshop another step further.

"Smaller fleet operators, such as delivery services or service providers in the trades, can easily hand over fleet management to workshops. In so doing, workshops can coordinate required maintenance work at an early stage and thus reduce a vehicle's down time. This is the basis of close cooperation between fleet operators and workshops," suggests Meyen.



Given this increase in connectivity, data security is an important factor. Protecting a customer's data is key to the success of such systems. "Thanks to our encryption technologies and high industry standards, we can ensure that our customers' data is safe from hacker attacks and data theft," assures Meyen.

With its second development, Bosch has used AR to open the door to new work methods for the modern workshop to address increasingly complex technical challenges. "For young people, AR is already an established part of the everyday life. To them, the real and virtual worlds are naturally connected to one another," says Thomas.

Bosch's Common Augmented Reality Platform (or CAP), has made it possible to use AR on an industrial scale for the first time.

In the workshop, the employee points a smartphone or tablet camera at the vehicle and, on the screen, will see important additional information on a real image of the vehicle. This can include explanations such as operating instructions or circuit diagrams, three-dimensional objects, pictures, or videos. Information concerning special tools and the next working step is displayed as well.

"This information helps provide a deeper understanding of the product in question and makes it easier to detect malfunctions," adds Meyen.

So, workshops are well on their way to becoming their own sort of digital playground – but at least actually fixing the problem still requires a good old-fashioned toolbox... **F**

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Ensure the smooth FLOW OF GOODS



Suppliers of fast-moving consumer goods (FMCG) have the unique challenge of transporting perishable and breakable goods – often across long distances and to tight schedules. Being able to locate vehicles and loads, while optimising delivery schedules, is imperative. CLAIRE RENCKEN takes a closer look

FMCG suppliers need to get finished goods into the hands of their customers on time and in perfect condition. It helps to have access to real-time data and always-on communications. There are various fleet-management solutions available on the market that can assist in this regard.

MiX Telematics, for example, offers MiX Fleet Manager Premium – an end-to-end solution designed to give fleet operators the tools they need to sustain a high-performing operation, which operates at optimum levels of efficiency and safety.

According to the company, MiX Fleet Manager gives immediate access to secure information about drivers and vehicles at all times. Customer support is provided 24-hours a day. MiX Fleet Manager provides a real-time view of the current position and movement of the assets and shows which drivers are driving the vehicles.

Tracking, live information streams and reporting tools are provided through an advanced software platform. The solution comprises an on-board computer, an online tracking and information portal, the MiX Fleet Manager mobile application, as well as access to valuable fleet and driver reports and analytics, so that fleet information can be scrutinised in detail, based on user-defined selections.

When using MiX Fleet Manager Premium, fleet managers can:

- Monitor, manage and improve driver behavior;
- Reduce fuel and maintenance costs;
- Analyse activity timelines that illustrate utilisation patterns to improve productivity;

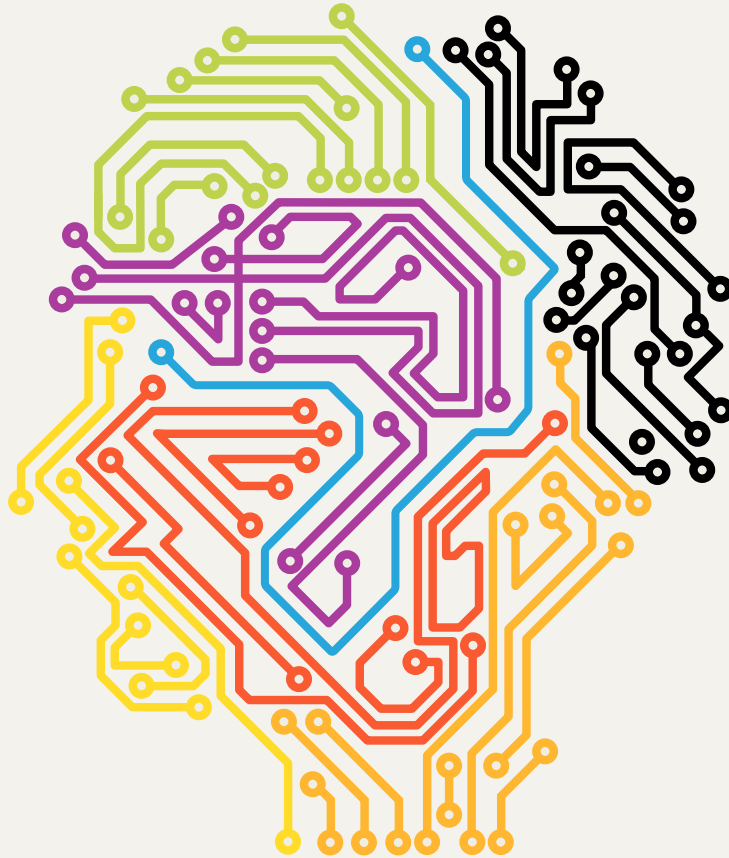
- Enhance customer service with the “find-nearest-vehicle” function to assign a job to the driver closest to a specific customer;
- Improve driver safety and reduce risk; and
- Manage servicing and licensing schedules through automated reminders. Reminders can be configured to trigger when the set distance, duration or engine hours have been reached.

Vehicles are fitted with a small on-board computer that captures and transmits vehicle and driver data. Users can then access this information online, via the solution's web-based software platform. Some features are also available via MiX Fleet Manager Mobile, the solution's free app for Android and iOS devices. Both web and mobile interfaces are easy to navigate and are compatible with multiple browsers and operating systems. So, data and reports are available around the clock from any internet-enabled computer, as well as from smartphones and/or tablet devices.

Similarly, Ctrack provides fleet-management solutions, which offer the following benefits:

- **Route optimisation:** Through its integrated driver terminal device called Ctrack On-the-Road, Ctrack provides GPS navigation that takes drivers on the quickest and most efficient route to their next destination – further reducing fuel usage and costs.
- **Seamless integration with third-party systems:** From cameras, cargo scanners, temperature probes, onboard weighing systems and fare-collection solutions, Ctrack's solution integrates with most third-party systems and peripherals – giving valuable





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information about the fleet and cargo. Furthermore, Ctrack may be integrated with external enterprise systems and other third-party software for data sharing.

• **In-cab communication, navigation and task scheduling:** Ctrack's multi-functional driver terminal provides a cost-effective way to communicate with drivers, together with intelligent GPS navigation. This helps drivers avoid busier roads and delays from traffic incidents. This integrated driver terminal also allows tasks to be sent to drivers "on the go", which helps them to avoid delays by keeping them informed about the tasks at hand.

• **Fleet-management software:** With access to Ctrack FleetConnect, the company's web-based fleet-management software, all aspects of a fleet can be viewed and managed including: fuel usage, licence renewals and traffic offences, toll fees and vehicle service schedules.

• **Fuel consumption monitoring:** Ctrack is able to remotely access performance and usage data by connecting into the vehicle's CANBus system to report on a wide range of information including: fuel consumption, revolutions per minute, odometer reading, throttle position, engine load/torque, fuel

MANAGE YOUR HIDDEN RISKS

The trucking industry is fraught with risks, from hijacking and theft through to damage caused by protest action, but the cost of a breakdown or accident extends beyond the cost of repairing or replacing the vehicle, says short-term insurer MiWay.

Morné Stoltz, head of Business Insurance at MiWay, says the true costs and complexity of managing the aftermath of a hijacking, or accident, can come as a shock to the transport company, particularly if the business is new to the market.

"Many transport companies and fleet owners fail to take into account the full potential costs of loss or damage to vehicles, and are often underinsured when disaster strikes. Companies tend to insure their trucks at retail value, overlooking the fact that they may have a credit shortfall amounting to hundreds of thousands of rand," Stoltz says. They may also neglect to include replacement vehicle cover, putting them out of business for weeks while a vehicle is being repaired.

"Cargo fleets should extend their insurance cover to include trailers and goods in transit, and they must ensure that provision has been made for towing, or alternative transport of goods in transit, should a vehicle break down," Stoltz advises.

In addition, the transport company may not be aware that it is liable for clean-ups and repairing damage to infrastructure caused by its vehicles during an accident.

