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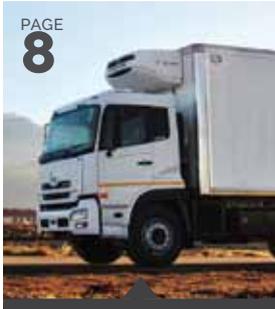
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ONE DAY WHEN THE GAUTRAIN IS ALL GROWN UP...

WHILE RAIL TRANSPORT IS NOT A STRICT FOCUS OF THIS MAGAZINE, IT DOESN'T MEAN I CAN'T APPRECIATE A DECENT SYSTEM WHEN I SEE ONE...



GAVIN MYERS

It's amazing how being removed from our daily routine can open our eyes to a better way of doing things. I started the year with a quick trip to Germany, final destination: Stuttgart (cue flashback of inquisitive immigration officials).

Despite being around since the tenth century, Stuttgart city covers an area of 207,36 km² while its metro is home to 5,2-million citizens. By comparison, Johannesburg city (founded in the 19th century) covers an area of 334,81 km² and its metro is home to 9,6-million citizens. What this means is that the population density of the Swabian city is slightly higher – by 100/km² – than South Africa's own city of gold.

As ever, the German's stereotypical efficiency – from the airports to touring the country's "home of the automobile" – was something to behold. Especially when the city's public transport was called upon.

It was specifically the comprehensive network of rail links that impressed me most. The city has two types: the Stadtbahn light-rail system (also known as the U-Bahn), which has succeeded the city's tram network since 1985, and the S-Bahn, which connects the city's outlying suburbs and nearby towns.

The S-Bahn is probably closest to Gauteng's own Gautrain – with modern, spacious, comfortable carriages – except

it is a 190-km long system with 75 stations and it carries approximately 330 000 passengers every workday...

All trains pass through the city's main railway station, the Stuttgart Hauptbahnhof, which, itself, is something to see – neat and clean and with lots of stores. Oh, and the only turnstiles you'll see are to access the WCs ... yes, that term is still used in Germany ...

But, I digress. The level of principle German commuters seem to have is such that, even though they could simply walk onto a train and ride all around the city (humans being humans, I'm sure it happens), they still queue for tickets and pop them into the receiver as they descend to the platform.

Imagine South African commuters – Metrorail, Gautrain, whatever – doing the same. That said, a big surprise to me was that the rail links don't (not that I saw) have a tap-and-go card system.

Not a single train was late, and nor were the two busses we caught during our travels. OK, I lie, the one was about 40 seconds late! While we stood around angrily waiting (not really), we joked that most South Africans would consider that to be early. However, I do hope the driver still has his job – the bus-stop posts list numbers to call if the bus does not arrive on time!

And so, while back home I (thankfully) have no need, or desire, to use Metrorail, I do think that the Gautrain is a pretty convenient way to travel between Joburg and Pretoria when I need to do so – however, if I lived in Stuttgart I would almost certainly make regular use of its rail network to get around.

Wouldn't it be great if our local systems were as far reaching and well planned? **F**

BELOW: (clockwise from left): The Stuttgart Hauptbahnhof, with its early 20th century architecture, is a city landmark, while cycling is a popular mode of transportation in the city; an S-Bahn carriage; below ground in the Hauptbahnhof.





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SCANIA

LETTERS

LOGISTICS AND TRANSPORT: THE DIFFERENCE

While some people are quick to bash South African logistics operations – for damaging the country's roads and being responsible for dangerous traffic situations – and are demanding a slew of regulations to control the situation, if you peer through the thin façade of the industry you'll see a different picture.

The industry helps thousands of people and their dependants to earn a living, and only a minority of what we call transporters are tarnishing the overall reputation of the industry.

Transporters are not logistics operators. Logistics is an important industry worth supporting.

The Stellenbosch University report: Logistics Barometer South Africa 2015, says: "Logistics is a strategic resource of the South African economy and key to providing a global competitive advantage."

Logistics is about providing a solution to help grow the South African economy. That essentially means operators must be on top of their game to make their business profitable.

Contrary to popular belief, cutting corners doesn't save money. The experienced majors in this business know that cost cutting leads to inefficient, expensive operations that eat into revenues. Successful operators know it's better to self-regulate as it is less expensive in the long run.

Often it is new, less-experienced entrants, and fly-by-night operators, that undermine this hard-won position.

The professionals have learned that in-cab telematics and monitoring vehicle performance are worth the effort and expense. As a result, the South African logistics

industry is considered to be one of the most advanced in the world.

The entire logistics infrastructure of a country combines to create a scenario worth more than just the sum of its parts and it helps to build the economy.

Experienced, professional operators in the most sensitive sectors of this industry have created an unparalleled safety record. These compliant businesses push the boundaries of profit in the context of good ethical business conduct, while considering the safety of their employees and the general public.

These operators stand to be penalised by the behaviour of unscrupulous trucking operators that are responsible for damaging South African roads and creating other public spectacles, which is creating increasing pressure on government to regulate and control the industry.

In a more regulated environment all fleets will essentially be tarred with the same brush. New regulations will needlessly hamper the ability of logistics operators to be profitable and supply secure jobs.

Even with new regulations in place, the unscrupulous operators will still have to be policed at South Africa's progressive weigh bridges and traffic-control zones. We believe that when they transgress, they should be given more than just a fine. We support heavier penalties to help repair the image of the majority of responsible logistics businesses that strategically support the economy of the country.

Arend du Preez
MD of Crossroads Distribution

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A TEAM TO DOMINATE AFRICA

A GENERAL FORCE TO BE RECKONED WITH, TEAM DE ROOY IVECO ONCE AGAIN PROVED ITS MIGHT IN THE TOUGHEST RALLY RACES ON THE PLANET

C

reated to fill the gap left by the original African Dakar Rally, the Africa Eco Race has cultivated an enthusiastic following by amateur and professional competitors and spectators alike.

With 2018 being its tenth edition, competitors set off on January 2 from Nador, Morocco, and ended on January 14 at Lake Rose near Dakar, Senegal – with Gerard De Rooy from Team Petronas De Rooy Iveco taking the checkered flag in the trucks category.

Having dominated the 12-stage, 6 500-km race from the start, De Rooy maintained the lead in his #400 Iveco

the race, De Rooy stopped to provide assistance to a motorbike rider who had crashed, and was credited back with the 25 minutes he lost with this stop. In the last 80 km of the day, the vehicle's tyres became badly damaged by the rocky terrain; but De Rooy chose to drive on carefully instead of losing time by stopping to replace them.

The final stage saw the drivers compete in a short, final boost in the traditional last leg around Lake Rose. The crowds were out in force to encourage the competitors and celebrate the winners as they took their place on the podium on the beach of the lake.

Meanwhile, 7 000 km away in South America, the Dakar Rally was concurrently taking place (January 6 to 20). The three Iveco Powerstars performed well, consistently placing in the top ten and jockeying for the lead through various sections of the race.

Artur Ardavichus, in #508 Astana Motorsport Team De Rooy Iveco, ended the race in fourth position in the trucks category, while Ton Van Genugten in #509 Petronas Team De Rooy Iveco finished seventh. Having led the truck category in the #501 YPF Infinia Diesel Team De Rooy Iveco, Federico Villagra, retired due to mechanical problems with just one stage to go.

Iveco has been the official supplier of Team Petronas De Rooy Iveco for eight consecutive years, and provided the Africa Eco Race's winning crew with its vehicles, engines and Iveco genuine parts. Equipped with Iveco Cursor 13 engines – specially engineered by FPT Industrial, CNH Industrial's powertrain brand – the vehicles deliver up to 746 kW (1 000 hp) of power. **F**



Powerstar throughout the rally – on the fast, rocky tracks as well as the extremely soft sands of the dunes.

De Rooy completed the race in 45 hours and 53 seconds – five hours, 12 minutes and 32 seconds ahead of his nearest competitor and a record field of competitors! This granted him first position in the trucking category.

"I enjoyed both the beautiful specials and the toughness. That was what it was all about in the first place: having fun again. They were long specials, but still short days because we had almost no connection. I really look back on it with a very good feeling," De Rooy comments.

The third stage, with a timed section of 400 km, presented one of the toughest challenges for the leading team. During

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MIKE FITZMAURICE is the CEO of the Federation of East and Southern Africa Road Transport Associations (Fesarta). He has 42 years of experience in the transport and logistics industry with several major companies in South Africa, as well as overseas exposure with some of the leading transport companies in six European countries. Since 2004 he has established and run Transport Logistics Consultants. In May 2015 he became CEO of Fesarta.

TALLY-HO: 2018

PETER DRUCKER SAID: "THE BEST WAY TO PREDICT THE FUTURE IS TO CREATE IT..."

The Federation of East and Southern African Road Transport Associations (Fesarta) has a regional perspective and overview of the range of national and interstate transport activities on the drawing board.

As 2018 gets underway, there is much evidence of energetic activities to create a better future for transportation in the southern and eastern African region. These cover a wide range of developments with a common thread of improving efficiency.

and control system make it the most attractive option for cross-border efficiency and interstate trade. Recent contacts with the executive of Comesa show exciting prospects for increased focus on policies to support economic growth instead of revenue collection from borders.

In the Southern African Development Community (SADC) region, the development of the new bridges and future one-stop border posts at Kazungula and Beit Bridge give new hope for future efficiency there.

If delays are to be reduced, the infrastructure developments must, however, be accompanied by significant revision of border policies. In this regard, Fesarta will be engaging with Regional Economic Communities

Road Freight Strategy, approved by Cabinet in 2017, will be implemented with the many recommendations for changes to currently unworkable and ineffective regulations.

All the activities planned for the freight-transport sector are based on the very logical underlying assumption that improving transport efficiency will be good for economic development.

It must, however, be noted that in most countries of the region, the current systems are in many ways diametrically opposed to the creation of businesses, with the heavy hand of bureaucracy stifling initiative and increasing the burden of cost.

The imposition of increasing cross-border charges for permits, carbon tax, fees, levies and tolls for cross-border transport are passed on to the industrial customers and simply increase the costs of goods in the destination countries.

On the North-South Corridor this amounts to about 30 percent of the total cost of transport, with a further 25 percent of cost being caused by official delays.

The costs of bureaucracy eventually lead to industrial stagnation, as the impacts of national socialism stifle the economy.

In relation to industrial development, freight transport is the tail on the dog, so all the current projects to improve transport efficiency may prove to be somewhat irrelevant, unless there are policy changes that lead to future economic growth in the countries of the region.

In this respect, 2018 may prove to be a watershed year if the significant obstacles to economic liberalisation are cleared and new trajectories are established. **F**



As part of its enlightened approach to the promotion of economic activity in the region, the Common Market for Eastern and Southern Africa (Comesa) is extending the scope of the highly successful Regional Customs Transit Guarantee (RCTG) from the East African Community (EAC) to other corridors. Comesa will liaise with Fesarta to make the system available to transporters, forwarders and exporters throughout the region.

The scope of the guarantee, the cost of the carnet, the simplicity of the process and the built-in tracking

(RECs) to encourage them to build on the successful policy changes made in the EAC.

In 2018 we will also hopefully see the beginning of the implementation of the SADC-Tripartite, Transport and Transit Facilitation Programme (TRIPS) with its focus on the harmonisation of transport regulations; repeal of cross-border permits; registration of transport operators and their Responsible Competent Persons (RCPs); and the supporting IT database covering the entire region.

It is also hoped that the South African

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AS LUCK WOULD HAVE IT

DECEMBER CERTAINLY PROVED EVENTFUL ACROSS MUCH OF THE ECONOMIC SPECTRUM

Sitting in Colesberg on the first leg of my holiday, I eagerly watched the ruling party policy conference unfold, while (along with many others) mentally crunching up whether 2018 will bring about an economic recovery, or whether we are going to have to explain why this year isn't the year that everything rights itself.

Although close, the victory of Cyril Ramaphosa left many in the economic sphere with a sense of cautious optimism. Ramaphosa inherits a party divided severely along factional lines. However, he steps into a role of party president at the time when an economic recovery seems to be a distinct possibility.

At the end of 2017, the latest gross domestic product (GDP) figures for the third quarter showed a recovery across the major industries of mining, manufacturing and agriculture. Even activities with limited production showed signs of drawing down on inventories.

Poor business and consumer confidence depressed growth in the truck market for much of 2016 and 2017. Finance Minister Malusi Gigaba noted in the medium-term budget policy statement that bringing about a return of confidence is one of the easiest and cheapest ways to return the country to a faster economic growth track.

While confidence still remains weak, there are signs that some things will work in Ramaphosa's favour. For one, rand strength has surprised

on the strong side. Added to that, the global economy is continuing to recover, as are risk appetites geared towards emerging economies.

The positive reaction to the election of Ramaphosa helped the rand push into under R12,50 at the time of writing. With that, a sharp drop in fuel prices was announced in February, despite crude oil prices rising.

closely together, and so a significant pick up in investment should see truck sales perform better in 2018.

Admittedly, I believed a similar story at the beginning of 2017. A recovery appeared in order and demand was accelerating, until political events surrounding the cabinet reshuffle forced confidence into a hasty retreat, and the potential gains of last year



While rand strength continues, the petrol price will continue to provide relief to transport operators. The stronger rand should also help keep inflation in check and interest rates stable, to a point where financing conditions may stabilise.

With the return of business confidence, we forecast that investment should pick up from the doldrums of close to zero-percent growth that characterised 2017. As we highlighted through client discussions last year, the demand for trucks and fixed investment track

were surrendered to a self-inflicted weak domestic economy.

With his substantial experience in business, Ramaphosa will know that political setbacks, like we saw throughout last year, will damage his chances in 2019.

Further, if rumours are to be believed, his ascendancy to the presidency might happen sooner rather than later. A strong economic recovery would be an ideal way of cementing his position as the best candidate to take the country forward. **F**



 @NLawGlobal

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CONTAINER DEMURRAGE: AGENTS BEWARE

SHIPPING AGENTS OFTEN INCORRECTLY BELIEVE THAT THEY ARE PROTECTED BY "BEING AGENTS" ACTING FOR AN UNDISCLOSED PRINCIPAL...

Shipping agents prefer to be reflected as the shippers, or receivers, under the main bill of lading contracts with the shipping line in order to protect the identity of their customers, not realising their exposure to container demurrage.

When an agent is reflected as a shipper (or consignee) under a bill of lading (or waybill) without reference to the customer, the agent takes on all the responsibilities of the shipper or consignee. These include the receiving, unpacking and returning of a container within the free time, failing which the agent will attract liability for demurrage.

Demurrage is an amount of "free" time given to a cargo interest to load or discharge a cargo – or collect and redeliver a container that has been discharged by the shipping line.

In the case of a container, if that time is exceeded, the shipping line is entitled to claim damages for the non-use of that container. The damages are agreed upon up front as a daily rate and are usually set out in a tariff in the bill of lading.

In the case of *MSC Mediterranean Shipping Co SA versus Cotton Anstalt* [2016], MSC Mediterranean Shipping Co SA (the carrier) entered into a contract with Cottonex Anstalt (the shipper) for the carriage of cotton from Bandar Abbas and Jebel Ali to Chittagong.

The bills of lading allowed the carrier free time for the use of the containers

at the ports of loading and discharge. The free time commenced from the day the containers were collected by the shipper, or discharged from the vessel, or delivered.

The bills of lading also required the shipper to redeliver the containers to a place nominated by the carrier and to take delivery of the goods within the time period allowed, failing which, the carrier would be entitled to unpack the goods or store them ashore, at the shipper's sole risk.

On delivery at Chittagong, and due to a significant decrease in the price of raw cotton, a dispute ensued between the shipper and consignee, resulting in the consignee refusing to take delivery of the goods. The shipper presented the bills to the bank, obtained payment and refused to take delivery.

Eventually, the court allowed the carrier demurrage in full up to the date

when the contract ended, and to claim the value of the containers.

Under the circumstances:

- Agents that are reflected as shippers in a contract of carriage should be clear as to what their liabilities are under the contract, especially the conditions contained in the carrier's tariff;
- The document should reflect the fact that the agent acts as an agent for the principal;
- Where a large demurrage bill is in the offing, agents should act with alacrity in resolving the position and involving the customer in these discussions;
- Agents must arrange their affairs so that they can claim back any amounts due to the carrier; and
- If any demurrage claim is settled with the carrier, the terms of that settlement must be made clear. **F**



Demurrage is an amount of "free" time given to a cargo interest to load or discharge a cargo.