Stoltz notes: "For example, if a truck is involved in an accident that results in damage to the road, or cargo being spilled on the road, the company becomes responsible for clearing the road and covering the cost of repairs.

"It is vital that the transport company considers these risks and potential costs, and ensures that its insurance partner takes charge of all costs and clean-up operations as a matter of urgency."

Stoltz notes that MiWay Business Insurance provides for comprehensive commercial vehicle, trailer and goods-in-transit cover through a single point of contact for emergencies.

"From specialised roadside assistance through to ensuring the safety of goods in transit and attending to spills in the event of an accident, MiWay covers all eventualities for its commercial transport clients," he says.





levels and engine temperature. This means fuel and maintenance costs can be reduced, while minimising environmental impact, which is monitored by the company's carbon emissions reporting system.

• **Driver behaviour improvement:** The way vehicles are driven has a major influence on fuel and maintenance costs. By monitoring harsh events such as acceleration, braking, cornering, speeding and harsh bumps, high g-force incidents

and excessive idling, Ctrack can provide driver behaviour reports. Thanks to its in-cab Driver Behaviour Indicator, drivers get real-time feedback, which encourages them to improve their driving style right there and then.

Applications that track vehicles and shipments enable more on-time deliveries, while improving safety and compliance with regulatory requirements. This ensures that drivers are safer, costs are lower and, ultimately, customers are satisfied. **F**



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Banishing a **BUMPY RIDE**

A vehicle's shock absorbers are essential, safety-critical components that should always be in top working order – and genuine...

W

hen a vehicle accelerates, brakes, or corners, it is the shock absorbers that control the movement of the suspension and keep everything in check.

Even one worn, or faulty, shock absorber can result in uneven body movement and loss of control.

Not only do they dampen and control the excess energy in a vehicle's suspension (generated by the road) they also ensure optimum grip in corners and under braking. Furthermore, shock absorbers ensure occupant comfort by reducing, or eliminating, vibratory motions, due to uneven roads.

A faulty, poor-quality, or broken shock absorber will cause a vehicle's wheels to bounce up and down rapidly and continuously, even on apparently smooth roads, leading to dangerously scuffed tyres.

To prevent unnecessary wear and tear on tyres and suspension components, it's recommended that a smaller vehicle's shock absorbers are checked at least every 50 000 km.

In the case of an average truck, it is suggested that shock absorbers are checked regularly and at every service. "On long-distance operations, it is recommended that vehicles and trailers are subjected to a ten-minute check before the start of the trip.

This inspection should include the inspection of the shock absorbers to see that they are in good working order and have not been broken, or come loose. They must be replaced when no longer functional," suggests **FOCUS** technical correspondent, Vic Oliver.

As with many other vehicle components, replacement shock absorbers are frequently copied, or inadequately refurbished and sold at a price

much lower than the original. When replacing shock absorbers, it is vitally important to ensure that original equipment components are used.

According to Bilstein South Africa, dimensional accuracy is critical and if the suspension is forced to work through an abnormal arc, it will cause incorrect suspension geometry under certain conditions, premature failure of rubber suspension bushings and mountings, as well as accelerated wear of other components such as constant velocity joints.

Recently, it was discovered that counterfeit versions of the company's Airmatic spring/damper range (albeit designed for use in SUVs and saloons) have been in circulation. The fake versions are 40 mm too long and have air bellows (which act as the spring) that are an incorrect length.

Further, while the remote valve cylinder (which controls the transfer of oil into the main damping tube of the shock) is an original part, it has been harvested from a discarded assembly and installed in a completely non-functional manner – meaning the technology to control the damping rate has been rendered inoperative.

"If the crimped-on metal retaining band fails – which it could in the event of a sudden and harsh suspension movement – the 'spring' will collapse instantly, with potentially catastrophic consequences," the company claims.

"Due to the safety-critical nature of the issue, consumers and the motor trade are advised to be aware of the dangers of attempting to repair these items, or fitting non-original replacement components," it warns, adding that consumers need to exercise caution if the pricing of a shock assembly is very low. **F**

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Always Visible





MAN pushing **EUROPEAN COMEBACK**

JARLATH SWEENEY, from *Fleet Transport*, reports that MAN Truck & Bus had a good story to tell at the IAA CV Show in Hannover, Germany, in September

After undergoing restructuring at management, sales and communication levels during the past few years, the Munich-headquartered brand has been born again with investments in research and development beginning to bear fruit. Sales are up 16 percent across Europe, and MAN is chasing Mercedes-Benz hard for the number-one spot in its home country. Its order book is looking good, too.

At the IAA the MY2017 featured a refreshed truck range with cab modifications and upgrades to its engine and driveline, with a great deal of focus on telematics. The flagship TGX has next-generation EfficientLine3, while the TGE van range is totally new.

Joachim Drees, CEO, MAN SE, addressed the press at the company's Truck Forum event in Munich a few weeks earlier. He began with an outline of its PACE 2017 FutureLine strategy, which will be mainly market and product focused initially, with the objective to push volumes to 125 000 units and to extend its business model from now to 2026.

Customer services will also be in the forefront along

with the arrival of its new TGE van range. The TGE is MAN's new 3.5 to 5.5-t van range based on the new Crafter. The two-year TGE project will be supplied by Volkswagen Commercial Vehicles and built in Poland. MAN will also be concentrating on become a leading component supplier, with an emphasis on its axle production facility.

Heinz-Jürgen Low, head of Sales and Services at MAN Truck & Bus, mentioned that the second quarter of 2016 recorded "good performance, with a stable order intake, resulting in an eight-percent increase in sales". Socio-economic issues and political unrest in South Africa, Turkey and Brazil is raising concerns for sales teams in these regions.

Low then highlighted the various enhancements made to the truck range, introduced at the IAA CV Show. He covered the merits of the latest TGX flagship model – from its fresh appearance to "future-proof" modifications and the drivetrain.

"The MAN Lion impresses with a striking exterior look," he began. "The TGX and TGS receive visually reworked and dynamic cooling air ducts. The interior of all TG models is characterised by a warm colour



scheme, with new fabrics and seat covers creating a bright and high-quality image that is perfectly rounded off by the concise design of the steering wheel."

The figurehead of the brand's identity, the MAN Lion, which featured in chrome to date, is now more prominent against the new high-gloss black background.

The grille areas have been reworked to become more aerodynamic, yet offering more air inlets for additional air cooling. On the TGX, two horizontal chrome bars differentiate the MY2017 from its predecessors. Automatic running lights will also create an impact.

New interior colour schemes and new fabrics elevate the MAN TGX and TGS to a higher quality level, with two-tone beige and black blending in well with each other in the dash area and around the cabin to the bunks, curtains and door panels. Another significant change is the new, smaller steering wheel. As these models previously had the largest steering wheel in the sector, this is a welcome change.

Adding to the appeal of the 2017 models is the new MMT MAN Media Truck Advanced Infotainment system; available with a five or seven-inch screen option, with a wide range of convenient connectivity.

This platform includes a broad selection of business solutions through telematics, via a cloud-based system. Fleets will be its main target, according to Frank Tinschert, vice president, Telematics and Digital Solutions at MAN.

Behind the new grille is the latest Euro-6 drivetrain, with increased power, performance and economy. New-generation D38 engines now peak at 477 kW (640 hp) and 3 000 Nm, with the power output from the D26 ranging from 313 to 373 kW (420 to 500 hp)

EXPERTISE IN AXLE PRODUCTION

Established in 1955, MAN's axle production factory is a short drive from the Truck Forum facility in Munich. At the factory, around 650 employees produce up to 110 000 drive axles per year.

The drive axles and transfer cases made here supply MAN Group truck and bus plants worldwide, as well as competitor brands such as Mercedes-Benz, VanHool, Temsa and New Flyer (North America).

Two main types of drive axles are produced: hypoid and planetary. Of modular design, hypoid axles are mainly used in distribution and long-haul transport, as well as for buses and coaches.

Planetary axles differ with the addition of transmission ratios within the wheel component as well as a smaller centre drive. They are mainly assembled with drum brakes as the vehicle application covers heavy-duty, off-road operations.

Raw materials are sourced locally or from other MAN facilities, while axle and gearbox housings are produced by specialised external foundries. Around 200 individual components are processed at this vast site, covering 40 000 m².

With a few exceptions, employees assemble all rear axles on one production line as per customer specifications.



mated to even finer-tuned automated transmissions.

Low said that, with the extra horsepower, a return to the Scandinavian market at this level is evident. The addition of its Eco-Roll free-wheeling motion programme, called EfficientRoll, brings MAN in line with competitors offering this fuel-saving measure.

When introducing the MAN TGX EfficientLine 3, Low chronicled the successful history of the original and its sequel, where impressive reductions in fuel



consumption were achieved. "EL3 goes further with an additional five-percent savings on fuel consumption," he stated.

In Hannover, new concepts for electro-mobility included new digital services that will assist clients to optimise their logistics processes and improve the efficiency of controlling the flow of goods, via intelligent networking, according to Low.

Within this approach is a focus on e-mobility that will lead to the "road to zero emissions" for MAN Truck & Bus, which will cater primarily for deliveries and applications in urban areas. **F**

A second assembly line is dedicated to special and front axles. The axle assembly output is controlled using the number and duration of shifts and the cycle time. Production output can be variably controlled.

Impressively, the axle housings are clamped onto automated guided vehicles (AGV), from which the axles are installed as part of flow assembly. A swivelling unit enables different assembly positions to move the axle into the most ergonomically adapted and convenient position for employees.

The driverless transport vehicles are equipped with independent controls, so they can communicate with each other as well as with assembly systems. For instance, the system prevents collisions by reducing the speed of the following AGV in the event that a vehicle ahead has come to a standstill.



Quality assurance is paramount in axle production. "All employees at the assembly line record their processing step in the axle approval record. It represents an elementary component of quality assurance and records process data. Cutting-edge camera technology together with image processing systems also record processing results on products," says plant manager, Florian Mayrhofer.

The fully automatic axle-painting unit is located at the end of the assembly line. At this station, the units are painted by five basic and two topcoat paintwork robots. Final customer-specific paintwork is then applied in the truck assembly section.

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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FOCUS
ON TRANSPORT AND LOGISTICS



Conference to **REMEMBER**

For 57 years the Professional Movers' Association (PMA) has set professional standards for the South African removals industry. This year, the Association's AGM and Congress took place at Sun City

As the PMA is the premier association for more than 90 top national movers in South Africa, its members are required to comply with certain minimum standards, so that their clients are guaranteed superior service that is professional, safe, timely and fair in practice and cost.

Opportunities such as the annual Congress are, therefore, imperative for members to keep up to date with current and future issues and engage

interesting talk on her 67 Blankets for Mandela project... She is the wife of billionaire Douw Steyn. Through her project she has got many men and women knitting and crocheting blankets for the needy! She has even got prisoners crocheting blankets for her..

"She has got her blankets into the Guinness Book of Records for having the largest blanket in the world, which was done at the Union Buildings and a wine estate in Cape Town," Pettey comments.

The second guest speaker, John Black, spoke about his conquering of Mount Everest!

While much networking took place at the Lost City Golf Club, where the annual PMA Social Golf Day took place, it was the cocktail party and the amazing Mercedes-Benz Trucks Gala Dinner that had delegates dressed to the nines.



in critical networking and knowledge sharing. According to the PMA's 2016/17 president, Ian Pettey, Congress 2016 was a memorable one for members and a great success overall.

"With a relatively new executive board, bringing in new, creative and fresh ideas, we can only enhance what has already been built up within the PMA in the past. With all that is going on around us in South Africa, and worldwide, PMA members need to embrace change and respect best business practices," explains Pettey.

While the official business session took place only on the first morning, it was one of the most important aspects of the Congress. There were also a few inspiring addresses for the members.

"Our first guest speaker, Carolyn Steyn, gave a very



"A special word of thanks to all of our conference sponsors – without their ongoing support this congress would not be possible. I would also like to thank our organising committee, under the leadership of Mel Potgieter and Davene Pitallo, and her team from Eventpro, for a very well organised Congress.

"Many have come back to thank us for a very memorable event and we look forward to next year," concludes Pettey. **F**



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Driver capability is another big cost area, which our driver training programmes are tailored to help you manage and develop. The same goes for our finance and insurance approach. We believe in understanding the daily needs of your business, rather than just looking at the risk.

Also our new Fleet Management System is the perfect embodiment of our partnership attitude, giving you access to amazing detail on everything from coasting to heavy braking, and then the coaching support you need to help manage not just your fleet, but your entire cost base.

So if you're just buying trucks, we're probably not the supplier for you. But if you believe what you're actually buying is a partnership, a commitment, a total transport solution, then we should talk.

There is a better way.





The recent Electra Mining Africa event gave us the opportunity to meet the new man at the helm of Scania, and find out about the company's ambitions in the sector



With Scania being one of only two truck manufacturers present at the 2016 Electra Mining Africa exhibition, it was the perfect opportunity for the company to show its support to the industry – as well as for the company's new MD, Raimo Lehtiö, to meet customers and industry role players.

Lehtiö, who joined Scania South Africa in August and is also responsible for eight southern African countries, brings with him 15 years of service to the Scania organisation. Most of this has been in the Baltic, Eastern European and Asian markets. He's now



Raimo Lehtiö will drive Scania Southern Africa forward.

looking forward to driving Scania's southern African operation – where increasing its presence in mining and construction are big priorities.

Having been active in the local mining segment for five years now, Scania South Africa draws on the expertise of its parent company to bring something a bit different to the sector.

"Our products fit the role very well. However, our approach is a bit different – the vehicles are important, but are not the only part of the picture. We have a 'total service' approach; from finance to driver training and all the services in between," Lehtiö explains.

Scania Total Support in mining ensures that technicians are on site with the customer as much as possible.

"This is crucial as they are often far out of the cities and we need to be able to support their vehicles," Lehtiö notes. "The vehicle's abilities are, to a large extent, influenced by how well the drivers are trained. The Scania vehicle management system helps us to tailor and optimise the vehicles for the customers."

Alexander Taftman, product and marketing director, explains that it's important to understand the nature of the industry. "Mining is a supply chain of commodities and there is a Scania to optimise every stage of that chain; whether it involves moving the commodities, support vehicles, or even down to gensets that supply power, or pump water," he illustrates.

On the Scania Electra Mining stand, the company exhibited many of these options. Of its multiple chassis options, a typical 6x6 rigid chassis attracted attention, although not quite as much as a rather serious looking 4x4 personnel carrier. This robust vehicle is locally built to customer specification and fully complies with all mine-related safety requirements – such as roll-over testing.

Scania's solutions for the mining industry even extend to autonomous vehicles, which are running in many European mines at the moment. "Scania has vast knowledge in this regard and there's really nothing stopping this technology coming to mines in South Africa for use in closed areas on mining premises," Lehtiö says excitedly.

That's probably a long way off, though. His plans for the near term are to enhance support to neighbouring countries and, perhaps, to move it all the way up to the all-important Copper Belt.

"Our trucks have proved themselves in harsh conditions and our business approach in South Africa is good. I look forward to taking the company forward," Lehtiö concludes. **F**

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MIDDLE

ground



The Fiat Fullback is certainly one of the more old-school-feeling new bakkies available today. GAVIN MYERS asks if there's still space in the market for it

Despite the short route on the launch of the Fullback during July, it was immediately apparent that its drive felt more old-school than that of its rivals from Ford, Volkswagen and Toyota. With their Ranger, Amarok and Hilux, these manufacturers have been able to engineer a solid, yet comfortable and refined ride with the ability to still carry and tow a substantial load.

Bakkies from other manufacturers, such as Isuzu, Mitsubishi, GWM and Foton – while still removed from bakkies of yore – don't quite offer this same mix. So where does that leave the all-new Fiat Fullback?

We needed some extended time with it to really figure out the dynamic and, following a week spent with the 2.5 SX 4x2 double cab, we can report that it definitely doesn't fall in the former group when it comes to ride quality – but it's not as bad as some vehicles in the latter group. The ride is jiggly, but not overtly harsh; it's quite acceptable.