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

TIS THE SEASON ... TO REPLACE AGING VEHICLES

THE BEGINNING OF EACH YEAR IS A GOOD TIME FOR OPERATORS TO AUDIT THEIR COMMERCIAL-VEHICLE FLEET AND REPLACE AGING AND TROUBLESOME VEHICLES

Sadly, many commercial-vehicle fleet owners do not have a well-constructed fleet-replacement policy and replace a vehicle only when it breaks down continually. However, not having a fleet-replacement policy in place makes it difficult for many operators to finance new vehicles.

Many commercial-vehicle operators grapple with vehicle-replacement policies and strive to find the correct timing to replace their vehicles.

Failure to replace the older vehicles in a fleet at the correct time can be detrimental to a transport business.

Considering the high cost of parts and the difficulty of finding good technicians who are capable of repairing the various components in a modern truck (including engines and gearboxes), I believe that the secret is to plan for vehicles to be replaced at the end of their economic life and before they need major component repairs.

However, to establish when the end of a truck's economic life occurs is not an easy task and varies from one operation to another. The specific vehicle application is a factor that influences this timing.

If they have been properly maintained and operated, medium commercial vehicles and smaller distribution-type vehicles normally



“
The new generation of vehicles on the market today offer improved fuel consumption.

reach the end of their economic life at around the four to five-year period, or at approximately 300 000 to 400 000 km.

Heavy-duty vehicles normally reach the end of their economic life between the six and seven-year period, or at 400 000 to 500 000 km, while extra-heavy commercial vehicles, operating in long-distance operations, normally reach the end of their economic life between six and seven years, or at about 700 000 km.

One of the main advantages to be gained from replacing aging vehicles is that the new generation of vehicles on the market today offer improved fuel consumption. As fuel costs are one of the major expenses of a transport operation, purchasing new vehicles can reduce overall operating costs.

Maintenance costs will also be drastically reduced when using new

vehicles. Many vehicle suppliers offer excellent and extended vehicle warranties, which ensure that maintenance costs will be limited to routine services, which makes it much easier to plan operating expenses.

In addition, most of the new generation of trucks available on the market today are equipped with the very latest safety features, like anti-lock and electronic braking systems, making them safer on the road.

The company image is also enhanced with the purchase of new vehicles, as many valued and important customers, as well as the public, judge the professionalism of a transport company by the appearance and condition of its vehicles they see on the road.

Finally, new vehicles also ensure that the fleet is always available and reliable – two very important factors in any fleet. **F**



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

ADVICE FOR ELON MUSK

TRANSPORT IS FAST BECOMING MORE OF A BURDEN TO THE ECONOMY THAN AN ENABLER

As we go through the annual task of counting the bodies after the holiday season, I'd like to know when we are going to start taking the carnage seriously. Instead of building houses, we are spending scarce money on fixing cars, organising funerals and seeing doctors.

And just when I was thinking of congratulating the railways for keeping a clean sheet over the silly season, along came the Kroonstad level-crossing tragedy. Since the accident

As recently as December I was forced to the side of the road on Beyers Naude Drive in Johannesburg by a convoy of four SUVs carrying (wait for it) a coffin! I thought that our coalition councils were going to put a stop to this nonsense. This is a waste of resources and gives the middle finger to ordinary motorists by showing that different rules apply to different road users.

Another irritant is the lenient sentences handed out to reckless drivers. Now that shared-car services are freely available, few people can stand in front of a magistrate and say "but I need my car". More licences should simply be cancelled.

his dislike of public transport: "I think public transport is painful ... it sucks. And there's like a bunch of random strangers, one of who might be a serial killer ... and that's why people like individualised transport that goes where you want, when you want."

Many people would agree with him, but we need to remember that all forms of transport have problems – you can be mugged while sitting in your car, and are just as likely to be hit by a rock thrown from an overhead bridge whether you're in a car or a bus.

When Musk was challenged by transport consultant Jarrett Walker, his response was: "You're an idiot." Others have now joined the debate. The progress of this debate can be followed on Jarrett's website: humantransit.org.

While they're sorting it out, I just wish that highly intelligent people would start paying attention to practical ways to fix existing public transport and stay away from irrational solutions.

Back in the real world, our comatose city councils are at last coming under increased pressure to pay more attention to public transport. Someone has to be responsible for integrating all modes of public transport in every South African city. The councils of all the big cities need to get their acts together – by now they should have realised that their bus rapid transit (BRT) schemes are not the way to go.

Sadly, the clever people in our communities are surprisingly unimaginative when it comes to fixing what is already there. Musk would make an excellent member of the board of directors of Gautrain, where his love for tunnels would come in handy, provided that he offers to finance such schemes using his own money and not dip into the coffers of a country that is bankrupt. **F**



was allegedly caused by a reckless lorry driver, I fully support the blogger who has suggested that the body count there should be added to the road column.

One of my pet hates is the VIP convoy system. It is particularly galling to read that, following the Kroonstad disaster, President Zuma admonished drivers to behave themselves. You cannot discipline anyone unless you, yourself, are disciplined.

Since 2016 there has been a new operator overseas called Chariot, which uses 14-seater vans, runs to a timetable and even allows users to buy a monthly season ticket. It could work well in South Africa.

For me, the biggest issue remains the appalling state of public transport in South Africa, and our almost complete lack of common sense in fixing it. This is where Elon Musk comes in.

In a recent interview he declared

DRINK COFFEE, POWER A BUS

A LONDON-BASED ENTERPRISE IS TURNING COFFEE GRINDS INTO FUEL TO POWER UP LONDON BUSES. WILLIAM GEORGE LOOKS AT THIS INITIATIVE, OTHER ALTERNATIVES AND THE NEED FOR NEW FUEL SOLUTIONS



T

he need to reduce greenhouse gas emissions is the leading reason for the search for new and better methods of producing fuel. Furthermore, this will help to provide alternatives as the price of fuel continues to increase.

Bio-Bean, a start-up company based in London, in the United Kingdom (UK), aims to curb the use of conventional fossil fuels by converting coffee grounds into fuel.

A CUP OF COFFEE NOW THE KEY TO SUSTAINABLE ENERGY

According to Bio-Bean, approximately 55-million people in the UK drink a cup of coffee each day. Over the period of a year, London alone recycles 200 000 t of waste from coffee grounds, which is now being used to fuel the city's buses. The biodiesel produced from coffee grounds is expected to power up to one third of London's buses in the near future.

Once collected, the coffee grounds are sifted and dried before a process of evaporation extracts the coffee oil

from the grounds.

Arthur Kay, CEO and founder of Bio-Bean, says: "It's important for us to use existing waste collection and recycling companies, as this minimises the number of extra journeys required. Recycling makes financial sense for restaurants and coffee outlets, too. In addition to being environmentally friendly, it saves them money as it is cheaper than sending the coffee grounds to landfill."

Bio-Bean has progressed to manufacturing a range of products in the biochemical and biodiesel industries and has earned support from companies such as Tata, Shell and The World Bank.

In 2017, Bio-Bean created B20, which is 20-percent diesel, as part of a broader mineral diesel mix that can be used in existing engines. In the near future the company plans to turn its research towards more versatile biodiesel production.

ALTERNATIVES TO BIOFUEL AND BIODIESEL ACROSS THE WORLD

Biodiesel produced by Bio-Bean is not the only alternative to



conventional fossil fuel. A controversial crop-based biodiesel alternative is made from palm oil, which is used mainly in food and cosmetics.

According to *Agence France-Presse (AFP)*, 45 percent of all the palm oil produced at tropical plantations in Malaysia and Indonesia wound up in the tanks of vehicles in Europe, where fuel made from palm oil is used extensively.

Some argue that using palm oil in fuel is doing more harm than good. *AFP* states that the biodiesel made from palm oil causes three-times more greenhouse gas emissions per unit of energy than diesel fuel.

In 2012, the European Commission acknowledged the need to phase out support for food-based biofuels and to move to a more sustainable alternative such as advanced biofuels, made from waste and residues. ➤

BELOW: Arthur Kay founded Bio-Bean in 2013. It is the first company to industrialise the process of recycling waste coffee grounds into advanced biofuels.



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Sweden is making good progress in the production of biodiesel. Renewables make up two-thirds of the total fuel consumption of public transport buses in this country.

According to the Swedish Public Transport Association, the top consumer of biofuels is Stockholm County, where renewables make up 85 percent of the fuel used in public transport. The most popular choice of renewable fuel is biodiesel.