Similarly, the five-speed manual gearbox has a hard, old-school throw and feel. That Fiat has fitted a five-speed box is a mystery; it could definitely do with an extra ratio to quieten high-speed cruising, but the 2.5-litre turbodiesel sits right in the middle of the torque band in most situations. With 324 Nm and 100 kW on tap, it manages well.

The Fullback double cab is perfectly capable as a workhorse; it has a 1,52-m long and 1,47-m wide rubberised load bed and its payload is more than a tonne, while it can tow three tonnes.

With its rounded lines the Fullback is a softer-looking bakkie, but that doesn't dilute its rough 'n tough demeanour. In fact, with its chrome and silver detailing and fat, black front and rear bull bars and roll bar (courtesy of Fiat-Chrysler's Mopar accessory division), it certainly attracts its fair share of attention

from other bakkie drivers. It also features what I reckon are the nicest alloy wheels (17-inch) to be fitted to a bakkie today...

The interior is upholstered in soft leather – the seats are very comfortable – and is livened up by a light-coloured grey dash with piano black and satin silver accents. It feels solid and high-quality. Space, while not class-leading, is good all round.



Feature wise, the Fullback SX boasts an electronically operated rear differential lock, cruise control, a driver and passenger airbag, anti-lock brakes with Electronic Brakeforce Distribution, a tow bar and a rubberised load bay.

Infotainment is by way of an unfortunately complex seven-inch touchscreen system, which does, however, feature navigation and Bluetooth connectivity.

Standard with a three-year/100 000 km vehicle warranty and a five-year/100 000 km service plan, the Fullback 2.5 SX retails for R402 900. At the price, we must ask again: does the Fullback feel too old-school for its own good?

Yes and no: it's a good effort, but it doesn't bring anything revolutionary to the bakkie market. The upside is that, in addition to looking good and feeling well built, it feels like a solid workhorse. It'll definitely appeal more to someone looking for such a vehicle. **F**



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Going the Extra Mile



THE BIG FIVE

in South America

According to a blogger on the *GoBackpacking* website, known only as Ryan, one would be surprised to learn how great public transport is in some of South America's more modern cities. He rates the top five as follows:

1. SUBTERRANEO: SANTIAGO, CHILE

"Santiago might be one of the duller big cities I've ever visited, but when it comes to public transport, it has no equal," writes Ryan.

The first Subteraneo line opened in 1975, and today the system is extensive and modern – a primarily underground maze of trains that serve more

than six-million people. "It works really well. I used it often when I was there," says Ryan.

"I don't care much about cleanliness as a factor for these rankings, but I am impressed when I see it, and the Subteraneo in Santiago has it. It's quite a contrast from what you see above ground, where a layer of smog gives the city a hazy carapace of pollution."



Subteraneo: Santiago, Chile

2. SUBTERRANEO: BUENOS AIRES, ARGENTINA

This is a close second according to Ryan. "The Subteraneo in Buenos Aires has everything Santiago does, except modern train cars, but I still enjoyed using the system," he notes.

Its first section opened just over a hundred years ago, in 1913, and today it covers quite a big part of the Buenos Aires area, which is home to almost 13-million people.

"Riding the Subte, as it is often called, felt like using the New York Subway: it's old and dirty, but gets you where you need to go," he explains. "You just need to learn the map. For me, using the Buenos Aires Subte was easier than crossing 'Avenida 9 de Julio',

the 14-lane thoroughfare – actually 18, if you count the two-lane access roads flanking each side of the avenue – that is the widest in the world."



Subterraneo: Buenos Aires, Argentina

3. TRANSMILENIO: BOGOTÁ, COLOMBIA

Says Ryan: "I'll tell you why I like the Transmilenio. First of all, it's extensive; it covers a broad area of Bogotá where a cacophony of car horns blare in the streets –



Transmilenio: Bogotá, Colombia

this metro area of more than ten-million people tests everyone's patience."

"Second," he continues, "it's relatively modern. The Transmilenio is a series of rapid transit buses, most of which have their own lanes, so they don't have to fight through the same traffic that provokes so many drivers to hit their steering wheels."

"Only the Septima line runs with the other vehicles on the road, but that's fine. It's worth the sacrifice to ride to the Usaquén, Bogotá's prettiest neighbourhood," he adds.

4. METRO: MEDELLÍN, COLOMBIA

"For the pro-Metro readers, who are aghast now over its ranking below the Transmilenio, let me explain," begins Ryan. "I'll start with the good stuff. I love how modern the system is with its above-ground trains, rapid transit buses, cable cars, and soon, a tram east of downtown. All of that is great. It's also a lot cleaner than the Transmilenio, but I don't care about cleanliness."

Ryan says: "I just need to get to as many places as possible without a car, and the Transmilenio covers a lot more ground than the Medellín Metro system. Maybe someday, as Medellín grows and more additions are completed in the system, I can move the Medellín up."



Metro: Medellín, Colombia

5. METRO: RECIFE, BRAZIL

"Yes, I'm taking Recife over Rio de Janeiro for the same reason I picked the Transmilenio over the Medellín Metro: extension," explains Ryan.

"The Recife system is nothing special, but it seems to serve more people than the system in Rio, where the system is basically one line – albeit a very long line, but I can't imagine one line is enough for a metropolitan area of more than 12.5-million people."



Metro: Recife, Brazil

In Recife, there are three lines: one runs north-south and two run east-west, one of which veers off to the intercity bus terminal.

"I'll admit, I have yet to go to Rio, but I've talked to friends, who are from there, or who have been there, and it just doesn't serve as big an area as it should. At least the folks in Rio can say one thing: they're better off than those in São Paulo!" he concludes. **F**

Pickup MIXUP



In his monthly review of global news for local truckers, FRANK BEETON digs through some fascinating corporate realignments in the bakkie industry, describes the new EPA 2017-compliant engine family from Cummins, and reviews upcoming American emissions rules – which are likely to change the shape of trucking



lobal Focus doesn't often enter into the realm of pickup trucks. Generally, we stick to the heavier stuff, because pickups, or bakkies as they are usually called in South Africa, are comprehensively covered by the motoring media, seeing that many of them are used primarily for private transportation.

However, we have recently become aware of some announcements related to one-tonne pickups. In addition to being interesting in their own right, these have given us some insights into global motor industry politics, which, inevitably, have some impact on other vehicle categories further down the line.

GM and Isuzu exit pickup cooperation

Our interest was first piqued by an announcement that General Motors (GM) and Isuzu Motors Limited had agreed to cease collaboration on the development of "midsize pickup trucks made in Asia".

Regular readers will be aware that we have been keeping a close watch on GM's "on again, off again" relationship with Isuzu, which dates back all the way to 1971. Since that initial engagement, GM built up a significant shareholding in the Japanese company, but had sold all of it off by 2006.

More recently, we have noted a re-establishment of the North American truck cooperation between the two companies, which had previously been terminated in 2009, so we concluded that the two parties were warming to each other once again.

Therefore, imagine our surprise when it was revealed by *Reuters* on July 22, that GM would halt the acquisition of Chevrolet/Holden Colorado pickups and Trailblazer SUVs from Isuzu's operation in Thailand, because it intends to move more upmarket with its Asian pickup product offering.

The present-generation GM pickups built for markets outside North America share their roots with Isuzu's D-Max/KB product, but this announcement seems to indicate that GM does not consider this platform to be appropriate for providing the required level of future sophistication to its Asian target market.

Mazda ties up with Isuzu!

In the same press item that reported the Isuzu/GM pickup disengagement, we read that the Japanese manufacturer had contracted to supply next-generation pickups to Mazda Motor Corporation for markets outside North America.

It is generally known that Mazda's current one-tonne BT-50 pickup is spun off from Ford's highly successful

Reports suggest that the BT-50 will be Mazda's last pickup with a Ford connection.



Could GM look to Toyota or Ford to underpin its Asian product offering?



Ranger product, so a switch to Isuzu as a future supplier is news, indeed.

It should be remembered that Ford's relationship with Mazda has followed a similar pattern to that existing between GM and Isuzu, and, by 2014, Ford's shareholding had reduced from a high point of 33.4 percent in 1996, to a mere 2.1 percent. So, it seems that Ford's disengagement with Mazda has now reached the point where the Ranger/BT-50 collaboration will not be continued beyond the present generation.

Recently, we have become aware of some other cross-supply arrangements between manufacturers involving pickups. It is now general knowledge that Fiat's Fullback one-tonne bakkie is derived from Mitsubishi's L200/Triton product, and that Nissan is gearing up to supply spin-offs of its new NP300/Navara range to both Renault (known as the Alaskan) and Mercedes-Benz.

However, we now also know that Nissan has taken control of Mitsubishi Motors Corporation through a

\$US 2.2 billion (about R31 billion), 34-percent equity stake purchase, so more future rationalisation in the one-tonne payload pickup arena cannot be ruled out.

This leaves Toyota and Ford potentially on their own, and GM without an obvious supplier in Thailand, which is a major market and manufacturing base for pickups. We wonder how the American company intends to fill the availability gap that will emerge for its Chevrolet and Holden brands in important markets including Australia. There is, of course, the possibility that it can draw product from Toyota or Ford ... that would be a really sensational story!

ELECTRICS MOVING UPMARKET

Electric traction in commercial vehicles is the "current" flavour of the month (please excuse the pun!). We have recently covered a number of stories on new electric-vehicle technology, and the subject has now moved firmly out of the passenger-transport environment into goods haulage, and even into long-distance line haul, as evidenced by the report on the Nikola One truck-tractor concept that appeared in the July issue.

While that radical concept has yet to appear in tangible form, other prototypes are appearing regularly and, as you may have read from Charleen Clarke's report last month, Mercedes-Benz has now joined the party with its Urban eTruck.

Parent company Daimler Trucks has been building up considerable operating experience with its Fuso Canter E-Cell fully electric light truck, which has been undergoing real-life trials in Portugal since 2014.

Covering a total distance of more than 50 000 km in one year, the test vehicles are claimed to have reduced CO₂ emissions by 37 percent compared to diesel-powered equivalents, with average operating costs that are 64 percent lower. Canter E-Cell vehicles are now also undergoing operational trials in Stuttgart, Germany, with the city authorities and parcel carrier Hermes.



The increased interest in all-electric vehicles for goods-haulage applications stems from recent developments that have reduced the cost and charging time of batteries, while increasing their performance.

There is also the incentive of side-stepping increasingly stringent environmental restrictions, including outright bans on internal-combustion engines in designated areas, which are being imposed by major cities.

The use of individual wheel-mounted, electric-drive motors also presents a considerably less complicated solution to achieving reduced emissions than increasingly technical interventions that need to be applied to diesel engines and mechanical drivelines. Mercedes-Benz says that the Urban eTruck could be ready for the market at the beginning of the next decade.

NEW CUMMINS DIESELS

Meanwhile, the proponents of diesel engines have not been sitting on their hands. Inevitably, when new emission-control regulations take effect, engine manufacturers need to ensure that their products can comply and, if not, rapidly respond with upgraded or brand-new power units.

In the United States (US), the Environmental Protection Agency (EPA) will implement new standards, with an emphasis on lower carbon emissions and fuel efficiency, in 2017 (see final story), and diesel-engine manufacturer Cummins has announced a new range of EPA 2017-compliant power units to replace the current ISX series.

Designated X Series, these three new engine variants will be made available in 12 and 15-litre displacements, and claimed features include lower fuel consumption, extended service levels, lower engine noise, and a new single-module exhaust after-treatment emissions system that takes up less space.

The 15-litre derivatives will enter production before the end of 2016, and the 12-litre model will follow in 2018 after extensive field testing.

Engine specifications

The top output models are designated X15 Performance Series, and will be available with power outputs ranging from 360 to 450 kW (485 to 605 hp) and torque of up to 2 780 Nm. Engine braking effort ranging from 335 kW (450 hp) at 1 500 r/min up to 450 kW (600 hp) at 2 100 r/min will be available to assist with vehicle retardation.

Target applications include long-haul tanker operations, extra-heavy-duty haulage and vocational trucks. The X15 Efficiency Series, with outputs ranging from 300 to 375 kW (400 to 500 hp) and torque ratings of up to 2 500 Nm, is aimed at line-haul and regional applications, with optimised fuel efficiency and payload productivity when integrated with the Cummins/Eaton

Daimler Trucks has achieved impressive reductions in CO₂ emissions and operating costs in tests run with its Fuso Canter E-Cell electric truck.



Cummins' X12 is the smaller displacement member of the new X Series family, and is claimed to have the best power/weight ratio of any heavy-duty engine in North America.

SmartAdvantage Powertrain hardware and software package – which adjusts to gradient, vehicle mass and driver throttle inputs.

The smaller displacement X12 is rated with outputs up to 355 kW (475 hp) and 2 300 Nm, and has a flat torque curve between 1 000 and 1 400 r/min to improve flexibility and reduce the frequency of gearshifts. This engine features a sculptured block design, composite sump and valve cover to reduce tare mass and improve payload capability.

The X12's compact dimensions are intended to facilitate fitment in short-nose conventional cabs, and its low mass will be beneficial to sleeper-cab models with front-axle mass limitations. Its target applications include intrastate and vocational operations.

Other X Series features

The new X engine range incorporates Cummins' ADEPT management system, intelligent coasting function and predictive cruise control. The X15 models feature optimised compression ratios, air handling systems and cam profiles, while the X12 is claimed to have the highest power-to-weight ratio of any heavy-duty engine sold in North America.

The variable-geometry turbocharger has an uprated actuator and impeller to boost engine response and improve engine braking performance, and a simple



thermal recirculation device has been fitted to combat fuel waxing or gelling.

Oil drain intervals for typical line-haul applications are set at 80 000 km, and this can be extended to 120 000 km for vehicles running at lower fuel consumption rates and using Cummins' oil-analysis programme.

AMERICAN EMISSION RULES – THE NEXT PHASE

In recent times, global vehicle design and technology directions have been very heavily influenced

by the compulsory compliance with regulatory emissions standards set by First World countries. The most advanced requirements have invariably been established by the EU, Japanese government and the US Environmental Protection Agency.

Initially, these standards set incrementally stringent restrictions for nitrous oxide (NO_x) and particulate matter (PM) emissions, but the emphasis has since swung strongly to carbon dioxide (CO₂), as the most harmful greenhouse gas.

In the US, the implementation of the most recent EPA 2010 standards, for the 2010 model year, created significant difficulties for Navistar International's own range of MaxxForce diesel engines (which was comprehensively covered here in Global Focus) as well as leading to Caterpillar's exodus from what the Americans engagingly call the "loose engine" business, for on-road heavy trucks.

Subsequently, new Phase 1 regulations were established for implementation in the 2017 model year, which came into force on October 1. In the case of "heavy-duty combination tractors" (truck tractors to South African readers), these restrict CO₂/ton-mile emissions to a range between 66 g for low-roof sleeper cab Class 8 units, to 120 g for high-roof, day-cab Class 7 units (Class 7 GVM's range from 11 820 kg to 15 000 kg, Class 8 is everything above 15 000 kg equivalent).

Presumably, the heavier vehicles are set lower thresholds because they carry more tonnage over more mileage than their smaller brethren. The maximum fuel-consumption standards set by the National Highway Safety Administration, for the same vehicle categories, range from 6,5 gallons/1 000 ton-miles to 11,8 gallons/1 000 ton-miles.

Phase two emerges

During August, 2016, the EPA announced Phase 2 of this programme for medium- and heavy-duty

vehicles for model year 2018 and beyond. In addition to the "combination tractors" covered specifically in this article, standards have also been set for trailers, vocational vehicles, heavy-duty pickups and vans, as well as engines.

In the case of box van, flatbed, tanker and skeletal container trailers used in conjunction with combination tractors, Phase 2 will see the introduction of EPA standards in the 2018 model year, requiring up to nine percent lower CO₂ emissions and fuel consumption through aerodynamic devices, lower rolling resistance tyres, automatic tyre-inflation systems, and mass reduction.