Brazil – the world's second-top producer of ethanol fuel and the largest producer of ethanol made from sugar cane – created the National Biodiesel Production Programme in 2004 to promote domestic biodiesel production as a way of reducing pollution and dependency on petroleum imports.

In March 2016, the former President of Brazil, Dilma Rousseff, passed a bill that allows for the increase of the use of biodiesel gradually from seven percent (B7) to ten percent (B10) by 2019.

According to the Brazil Biofuels Annual Report of 2016, "The bill also instructs the National Council for Energy Policy to conduct tests over the next 36 months to check the feasibility for a 15-percent blend (B15) in diesel engines. If results are positive, the use of B15 biodiesel could be an option in the near future."

Brazilian ethanol production reached 30.23-billion litres in 2015/16. This ethanol is used by the domestic market where it is sold as either pure ethanol fuel, or blended with fuel at levels of between 18 to 27,5 percent ethanol.

BIOFUEL DEVELOPMENT IN SOUTH AFRICA

In South Africa, the production of biofuel seems to be going nowhere. In 2014, President Jacob Zuma announced during the State of the Nation Address that biofuel manufacturers had been selected and were up and running.

In recent years, South Africa has attempted to produce biofuel crops. However, the legislative process has delayed production. As a result, biofuel is yet to be commercially produced on a large scale.

A 2014 report entitled: The development of biofuels in South Africa: challenges and opportunities, by Anup Pradhana and Charles Mbohwb, notes that there are challenges in South Africa deterring the development of biofuels. These include impacts on food security, commodity prices, biodiversity and environmental degradation due to changes in land use.

The report states: "The reduction of carbon and other emissions has been a major driver of biofuel expansion in developed countries, whereas energy security, job creation and rural social and economic development have been the major push for biofuel expansion in developing countries."

The problem with biodiesel in developing countries like South Africa is the impact it will have on society and the environment. The ongoing social, environmental and biodiversity concerns in developed countries mean that South Africa still has a long way to go in order to find greener, more sustainable alternatives that will reduce the demand and costs of fossil fuel and its impact on global warming. **F**

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BACK TO THE BASICS OF TRANSPORTING PETROCHEMICALS

COVERING THE BASICS IS ALWAYS THE MOST IMPORTANT ASPECT OF APPROACHING ANY BIG TASK, AND HAULING DANGEROUS PETROCHEMICALS ACROSS A COUNTRY OR CONTINENT IS NO EXCEPTION. FOCUS LOOKS WHAT COMPANIES SHOULD CONSIDER WHEN TRANSPORTING PETROCHEMICALS

The petrochemical industry in South Africa is estimated to make around R365 billion a year in sales. It is a large, profitable industry that is vital to the country. Just as important – and possibly just as profitable – is the transport of petrochemicals, which requires important preparation in order to secure the safety of the driver and the environment.

Good preparation is the only defence a company has in avoiding expensive spills. As with any grand task, it all starts with the necessary planning and regulations.

GUIDING REGULATIONS

Regulations for transporting dangerous goods and petrochemicals apply to the vehicle, handling of the material and the driver.

All drivers transporting dangerous goods need to be 25 years old, with a category-D professional driving permit (PrDP). They are also required to be certified annually as a "qualified person" by a training provider that is accredited by the Department of Transport (DoT). This ensures that

only the most qualified and experienced drivers handle dangerous goods on South African roads.

Transport companies also need to fully understand and comply with the Dangerous Goods Regulations and a variety of relevant South African National Standards (SANS) as determined by the South African Bureau of Standards (SABS).

The standards are reviewed every two years, which could lead to changes as technology develops and incidents occur. A standard could also be removed if it is no longer applicable. Eddie Crane, MD of Dangerous Goods Regulations (DGR) Compliance Solutions, explains that non-compliance with regulations is often due to negligence.

"Sometimes these mistakes occur because people are not aware of the legislation. However, in many instances it is just due to negligence. Companies might have been transporting dangerous goods in a specific way for many years and decide not to change when new legislation is introduced," he says. This would, however, be a mistake as many insurance companies will not reimburse a non-compliant transport operator if an incident occurs.



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VEHICLE FITNESS

Aside from regulations stating how the goods need to be transported, handled and packaged, the vehicle itself also requires quite a few additional features. These include placards indicating the transport of hazardous material and a Dangerous Goods Transport Permit, which is issued by a local emergency responder.

Simply having the necessary placards and documentation on board the vehicle is not enough, however. Crane states: "Placards must be displayed with a ten-millimetre black border to ensure all the relevant information is visible. Many transport operators will put the placard in a small frame, which wouldn't show the black border. A company can be fined if the border does not show."



Regulations for transporting dangerous goods and petrochemicals apply to the vehicle, handling of the material and the driver.

"Another mistake made by operators is incorrect labelling of the container holding the dangerous goods. The transport of blood is a key example. If, for instance, the blood is HIV positive, it could have a knock-on effect on anyone else who comes into contact with it," Crane says.

Similarly, a company can be fined if the documentation on board is not up to standard. Crane uses the emergency card as an example. The card should have a red border and be on an A4 page. When companies receive the card from a third party, they often photocopy the pages to black and white. According to Crane, these documents are no longer legal.

A vehicle should also have all the necessary safety equipment on board at all times. This includes a fire

extinguisher and spill kit to ensure the driver can adequately respond to any possible fire hazard or spill. It is important to include a spill kit that is specifically designed to absorb the particular chemical being transported.

There are various spill kits available for different materials ranging from oils and fuels, bodily fluids and biological waste, to mercury and glass shards (for more information on spill kits see **FOCUS** Issue 7 of 2017).

EQUIPPING THE DRIVER

Drivers should be familiar with the route and should frequently check the condition of the vehicle. Transport operators should also equip drivers with the correct personal protective equipment such as safety boots,

face shields, overalls, hard hats and reflective clothing when travelling at night.

In addition to category-D PrDP training, a driver should also receive further training from the DoT. Drivers should be able to use all the onboard safety equipment efficiently. It is advisable for drivers to have training in firefighting, spill response, first aid and the handling of the specific dangerous goods being transported.

"One of the most common mistakes that occur in the transport of dangerous goods is the lack of driver training. Drivers of vehicles carrying dangerous goods are not receiving specific training in the cargo that they are transporting; they are receiving only general training," Crane says.

Other employees involved in the transport of the dangerous goods, such as the supervisor, should also receive training. This is, however, a common oversight.

Crane advises: "Operators transporting dangerous goods should attend a management seminar or training course. Companies such as DGR Compliance Solutions offer all the different levels of training suitable for managers through to drivers."

With a properly trained driver and a vehicle fitted with equipment that complies with the regulations, together with relevant insurance and an awareness of the latest changes to regulations and standards, transport operators should be ready to drive through 2018 with confidence. **F**

SCAN HERE FOR A MORE COMPREHENSIVE LOOK AT THE ADDITIONAL PLACARDING AND DOCUMENTATION NECESSARY FOR TRANSPORTING DANGEROUS GOODS



Enabling a Sustainable Future – Delivering on Africa’s Renewable Energy Agenda

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African economies have in recent years experienced a surge in business activity, thanks in part to the emergence of an increasingly prosperous middle class. This consumer boom has not only strained retail supply chains but has placed overwhelming demands on national utilities. The World Bank states that more than 25 African countries face an energy crisis, yet the continent abounds with untapped renewable energy resources. Throughout the continent, electricity supply is constrained, and often erratic with damaging ramifications to local economies and crucial infrastructure such as hospitals, telecommunication networks and water supplies to name a few. These challenges within the energy sector are exacerbated by the absence of contemporary energy services and more often than not, poor infrastructure. The need, therefore, to seek out alternative energy solutions is now an imperative for the continent

Although mainly still dependant on traditional sources of fossil fuel, Africa is rich with potential for wind, solar, geothermal and hydropower energy. Forecasts predict that by 2040 renewable energy may well provide more than 40% of all power generating capacity on the continent if decisive, innovative action is taken in the coming years. As it stands, South Africa derives roughly 4% of its energy supply from renewable sources, leaving a

widespread opportunity to, for example, harness the extensive wind potential in the Western Cape or promising solar potential in the Northern Cape. Furthermore, South Africa is a solar-rich nation, known to have amongst the highest levels of solar resource worldwide.

According to Blake Ferguson, COO Barloworld Transport at supply chain specialist Barloworld Logistics, supply chains play an integral part in the growth and development of this sector. Renewable energy processing plants utilising the power of the wind or sun are generally located far from consumer demand and require massive, precision-engineered components to operate successfully. This geographic dispersion needs supply chain expertise coupled with a thorough understanding of health and safety requirements to deliver the equipment required to utilise such resources effectively.

“Whether the project is building a dam or erecting a wind farm, nearly all materials required need some form of road transportation. The commonly massive machinery requires adept handling and skilled trucking to manage the load size, distance and often rural nature of the roads traversed between a port and final destination. When building new infrastructure for a sustainable solution to the looming energy crisis it is important that the supply chain is not only effective and

capable, but mindful of the unique challenges within such an industry,” explains Ferguson.

“Transporting renewable energy components such as wind turbine towers, or blades that reach hundreds of meters in length, is a highly complex process. For example, when fully constructed such blades are unable to fold or bend, restricting the route a truck can take as well as the radius of turns it can make, confining travel options to elongated routes to avoid passing under highway overpasses and bridges. Certain elements, such as photovoltaic panels, can be compromised in transit if not properly packaged and transported,” he continues.

The scope, demands, and indeed opportunities, offered by renewable energy resources throughout the continent are both daunting, and alive with endless possibility. As more and more industries and nations turn to such resources as vital for their futures, the need for correspondingly sustainable and capable supply chain solutions will become more and more critical. The way in which the supply chain opens geographies, enables operations and responds to ever-changing demands may well make or break the commercial viability of an industry only just beginning to test the reaches of its application and capability.



CAN IT CARRY THE LOAD?

THE MAINTENANCE OF A VEHICLE WILL DIFFER DEPENDING ON ITS APPLICATION, AGE AND CONDITION. HOWEVER, THERE ARE SOME BASICS THAT APPLY TO ALL VEHICLES. FOCUS TALKS TO SOME INDUSTRY EXPERTS ABOUT A FEW WAYS TO REDUCE DOWN TIME

N

othing can dampen the spirit of a new year quite like a vehicle breakdown just when business is picking up. As the transport industry gets back into high gear, it is the optimal time to ensure that the vehicles in a fleet are up to the task. It all starts with knowing when to service them.

MAINTENANCE

A good starting point is to consider the manufacturer's recommendation, as Pieter Potgieter, regional marketing manager of ZF Services South Africa, explains: "It is always advised to refer to the vehicle manufacturer's service schedule."

However, there are numerous technologies available on the market that can increase efficiency, extend service intervals and reduce total cost of ownership, as Johnnie

Marais, GM of operations at Eqstra Flexi Fleet, points out.

"Any vehicle is subject to wear and tear throughout its lifecycle. The cost savings from implementing technologies therefore assist with the minimisation of wear and tear," he says.

He emphasises that, with the correct technology in place, manufacturers are able to extend service intervals and many are even doubling service intervals.

WARNING SIGNS

While most professional transport companies have rigid maintenance plans for their vehicles, it is inevitable that there will be a need for unplanned maintenance. Very often there are warning signs to indicate a potential unplanned service. Potgieter notes that oil leaks are one of the most common indicators of faults. Transport operators should also look for vibrations and overheating.



"Blocked breathers can over pressurise the unit and blow seals. Vibrations cause brinelling within the transmission and micro movement between surfaces. Overheating could cause bearing failures, metal distortion, seal failures and breakdown or carbonisation of the oil. An over-filled unit causes seal failure, due to the over pressurising of the unit and possible overheating," he says.

Marais explains that some areas of the vehicle will need more attention than others. "Safety-critical items, such as towing equipment, require regular inspections and more frequent attention than the drivetrain, for example. The frequency and importance of this are operation dependant. Vehicle intelligence and machine learning is starting to become a norm whereby the robotics of the vehicle notifies the driver of any irregularities and when maintenance is required," he states.

THE TRUCK DRIVER

Transport operators know that a driver has the biggest impact on the total cost of ownership. A driver influences the fuel consumption of the vehicle, the progress made on the road and is the first responder when a vehicle breaks down. Marais believes the best approach is to equip the driver accordingly and offer support when a breakdown occurs.

"It is vital to simplify the driving experience and notify the driver when finding an irregularity; as the actions taken as well as the response time will have a direct impact on the extent of the maintenance needed. It is, therefore, important to have rigid processes to equip the driver in the event of a breakdown," he says.

However, Potgieter argues that the best approach is to prevent breakdowns. He notes: "Preventative repairs are not as costly as repairing a failed unit. When a vehicle shows possible warning signs such as strange vibrations, it is advisable to seek professional advice and understand the gravity of the problem and the potential risk involved."

REDUCING COST

While regular maintenance should reduce the total cost of ownership for companies, the experts suggest a few other ways of reducing costs.

Marais notes that inspections play an important role. "The accuracy and consistency of pre-trip and post-trip inspections are of vital importance. It is the biggest cost-saving tool in preventative and unplanned maintenance, as defects are determined before the vehicle is dispatched," he explains.

Potgieter emphasis the importance of following the manufacturer's recommendations: "By understanding and following the service interval recommendation of the vehicle manufacturer and making use of approved items only, such as the correct oil, a company can reduce its total cost of ownership."

MOBILE MAINTENANCE

Marais points out that the cost of maintenance is directly affected by how quickly a vehicle can be repaired or serviced. He gives an example: "A malfunctioning indicator can make a load worth R1 million stay in the yard for the day, or simply delay the deliveries. The quicker the lamp is repaired, the sooner the truck will be able to attend to all scheduled deliveries and generate revenue for the company."

He adds that roadside assistance serves to get the vehicle back on the road as quickly as possible. There are numerous companies that offer roadside assistance or even on-site maintenance of vehicles. Eqstra Flexi Fleet offers 24-hour roadside assistance, on-site maintenance and service scheduling. ZF Services has a very similar offering.

Potgieter says: "ZF Services can assist with the maintenance of the unit fitted to your vehicle. We have highly trained field technicians who can service the transmission on site, support with diagnosing of problems, or do health inspections to assist with preventative maintenance. Our field team is geared to undertake mechanical and electrical repairs around the unit. Internal repairs will require a visit to a repair shop."

Whether a truck is running small intercity deliveries, or hauling containers across the country, operators need to make sure it is in top shape with proper maintenance, inspections and trained, prepared drivers. **F**

CUSTOMER CASE STUDY



Crusader Logistics improves safety and efficiency with MiX Vision in-cab video solution

In it for the long haul

Crusader Logistics (then Crusader Carriers) started out as a brokerage back in 2000. As promising opportunities arose in the distribution industry, they decided to venture into the world of long-haulage transport. Today Crusader Logistics is a country-wide network that provides cross-border services to Botswana, Zambia, Zimbabwe and Mozambique using their line-haul fleet. They also offer AAA-grade warehousing and fleet leasing solutions. The company's overarching goal is to provide logistic services that are flexible, reliable and cost-effective for all facets of the supply chain.

Due to the company moving valuable cargo all over the country and across borders, it was absolutely vital to have eyes on their fleet 24 hours a day using a dedicated fleet management system. Alongside this, Crusader Logistics required a means with which to monitor driver behaviour and have access to incident-related footage. Overall, they aimed to improve their efficiency while providing customers with peace of mind regarding the safety of their cargo.

Going the distance

To help achieve their goals, Crusader Logistics decided to adopt MiX Vision, an in-cab video system that comprises of forward-looking and cab-facing in-vehicle cameras. There is also the optional extra of external back and side cameras that capture, for example, activities around the fuel tank and crash impacts.

The MiX Vision system has been proven in the past to improve the safety and security of both drivers and businesses. The video footage it provides is also a great reference to use when coaching drivers on appropriate driving etiquette. These factors all inspired Crusader Logistics' decision to implement this tool.

The company had already been using MiX Fleet Manager Premium, a sophisticated solution that collects and transmits on-the-go fleet data, and had great success with it. MiX Vision would enhance existing functionality by enabling the playing of videos alongside trip and event information. Due to the MiX Vision system seamlessly integrating with Fleet Manager Premium, implementation would be easy and therefore not time-consuming.