The standards for all the motive unit classes and engines will take initial effect in the 2021 model year, and will become progressively more stringent until full implementation in 2027. In the case of combination tractors, the fully phased-in standards are targeting a reduction of up to 25 percent in CO₂ emissions and fuel consumption, compared to the Phase 1 model.

It is envisaged that this objective will be achieved *inter alia* through improvements in engine, transmission, driveline, aerodynamics, rolling resistance, and idle-time reduction technologies.

The targeted upper-limit reductions in the CO₂ emissions and fuel-consumption performance of the other categories have been set at 24 percent for vocational vehicles, 16 percent for heavy-duty pickups and vans, and four to five percent for engines powering vocational and combination tractor vehicles.

Looking ahead

The detail of the programme includes averaging, banking and trading provisions that will allow engine and vehicle manufacturers to trade credits, bank credits for future years, and to average credits across compliant and non-compliant products.

These provisions are intended to increase the rate at which new technologies can be implemented, reduce the cost of compliance, and address potential lead-time challenges in meeting the standards.

In our view, it is inevitable that these required improvements in emission levels and fuel consumption will result in some "alternative thinking" among vehicle manufacturers. We believe that the potential of the traditional diesel engine/mechanical driveline combination to achieve a further quantum leap in these parameters, without substantial cost being added, is probably limited.

The increased use of new directions, including all-electronic drivelines with some form of on-board battery recharging capability, and platooning of autonomous trucks, may well be encouraged in such a scenario.

Whatever shape or form the future of trucking takes, it is bound to be a very interesting period, indeed! **F**



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

DATSUN'S SOLUTION FOR ENTREPRENEURS

Aimed at young entrepreneurs with a need for a workhorse that can also be used as an after-hours leisure vehicle, the Datsun GO+ Panel Van has been launched to the market.

"Since we re-introduced the Datsun brand into South Africa in late 2014, we have stayed true to our mission of bringing reliable, attractively priced vehicles to the market, primarily to meet the needs of motorists looking for value in difficult economic times," says Vincent Cobee, global head of Datsun.

"The introduction of the Datsun GO+ Panel Van is an indication that we are meeting our commitment to extend our brand offerings to serve the needs of the wider South African market. It represents a watershed in our entry into the light commercial vehicle (LCV) category."

With a loading capacity of 542 kg and a loading volume of 3,43 m³, the Datsun GO+ Panel Van features a solid partition to separate the cargo area from the driving compartment. The floor is made of galvanised steel and is topped with a sturdy mesh grill. All rear windows feature smash and grab with dark tinting.

Total cost of ownership has been a key design consideration. "We are aware of the cash constraints facing most of our potential customers within the small to medium-sized business sector and are pleased to offer the Datsun GO+ Panel Van at a recommended selling price of R149 900 (including VAT)," says Des Fenner, GM of Datsun South Africa.

While VAT-registered businesses can claim back VAT on the purchase of the vehicle, the GO+ Panel Van's total cost per kilometre is claimed to be a mere 16 cents.

It is powered by a 50 kW 1.2-litre petrol engine that's claimed to consume 5,2 l/100 km in an urban/country cycle.

"We are very excited about the introduction of the Datsun GO+ Panel Van, which we believe will become a firm favourite in the LCV vehicle segment, mirroring the successes already achieved by the Datsun GO in the A-segment. Although we are entering a competitive sector, we believe that the panel van's class-leading loading capacity will be a major factor in its success," concludes Fenner.



A NEW ROAD FOR VAN ZYL

After 17 years with the Mercedes-Benz South Africa (MBSA) family, and having led the commercial vehicle operations since 2008, Kobus van Zyl is pursuing a new career opportunity and assignment within the larger global Daimler organisation.



Van Zyl has been appointed as GM for National Automotive Industries in Saudi Arabia, a joint venture between Mercedes-Benz Trucks and E.A. Juffali & Brothers.

The Juffali Group is the appointed Mercedes-Benz general distributor in Saudi Arabia. Here, Van Zyl will be responsible for Mercedes-Benz Trucks, Vans, Buses and Special Trucks, as well as Western Star and Freightliner Trucks.

His appointment is effective from October 1. To ensure a smooth transition, Van Zyl will be available for a handover period to Jasper Hafkamp, current MD: Trucks Netherlands, who will take up the position of executive director for the Regional Centre Southern Africa (RCSA) from December 1.

Jasper Hafkamp joined Mercedes-Benz Nederland BV in 1995. He started within the commercial vehicle department, where he held various positions within marketing and product management for Mercedes-Benz Vans and Trucks.

In 2008, Hafkamp became responsible for Mercedes-Benz Truck Sales in The Netherlands and then progressed to the position of MD: Mercedes-Benz Trucks.

Arno van der Merwe, CEO of MBSA and executive director: Manufacturing, says: "We wish Kobus well in all his future endeavours. We are confident the Juffali Group is gaining a valuable member to its team and we look forward to welcoming Jasper to the management team of MBSA."

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1. Compared to the revised more stringent MB 228.51 limit as measured in the MB OM646 engine test.
2. Compared with a typical 10V-40 oil over a 100,000km oil drain interval.
3. Compared to standard 10V-40 oil.

MEET THE NEW TITAN

Fuchs has designed an oil specifically for use in commercial-vehicle engines. The Fuchs Titan Cargo 15W-40 combines state-of-the-art additive technology with a new base oil matrix that has high oxidation stability and provides for the highest levels of performance and engine durability in highly stressed commercial-vehicle engines.



"Titan Cargo 15W-40 was developed for compliance with the current and future American emission legislation," says John Anderson, Automotive and OEM manager, Fuchs Lubricants South Africa.

As such, it is particularly advantageous in vehicles fitted with exhaust gas treatment systems; such as Diesel Particulate Filters (DPF), Diesel Oxidation Catalyst (DOC), high rate of Exhaust Gas Recirculation (EGR), two-stage turbo charging and SCR-Catalyst (Selective Catalytic Reduction), or any combination of these technologies.

While enhancing fuel economy, among the benefits of the new Fuchs oil are:

- Protecting exhaust gas treatment systems with very low sulphated ash levels and low content levels of phosphorus and sulphur;
- Excellent wear protection, even under constant full load, due to the new additive and base-oil technology;
- Highest neutralisation potential (TBN) in its class for durable protection against aggressive acids and corrosion during the whole oil-drain interval;
- The reduced content of heavy metals minimises contaminant emissions;
- Beneficial for older diesel engines independent of the emission level; and
- Rationalisation of the latest generation of commercial, construction and agricultural vehicles.

COMMERCIAL VEHICLE SALES REPORT FOR AUGUST 2016

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. The totals listed below do not include MBSA figures.

Light Commercial Vehicles < 3 501 kg	Total: 13 542
AMH	388
Fiat Group	32
Ford Motor Company	2 399
GMSA	2 323
GWM	36
Jaguar Land Rover	4
JMC	31
Mahindra	127
Mazda South Africa	77
Mitsubishi	3
Mercedes-Benz SA – estimate	12
Nissan	2 541
Peugeot Citroën SA	4
Renault	10
Suzuki Auto	43
TATA	91
Toyota	4 624
Volkswagen SA	797

Medium Commercial Vehicles 3 501 – 8 500 kg	Total: 759
AMH	22
Fiat Group	2
Ford Motor Company	7
GMSA	191
Iveco	65
JMC	7
Mercedes-Benz SA – estimate	160
Peugeot Citroën SA	11
TATA	29
Toyota	213
Volkswagen SA	52

Heavy Commercial Vehicles 8 501 – 16 500 kg	Total: 397
FAW	57
GMSA	133
Iveco	5
MAN	12
Mercedes-Benz SA – estimate	41
TATA	29
Toyota	88
Volvo Group Southern Africa	73

Extra-Heavy Commercial Vehicles > 16 500 kg	Total: 707
Babcock DAF	10
FAW	23
GMSA	42
Iveco	39
MAN	106
Mercedes-Benz SA – estimate	261
Powerstar	28
Scania	155
TATA	13
Toyota	27
Volvo Group Southern Africa	264

Buses > 8 500 kg	Total: 66
Iveco	4
MAN	29
Mercedes-Benz SA – estimate	17
Scania	28
TATA	1
Volvo Group Southern Africa	4

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

IVECO TAPS INTO REEF TANKERS

Reef Tankers recently added Iveco trucks to its fleet of 105 vehicles, with the acquisition of two Iveco Stralis 480 6x4 truck tractors – named Mangoba and Titanium. Anyone who knows the Reef Tankers fleet will know that every truck bought by the company is named; giving the vehicle a legacy that stays with the company long after it has ended its service.