FAST FACTS

CUSTOMER	Crusader Logistics
REGION	South Africa
INDUSTRY	Transport and distribution
BUSINESS	Long-haulage transport
TOTAL FLEET SIZE	33
CONNECTED VEHICLES	33
VEHICLE TYPES	Trucks (including Scania, IVECO and Isuzu)
CUSTOMER SINCE	2003
SUBSCRIPTION	MiX Fleet Manager Premium with MiX Vision
AIMS	Record and manage driver behaviour, access accident/incident footage
RESULTS	Improved driver behaviour, decreased fuel consumption
CUSTOMER'S WEBSITE	www.crusaderlogistics.co.za

The MiX Vision system, as installed for Crusader Logistics, automatically uploads two videos whenever an event (such as harsh braking or excessive speeding) is detected. The customer liked having the option of choosing the types of events that would trigger a recording as they could monitor which actions were preventing them from achieving their safety and efficiency goals, and proactively address issues.

"We have received great service and response since the very beginning. We are happy to be associated with MiX Telematics."

Stuart Roos, Managing Director, Crusader Logistics

Gaining ground

A mere six months after installing the MiX Vision units in two of their vehicles, and within a year of expanding the system to their entire fleet, Crusader Logistics observed positive results.

Their drivers displayed improved behaviour due to monitoring and doing regular review of their activities. This has led to a decrease in overall fuel consumption. A 15.25% reduction in fuel usage was observed in only a year, which translates to a saving of 6.07 litres for every 100 kilometres driven.

Using less fuel ultimately results in monetary savings. Since the implementation of MiX Vision, Crusader Logistics has managed to save more than R200,000 and received a 461.47% return on investment.

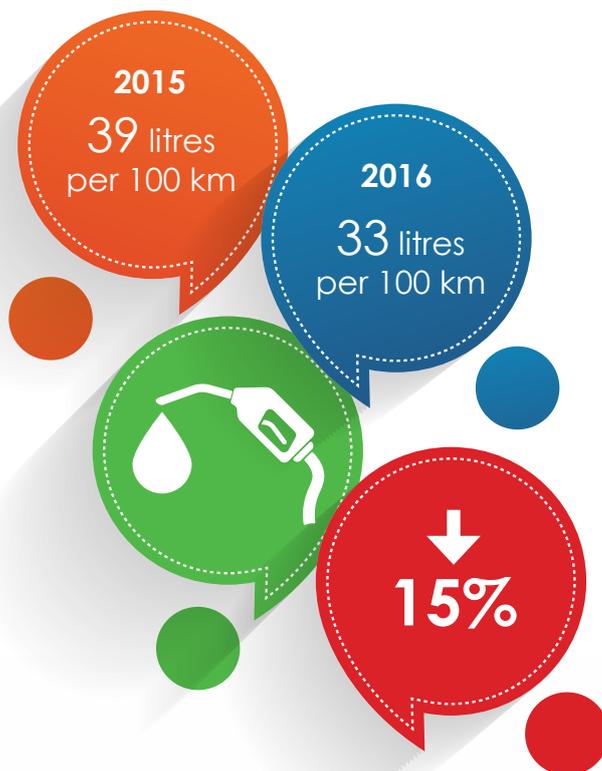
“

We have received great service and response since the very beginning. We are happy to be associated with MiX Telematics.”

Stuart Roos, Managing Director, Crusader Logistics



Fuel consumption before and after installing the MiX Vision system



About MiX Telematics

MiX Telematics is a leading global provider of fleet and mobile asset management solutions delivered as Software-as-a-Service, or SaaS, to customers in over 120 countries. The company's products and services provide enterprise fleets, small fleets and consumers with solutions for safety, efficiency and security.

REPAIR, REPLACE OR REFUND

WILLIAM GEORGE EXPLORES HOW THE CONSUMER PROTECTION ACT (CPA) PROTECTS BUYERS OF USED VEHICLES AND WHAT THEY SHOULD LOOK OUT FOR WHEN PURCHASING A "VOETSTOETS" USED VEHICLE

The Consumer Protection Act (CPA) is aimed at regulating sales agreements and protecting consumers. The CPA further promotes fair business practices, in essence ensuring consumers are satisfied with the goods they purchase.

The CPA states: "Every consumer has a right to receive goods that are reasonably suitable for the purposes for which they are generally intended; are of good quality, in good working order and free of any defects and will be useable and durable for a reasonable period of time, having regard to the use to which they would normally be put, and to all the surrounding circumstances of their supply."

WITH A SHOVE OF THE FOOT

The "voetstoots" clause has been a prickly subject in the sales agreement, because it works in favour of the seller and not the buyer. This clause is still widely used, mostly by salesmen whose aim is to not be responsible for any defect that the buyer may notice at a later stage.

A vehicle sold "voetstoots" would imply that the buyer

accepts the condition of the vehicle as is. Under these circumstances the buyer cannot claim repair costs, or request the seller to repair the vehicle at a later stage.

ENSURING FAIR BUSINESS PRACTICE

Happily, since the inception of the CPA, things have been different. The CPA works in conjunction with the Constitution of South Africa to strengthen the law and to promote and protect the economic interests of consumers.

Shamon Gounden, legal advisor at SEESA, explains that the seller can no longer hide behind the term "voetstoots".

"The CPA provides that every sale falling within its scope will have an 'implied warranty of quality'. As a result, the goods will be sold with the expectation that they are of good quality, in good working order and free of any defect," he says.

The introduction of Chapter 2: Fundamental Consumer Rights of CPA, in 2008, made it feasible for buyers to return any faulty vehicles to the seller within six months of the sale.

It is important to note that the CPA does not specifically



mention or instruct how sales of used vehicles should be carried out, but covers the protection and rights of consumers in a general scope.

However, Section 55(6) allows sellers to get away without any liabilities over sold vehicles, but only in cases where the buyer has been expressly informed that particular goods were offered in a specific condition, or the buyer has expressly agreed to accept the goods in that condition, or knowingly acted in a manner consistent with accepting the goods in that condition.

Buyers of vehicles with defects have responsibilities to prove their case, and would have to provide evidence that the vehicle is defective. The defect should be the reason for the vehicle not being able to operate for its intended purpose.

However, since the buyer would have already been using the vehicle, they will be charged for this usage, and for any other charges which may arise if damage was inflicted on the used vehicle since the date of purchase.

Since the CPA aims to ensure fairness in agreements, the seller can choose whether to repair or replace the vehicle, or refund the buyer.

Ronald Melville, national used sales manager at Scania South Africa, says while it is rare in the truck industry, it

happens from time to time that a buyer returns a vehicle.

Melville explains: "We normally swop the truck out with another one. We carry our own warranty so normally the customer's truck gets repaired as quickly as possible.

"We sell according to our customers' requirements. We have upgraded our trade-in process and vehicles that are traded in must meet our return conditions. Vehicles that we do not believe to be good enough are sold off to the trade, thus reducing risk to Scania's name and reputation."

In order to ensure that customers are satisfied with their purchase of used vehicles, Melville advises them to undertake research on the type of vehicle they need to ensure that they purchase the right vehicle for their specific application.

He says: "In order to get a better idea of the basic condition of the vehicle, the purchaser should take it for a decent test drive to get it to a proper operating temperature and then, after the test drive, inspect for oil, fuel and water leaks."

Melville concludes: "Buyers should also find out what kind of operation the vehicle came from and if there is a proper, up-to-date service history." **F**

A CLOSER FOCUS ON TRAILERS

THE NEW AND USED VEHICLE MARKET EXPERIENCED VARIOUS FLUCTUATIONS IN SALES FIGURES IN 2017. NKOSINI NGWENYA INVESTIGATES HOW THESE MAY HAVE IMPACTED THE TRAILER AND BODIES MARKET AND WHAT TO EXPECT IN 2018

The trailer and bodies market in South Africa is closely related to the vehicle sales market, as an increase in the vehicle market has a positive ripple effect on the trailer and bodies market. As such, the fluctuations in the vehicle market in 2017 had a major impact in the trailer and bodies market.

This sentiment is affirmed by Clinton Holcroft, MD at Serco Industries, who points out that 2017 was a challenging year overall for most trucking and trailer companies. "In 2017, Serco saw a reduction of ten percent in volume due to capex trimming," he says.

Nevertheless, 2017 saw a new Protec-steel refrigerated vehicle body, the Serco Frostliner Protec Steel, introduced to the market.

The panels of this proudly South African product are manufactured using coated steel facings, which resulted in noticeable improvements in thermal performance and panel strength when tested by the newly established South African Bureau of Standards (SABS) thermal test chamber for refrigerated vehicle bodies. Serco has completed 50 Frostliners to date.

Warren Marques, MD at Paramount Trailers, notes: "The fluctuations in the trucking industry in 2017 resulted in a similar scenario playing out with trailers, particularly new trailers.

"There was no real growth experienced in the new trailer market, save for forced replacements, but the second-hand market was very buoyant. Most companies chose to refurbish their current fleet and then bought second-hand



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when forced to. New contracts were generally serviced by new trailers."

He explains: "With buyers opting for used trailers, it is worth noting that in 2017 tautliners and side tippers were in huge demand, as they are considered more secure and safer than flat decks."

This is of huge importance in the African trucking market considering the safety and security-related concerns plaguing the continent. On the other hand, the flat-deck trailer market was rather quiet by comparison.

Deciding which type of a trailer to buy depends heavily on what

the type of load it will be carrying. According to Delano Boshoff, public relations and marketing at Henred Fruehauf/SA Truck Bodies, customer needs differ and this affects the price and type of trailer that is purchased.

Tautliners are more effective for transporting a wide variety of goods ranging from timber, machinery, pipes, steel and iron to fruits, and vegetables. The enclosed environment provided by curtain sides protects goods from wind, sun and rain damage, making tautliners a viable option for transporting perishables and non-perishables.

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TRAILERS

allows for easy loading and off-loading of goods on either side of the tautliner. On the other hand, the tipper trailers (side and rear) are more effective in the recycling, agricultural and construction industries.

The pricing of trailers is an important factor to be kept in mind going into 2018. There is a huge variance in the pricing of both new and used trailers, depending on a number of factors such as size, age and kilometres.

"Using a weighted average in terms of volumes and pricing, I would estimate around R380 000 being an average price to pay for a used trailer. The cheapest used trailer will cost around R250 000, and the most expensive new trailer would be R1 200 000 or more," avers Marques.

The costs associated with maintaining and keeping a trailer on the road must also be taken into account. Maintenance costs for trailers are heavily affected by the age and kilometres travelled.



With buyers opting for used trailers, it is worth noting that in 2017 tautliners and side tippers were in huge demand, as they are considered more secure and safer than flat decks.

On average, transporters can expect to pay around R40 000 per year to service a trailer. The greater part of this is spent on tyres. However, Marques warns that these prices are likely to increase in 2018 and, as such, buyers should exercise caution.

Boshoff notes: "Prices and maintenance costs vary between the application and the type of trailer."

When it comes to the maintenance of refrigerated bodies, Holcroft warns: "When customers postpone the replacement of boxes, water ingress causes reduced thermal efficiency. Refrigerated bodies should be inspected daily to avoid major damage and to save on maintenance costs."

Marques says buyers of new and used trailers should be informed and discerning when making a purchase. "Buy wisely. Don't always go for the cheapest option without first assessing the full condition and history of the trailer. Otherwise you will get what you pay for," he concludes.

Holcroft agrees with this advice and cautions customers to choose carefully. "Do not neglect maintenance of a trailer or refrigerated body. Regular maintenance equals longevity," he concludes. **F**

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we think transport



FILTER DOWN TO EFFECTIVE FILTRATION

FILTERS ARE OFTEN REPLACED WITH CHEAPER ALTERNATIVES. HOWEVER, WHEN IT COMES TO YOUR VEHICLE'S FILTERS – CHEAPER DEFINITELY DOESN'T EQUAL CHEERFUL

Just how many filtration systems does the average vehicle have? Well, besides the usual air, fuel and oil filters required to keep the engine in peak operating condition, there may also be numerous others depending on the complexity and operating conditions of the vehicle.

It may have filters for the crankcase ventilation system, the transmission system, the hydraulic systems, lubrication systems, coolant systems, and the cabin ... each of which will have its own maintenance and/or replacement schedule.

Of course, depending on the filtration system in question, the casings and actual filtration mediums of each will be made up of specified materials that adhere to the vehicle original equipment manufacturer (OEM) standards. This is where the difference between a high-quality and cheap replacement filter comes in – while they might appear the same, their effectiveness can be vastly different.

Taking the modern air filter as an example, this may feature a porous, pleated paper element; an oil-wetted polyurethane foam element; an oiled cotton gauze element; or stainless-steel mesh as its filtration medium. Each of these would be mandated by the OEM for a particular application (paper filters are the most common in this instance) and today each may offer similar effectiveness.

An OEM replacement air filter would comply with High Efficiency Particulate Air (HEPA) standards. These filters have a minimum-value performance rating of 99.95 to 99.995 percent and will filter out particulates greater than 0.3 microns approaching 100 percent retention.

Ensuring filters of such quality are used in vehicles that

operate in dusty environments, or areas of poor air quality, is vital for the long-term performance and well-being of an engine.

Likewise, certain OEMs may incorporate proprietary technology into their replacement filters. For example, with its Fleetguard range of filters, Cummins Filtration has developed NanoNet and NanoForce technology for its fuel and air filtration products respectively.

According to the company, this technology increases filtration efficiency and extends the life of the filter; ultimately benefiting the end user with better performance and fewer filter replacements.

Similarly, filters for hydraulic, fuel and lubrication systems need to offer a certain level of filtration efficiency and flow – it is very important that clogging does not occur and that the filter can withstand the particular system's operating pressure.

Manufacturers of high-quality replacement filters will employ a range of technologies and testing procedures to ensure OEM standards of reliability.

The fueling systems in modern engines operate within very tight tolerances. In the case of a diesel-engine fuel filter, it is critically important that it cleans contaminants from the fuel, while efficiently separating water from the fuel so as to avoid damage to the engine.

With the sheer number and complexity of filtration systems in a modern engine, it is easy to be tempted to delay replacement of a vehicle's filters, or to replace them with cheaper, sub-standard parts. However, it is important to remember that, despite appearing similar, taking such a chance may not be worth it in the long run. **F**

PEOPLE AND PLACES BEHIND UD TRUCKS



UD TRUCKS SOUTHERN AFRICA HAS INVESTED R30 MILLION IN UPGRADES TO ITS ASSEMBLY PLANT IN ROSSLYN. FOCUS HAD THE OPPORTUNITY TO GET AN INSIDE LOOK

The UD Trucks Southern Africa assembly plant is bustling as employees on three assembly lines aim to complete a vehicle every 40 minutes. According to Johan Swart, manufacturing engineer at UD Trucks, the plant produces around 14 vehicles a day and 260 vehicles a month. He believes the three assembly lines are key.

"The assembly process is very efficient, due to three small assembly lines working together," Swart says. On the first line, the chassis is assembled while in an upside-down position to ensure workers are comfortable. It is then given its VIN.

Simultaneously, on the second line, the partially assembled engine receives its clutch, pressure plate, compressor and belts. Ideally, both these processes are completed and inspected at the same time, so that the engine can be fitted to the chassis on the third assembly line.

On the third line the chassis is flipped over so that the engine can be fitted. The mirrors and the steering wheel are placed on the cab before it is mounted on the chassis along with other outstanding parts, including the wheels.

Once the entire vehicle has been assembled, the various liquids, such as power-steering fluid and fuel, are added through a computerised process.

R30 million has been invested to improve the aesthetics, tooling and equipment at the plant. The floors have been covered with non-slip mats, the walls have been repainted and new jigs and fixtures installed.

A metrology room has also been added. It monitors which employee is using what equipment, and the tools are calibrated here. New electric nut runners have also been introduced to reduce manual labour and lower noise levels.

One of the biggest upgrades to the plant is the three-metre pit with a lift that will lower the vehicle off its dolly and onto the ground. This will replace the current, dangerous process of moving the vehicle on the dolly while the engine

is running. As the dolly slowly falls away, the vehicle is then driven forward.

With all the new equipment, there is also a need for new skills. Therefore, UD Trucks Southern Africa sent a dozen of its employees to Japan for training.

"We have also brought in some of the operators from Japan to teach our local staff," says Aubrey Rambau, manufacturing director at the UD Trucks Assembly Plant.

UD Trucks Southern Africa has also trained 30 unemployed people living in the Rosslyn area to work with the equipment. The goal is to incorporate these people into the plant as production increases.