"Each truck's name is symbolic; it stays with the vehicle until it is decommissioned. The name is then put on a plaque and kept for prosperity," explains Bob Jones, vehicle sales director at ELT, the Iveco dealer of choice for Reef Tankers.

These are the first Ivecos to be bought by Reef Tankers – which has been in operation for 16 years. Vic Ferreira, who started the company, explains why the decision to choose Iveco was made: "On a recent trip to Italy with Iveco, the company's legacy was embedded in me – I was inspired by the magnitude of the brand.

"Our customers want reliability and responsibility

from us, on-time deliveries and minimum downtime. Vehicle selection is, therefore, critical – it must account for the well-being of our drivers, technology, economy, service and partnerships for ultimate reliability.

"We test vehicles in specific operations and fuel consumption is a critical area. The Ivecos proved to have the second-best fuel consumption in the fleet," he says.

Jones adds that the vehicles handed over to Reef Tankers feature the third-phase software update, which has increased their efficiency by ten percent.

"We understand how competitive it is in the transport marketplace. We have to provide innovative, nimble, quick solutions that are

packaged to make our clients more efficient for their clients," he says.

Martin Liebenberg, head of sales at Iveco South Africa, adds: "Reef Tankers has one of the most well-run and beautiful fleets on the road. The standards of its drivers, trucks and rigs make it a privilege for us to have vehicles in the fleet.

"We congratulate the company for being a pillar in the industry through the way it looks after its vehicles and the pride it has in its brand. We are thankful for the opportunity to have Iveco vehicles in the Reef Tankers fleet and to grow with the brand on the road."

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HIT OR MISS?

A recent study assessed whether Johannesburg's bus rapid transit (BRT) system, Rea Vaya, gives its riders what they want. It makes for some interesting reading

BRT systems are commonly vilified for the high cost of creating and operating them, comparatively low passenger numbers and poor integration. One cause of poor passenger attraction among integrated public transport network (IPTN) systems is that they do not offer sufficiently attractive services, given the other alternatives available to potential passengers, according to Christo Venter, associate professor in the Department of Civil Engineering at the University of Pretoria, where he teaches transport engineering and planning.

Venter has endeavoured to examine the value proposition of IPTN systems against the stated needs and preferences of passengers. He drew on a recent combined, revealed and stated preference survey of 1 208 people in the City of Johannesburg (COJ), and studied actual choice behaviour in the existing BRT system.

"By studying the behaviour of commuters in areas where BRT is operated, a more realistic understanding of the drivers of the actual preferences and choices of commuters may be obtained under real market conditions," Venter explains.

The surveys were clustered in eight areas ranging from Midrand in the north, to Orange Farm in the far south. All major modes of transport were looked at

and both work and non-work trips were covered.

As the study was conducted as a part of the development of an Integrated Transport Network strategy to guide further deployment of the BRT and related services in coming years, it was aimed at generating a broader understanding of what passengers want, and of how this might differ across user groups.

SEGMENTATION

This was achieved by segmenting the commuter market according to people's current choices and their willingness to consider new BRT alternatives. "This segmentation leads to an enhanced understanding of mode captivity, the limits of what BRT might realistically be able to achieve (in terms of attracting users), and which features are needed to make new public transport services attractive to different users," says Venter.

Four market segments were defined:

- Lifestyle car captives: people who use cars, due to personal, lifestyle or activity-related factors. These people are highly unlikely to use public transport, no matter how good the service is;
- Availability car captives: people who use cars because of the current unavailability of alternatives,



but who might be willing to switch to public transport (or become choosers) in future, should an acceptable option become available;

- Choosers: people with both a car and at least one public transport option available for their trip;
- Public transport captives: people with one or more public transport options available, but no car available for a specific trip at a specific time.

"Of the 2.3-million daily motorised trips in the COJ, about half are captive to public transport – made without the option of a car. Just more than a quarter are classified as car-captive trips (about four out of every ten car captives – 250 000 – are classified as availability captive).

"The remaining 22 percent are classified as chooser trips. It follows that, of trips where the car is available (chooser plus car captive), just more than half feel they have no alternative but to drive," notes Venter.

TIME AND MONEY

The findings suggest that, in terms of their daily travel, most potential passengers have a very limited willingness to pay for saving travel time and are much more sensitive to price changes than to speed changes.

“It is interesting to note that minibus taxis tend to get these priorities exactly right, which helps to explain their popularity.

"This points to the limitations of the BRT design paradigm, which is heavily oriented towards raising travel speeds; yet is unable to recover the costs of doing so from the average passenger," notes Venter.

However, this does not apply to all potential passengers. He suggests, therefore, that there must be a market for differentiated services – such as express or premium services – for which a higher fare can be charged.

Third, it was found that potential passengers attach more importance to shorter walking and waiting times than to faster speeds once on-board a vehicle. Venter says that this finding is universal among public transport users internationally.

"From the passenger's perspective, having services with reasonable frequencies (with low waiting times), and with enough penetration and network coverage to reduce walking distances, are at least as important as short travel times.

"It is interesting to note that minibus taxis tend to get these priorities exactly right, which helps to explain their popularity," Venter notes. "Given the relatively low densities in which local BRT systems currently tend to operate, it might be more appropriate to spend money on increasing network coverage and frequencies, and improving the waiting experience

with adequate shelters, than to invest heavily in a network of segregated busways," he adds.

Furthermore, Venter says, one transfer on BRT equates to the equivalent of less than ten percent of present BRT fares. "This suggests that, for the average passenger, more transferring would be an acceptable price to pay for having a more integrated public transport system with better coverage, provided the feeders and transfers are carefully designed and managed."

A fourth implication is that ridership forecasts tend to over-predict passenger numbers for time-saving modes such as BRT. "Forecasts fail to recognise that a portion of the market has no willingness to pay for BRT, due to lifestyle and preference factors. By lumping car captives with individuals who place a high value on time, the mistaken conclusion is reached that, if only BRT can be fast enough, it will attract these passengers.

"This might be one of the reasons why predicted ridership levels have failed to materialise for BRT systems such as Rea Vaya," Venter explains.

BRT VERSUS THE COMPETITION

While people with a car ranked travelling by car as more attractive than BRT, they did see BRT as a superior option to all other public transport modes

(apart from the Gautrain); especially when viewed against regular bus services (including Putco and Metrobus).

"The most important finding is that, for those passengers who actively made a choice between BRT and a minibus taxi, BRT significantly outperforms minibus-taxi services (on average) in terms of fare, travel time and number of transfers, despite requiring slightly longer walking and waiting times.

"The qualitative aspects that distinguish Rea Vaya from the minibus-taxi mode – perhaps greater safety, comfort, payment convenience, and so forth – are worth much in the passenger's mind and exert an important influence on the decision to use BRT," says Venter.

He suggests that BRT authorities should have a better understanding of these qualitative aspects, and pay very close attention to the quality of service in the design and (especially) the operation of the service.

"Service quality is primarily an outcome of how well a service is operated. This is, arguably, the more difficult part of running a successful public transport service.

"It also means that, no matter how fast and affordable BRT is, it will struggle to retain and increase its market share if the service it offers is not perceived to be of a high quality," he concludes. **F**

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CHINA'S

electric bus boom

FRANK BEETON reports on China's rapid and enthusiastic development of the electric bus

You read it here first! Since late 2012, we have been reporting regularly on the progress being made by the new generation of all-electric buses in the global market.

Although these vehicles have been fairly well received in the more developed markets of Europe and North America, we have gained the impression that their adoption in these areas has been at a fairly conservative pace, with operators continuing to rely mainly on more conventional diesel or diesel-electric hybrid-powered buses, while testing electric driveline units on routes that are particularly sensitive to pollution or noise-level issues.

However, a report we recently read on the Transpo 2016 show, which was held in Beijing during May, suggests that Chinese operators have been moving far more quickly into the realm of all-electric traction. Reported sales of electric buses in China increased from somewhere around 10 000 units in 2014, which was impressive enough, to no less than a reported 88 107 units in 2015!

Interestingly, Chinese manufacturer BYD, which has been particularly active in propagating the electric-traction philosophy in United States (US) and the United Kingdom (UK), only ranks fifth among its country's electric bus manufacturers, having delivered 5 605 units in 2015, well behind market leaders Yutong (13 436 units), Nanjing Golden Dragon (8 796 units), Zhongtong Bus (8 191 units) and Higer (6 670 units).

At the Transpo show, Yutong unveiled a new fuel-cell hybrid-electric, low-floor city bus. It uses a mixture of hydrogen and oxygen to generate electric energy and has a claimed operating range of over 300 km.

The company also featured its H8 plug-in hybrid, medium-duty city bus, available in 8.2 and 8.5 m overall lengths, which complies with new safety standards, drawn up by China's National Electric Bus Control and Safety Engineering Centre, to reduce the risk of fire and water ingress and to prevent the electrification of non-electrical components.

Zhuhai Guangtong Automobile Company, which built some 3 500 electric buses and coaches in 2015, highlighted its product line-up, which extends from medium-duty city buses to single and double-deck, heavy-duty and articulated city buses, up to 18-m long. All of these are available with fast-charge (eight to 12-minute) plug-in systems.

Guangtong Auto also builds the Vintage Bus; essentially a battery-powered electric replica of a 1913 tramcar, of which 40 are in operation in the Forbidden City, in central Beijing. Market runner-up Nanjing Golden Dragon markets its electric buses under the Skywell brand, while North Bus, Ankei Anhui and Yangtse Motor Group all announced new electric product developments during the show.

The show report certainly indicates that electric buses are achieving a high level of acceptance in China, and this is clearly a response to the high levels of pollution experienced in that country's cities.

However, BYD's activities abroad, with production facilities in the US and Brazil, in addition to its ten bus-building plants at home, will ensure that any technological progress driven by high volumes in the Chinese domestic market will soon find its way into the global electric bus scene.

Major vehicle manufacturers would be well advised to keep a wary eye on the Chinese electric bus industry. **F**



FOSSILISED

thinking in transport?

Promises around the Gautrain: never kept. Real public transport integration: out of sight. Can Gauteng's new city councils get the job done?

The Road Freight Association would surely throw a fit if the boss of Transnet, Siyabonga Gama, was appointed to chair a national land-freight transport policy study. So, too, would the air industry if Dudu Myeni, chairperson of SAA, was appointed chair of a national air transport policy study.

Why, then, do we tolerate the dual role played by the boss of the provincially funded Gautrain, who, for several years now, has doubled up as chairman of the Gauteng provincial transport master plan?

One of the fundamental principles of good governance is the separation of duties to ensure checks and balances. By failing to sort out an apparent conflict of interests in public transport in Gauteng, we have made a rod for our back. Let's look at two consequences.

First, a disproportionate amount of funding is going to the Gautrain, backed up by ongoing "spin" that has proved to be false. It started long before Gautrain had turned a wheel. In 2005, a senior transport analyst at the Development Bank (which, significantly, is now also on the naughty step together with Transnet, SAA and Sanral) had high praise for the scheme.

"Again, one may argue as to whether funds may have been better spent on enhancing existing commuter rail, or improving the bus service, or, indeed, supporting the recapitalisation of the minibus-taxi industry. The Gautrain is, however, a quantum leap in thinking."

That's not very helpful. A quantum leap in service levels instead of "thinking" would be far better.

There's more: "The characteristic of the Gautrain,

like successful public transport elsewhere, is that it will be integrated with other modes. The Gautrain may go a long way to show the benefits of seamless integration in the design of infrastructure, the use of through-ticketing and ... in day-to-day, integrated operation."

That promise has never been kept. Together with our underperforming bus rapid transit (BRT) projects, the Gautrain has merely contributed to the exact opposite – transport disintegration.

Finally: "The Gautrain may be the investment in public transport that leads more by example than by actually changing the status quo. For this reason it is able to leapfrog above the existing challenges."

There the truth comes out! The Gautrain was never intended to change the status quo. Instead, it hovers, like a drone, above the existing challenges, which remain unfixed. Is this deliberate?

Two years later, in 2007, an organisation called ITS awarded a "certificate of recognition" to the Gautrain "for the contribution and impact of the project on the public transport landscape in South Africa. The Gautrain has been successful (note the past tense) in changing the face of transport in Gauteng and for ... highlighting the significance of public transport ... the BRT systems and the Gautrain's bus link will be complementary to each other". More bunkum!

A second consequence of poor governance is the continued underperformance of the 3 000 to 4 000 buses under the control of both the province and the municipalities in Gauteng.

Despite all the lip service to integration, no one has taken responsibility for starting a proper network. ➤



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The Gauteng 25-year Integrated Transport Master Plan was supposed to address this, but the public transport part of the plan has disappeared from the Gautrans website. Why?

The start of a provincial bus network could lie with the infamous Moloto corridor, which has been the subject of dozens of reports during the last 30 years; most of them favouring rail over bus.

Significantly, the 400 buses that operate on this road have never featured in any integrated transport plan. Many of these buses could be used immediately to extend the route as far as Midrand, where they could link up with buses from Vereeniging.

Sadly, the latest ad-hoc development (September 2016) is a R35-billion "agreement" between Prasa and Chinese companies to build a rail line along the route.

In our present financial state, how about using

electric trolleybuses, which the Chinese are building for their own BRT schemes in Shanghai and Beijing? This could be done at less than half the cost of rail. With proper planning, some of the electrical infrastructure could still be used to upgrade to rail in, say, twenty years' time.

Our new city councils in Gauteng have work to do. They must sort out the fossilised thinking in their own transport departments, and they will have to confront the ethical issues at the moribund provincial department of transport.

They also need to question the under-performance of buses contracted from the province, which should be carrying thousands of existing car users. This would take pressure off municipal roads and reduce congestion at a much lower cost than schemes like the Gautrain.

Are the councils up to it? I don't think so. **F**



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

BUS STOPS

NISSAN INTRODUCES WHEELCHAIR-FRIENDLY TAXIS



Nissan South Africa has become the first local manufacturer to offer wheelchair-friendly vehicles to the taxi industry. The company has developed a full conversion of its NV350 Impendulo, transforming the vehicle into a spacious carrier suitable for

disabled passengers.

"The position and status of disabled people in South Africa has often been one of exclusion from mainstream society," says Wonga Mesatywa, director Corporate and General Affairs at Nissan Group of Africa.

"Unfortunately, many people living with disabilities are, therefore, prevented from accessing fundamental social, political and economic rights, due to a variety of different factors. Lack of access to adequate transport shouldn't be one of them," he adds.

The conversion makes maximum use of the available space within the vehicle. The interior

seating in the Nissan NV350 Impendulo can be removed, and a portion of it can also be adapted to be rearward facing so wheelchairs can fit comfortably inside the vehicle.

Importantly, a hydraulic lift allows for people in wheelchairs to have easy access through the rear door. Aluminium flooring in the rear passenger section also keeps wheelchairs safely in place while the vehicle is in use.

The converted vehicle meets regulatory standards and specifications, such as safety and technical requirements.

In addition to providing safe transport for physically disabled members of society, the conversion also makes the vehicle ideal for a variety of applications including hotel fleets, inter-hospital and frail-care transportation.

"The conversion was released in August and we have already received multiple enquiries about the modifications made to the vehicle," says Mesatywa.

Approximately 7,5 percent of the country's population is regarded as having a disability. Many people with disabilities remain unable to access public transport, because the vehicles aren't suitably equipped, or drivers are reluctant to pick them up.



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