The plant has a training academy for its dealers and sales team, as well as an annual practical training programme for mechanics. Diesel mechanics are highly sought after in the transport industry and in 2017, 92 diesel mechanic apprentices were trained at the plant.

According to Rambau, the upgrades are only phase one of the improvement activities that UD Trucks South Africa has planned.

Swart echoes Rambau's statement. He explains: "We aim to make the plant completely electric by 2022." Until then, UD Trucks employees can bolt engines to chassis, and chassis to cabs in the well-lit, bustling assembly plant in Rosslyn. **F**



PPC SLURRY INCREASES ITS SCANIA MINING FLEET

SCANIA SOUTH AFRICA RECENTLY HOSTED A HANDOVER CEREMONY AT THE PPC SLURRY SITE IN MAFIKENG, NORTH WEST PROVINCE

This partnership between Scania and PPC Slurry is a clear indicator of the total migration from the use of conventional yellow-metal haulers. PPC Slurry now has a total of seven Scania G410CB8x4EHZ heavy mining tipplers in its fleet, operating at the site in Mafikeng.

Andre Niemand, technical advisor for mining at PPC Slurry, notes that Scania's willingness to tailor-make the trucks to the unique specifications of the site, and the lower total operating cost, were the main reasons behind the decision to team up with Scania.

With regard to the total operating cost, Niemand explained that a cost saving of approximately 20 percent

for maintenance is currently being achieved. This is in comparison with the conventional range of rigid haulers that were run by the company.

The truck has a lighter body, which translates into increased payload and lower fuel consumption. Fuel savings of up to 50 percent (when compared to the previous range of conventional yellow-metal haulers) are being realised.

Scania South Africa and PPC Slurry entered into a consultation process on improvements to the new range of tipplers that were recently delivered. Notable improvements have been made to the bin, which was previously a major concern on the early Scania units that the company had acquired.



“

Fuel savings of up to 50 percent (when compared to the previous range of conventional yellow-metal haulers) are being realised.



ABOVE: Dual hydraulic cylinders have cut a minute from tipping time and improved stability.

LEFT: PPC Slurry now has seven Scania 8x4 heavy mining tippers in its fleet, which have replaced yellow-metal units.



The bin has since been designed in line with the company's expectations. A double hydraulic cylinder was one of the key motivators of the sale, as it addressed both safety and dumping speed concerns.

Niemand says: "The dual hydraulic cylinders have since improved the speed of tipping and the stability of the bin. Early trials have indicated an improvement of about a minute in tipping time compared with the previous bins."

The material used to make the bins is also suitable for real heavy-duty mining. The lifetime of the product has also improved through addressing all the stress points in the body. In order to reduce carry back, the inside corners of the bin have been engineered to provide a "bath tub" effect to allow for smooth flow of material.

Anders Friberg, general manager - vehicle sales and export at Scania South Africa - concludes: "PPC's expansion of its Scania mining tipper fleet creates a good footprint for Scania in its quest to grow this solution in the local market. With collaborative thinking and involvement from both Scania and its customers, the company is sure to take the mining sector by storm." **F**



STAR OF THE MINITRUCK SHOW?



GAVIN MYERS SPENT A WEEK WITH THE CHANGAN STAR 3 DOUBLE CAB LUX AND FOUND THAT IT IS A MINI TRUCK WITH SOME WEIGHT

If you're currently in the market for a mini truck you have two basic choices: the 1.4-litre turbodiesel Tata Super Ace and the 1.3-litre petrol Changan Star.

The impressive one-tonne Tata has long been a **FOCUS** favourite (its previous rival, the Suzuki Super Carry, has since been discontinued in South Africa). But can the Star 3 unseat the Tata?

On paper, it certainly looks most promising. The double-cab model featured the Lux spec level; a cosmetically pleasing body-coloured front bumper, front fog lights, air-conditioning, remote central locking, electric front windows and a two-speaker radio with auxiliary input.

payload, with a gross vehicle mass of 2 400 kg and a gross combination mass of 3 400 kg. Kerb weight is 1 160 kg.

What the Double Cab gains in passenger room it loses in load bay length, which measures in at 2 060 mm – 690 mm short of the single-cab model. The width of the load bay – which comes rubberised – measures 1 520 mm, the depth 370 mm.

Aiding loadability is the standard three-way drop side. Each individual side is easy to drop independent of the others and all fold down flat so as to avoid damage to the hinges.

The 1.3-litre petrol engine that powers the Star 3 range produces 72 kW and 119 Nm torque. As with most of the small-capacity engines fitted to vehicles in this class, the Changan's engine gives the impression that it is perhaps a bit too weak for day-by-day full loads.

The short-ratio gearing helps to maintain progress, but a lower gear and flat foot are the standard for climbing hills when laden. Unladen the Star 3 scampers along nicely. The ride is none the worse for it, as Changan has engineered in perfectly acceptable levels of ride comfort.

There is minimal noise intrusion, though our particular test model did suffer vibration at higher speeds... This problem wasn't apparent on any of the launch vehicles, nor a second vehicle supplied to **FOCUS** following this initial test. Changan was not able to confirm the source of the problem prior to publication.

Currently priced at R154 990, the Star 3 Double Cab has no direct rivals by virtue of having a double cab... Nonetheless, it represents great value for money; it seems to be well built and is decent to drive.

Our only concern remains the high-speed vibration, which was hopefully a malady of this particular unit. Offering some peace of mind, though, is the standard three-year/100 000 km warranty and 24-hour roadside assistance. **F**



The Star 3 is certainly the most nicely appointed vehicle in its class. The cabin is neat while most materials are of a good quality. Space is good, too, both up front and, importantly, in the rear. The only complaint that rear-seat passengers might have is the lack of foot room, due to the intrusion of the cab-over-engine compartment.

Handily, there is enough storage space below the rear bench for items such as bags or tools.

Of more importance is its load capability, and in this regard the Star 3 Double Cab offers the aforementioned full tonne

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UD TRUCKS

Going the Extra Mile

A

Almost 100 years to the day that Henry Ford & Sons introduced its first one-tonne commercial vehicle, Ford Europe revealed the latest evolution of its most popular van – the Transit Custom.

Over the century, the design theme has remained the same with a wheel at each corner and a similar load capacity within a body frame. However, everything else about the Model TT, in comparison to the Transit Custom, has changed completely. There is no further need for the starting handle, and air-filled tyres are no longer optional!

Today, the Transit Custom is Ford's fourth-best-selling vehicle in its complete line-up. When first introduced in this model design in 2013, 36 200 units were sold that year. In 2016, that figure topped 118 000 units across Europe.

The success of the one-tonne Transit Custom, along with the other members of the Transit family, has helped to elevate Ford to the number one spot overall across the European Union's 20 member states, with 13,2-percent market share in 2016 (from 328 600 units).

Back in 2012, its 8,5-percent share had the Blue Oval brand in seventh place – a remarkable performance and

significant gain considering the vibrant competition between manufacturers in this sector.

According to figures from January to July 2017, Ford remains number one with 13,3 percent market share. This puts it ahead of Mercedes-Benz (12 percent) and Volkswagen Commercial Vehicles (11,7 percent).

Interestingly, if the recently aligned Peugeot, Citroën and Opel/Vauxhall brands combine their market shares, the PSA Group commands a 20,3-percent share. The sales performance of the Transit Courier (up 19 percent year to date) can be proportioned to the discontinuation of the Fiesta van. Due to the new model changeover, meeting this demand will require an increase in manufacturing capacity.

At its factory in Kocaeli, in Turkey, Ford plans a two-phase production increase from 290 000 units per year to 315 000, and then to reach full capacity of 330 000 by September 2018.

Ford's future vision is already underway with a number of electrification and mobility-solution projects due for engagement soon. The Transit Custom PHEV Plug-in Hybrid programme commences in December, while StreetScooter (a joint project with Deutsche Post DHL based on an electric version of the two-tonne Transit) will see 2 500 units



FORD FORGES AHEAD

JARLATH SWEENEY, FROM FLEET TRANSPORT, ATTENDS THE EUROPEAN LAUNCH OF THE NEW FORD TRANSIT CUSTOM PANEL VAN – AND COMES AWAY IMPRESSED WITH HOW THE BRAND IS FORGING AHEAD

delivered by the end of 2018. Further developments in telematics are also being worked on.

Hans Schlep, Ford Europe's Commercial Vehicle overview director, commented to members of the International Van of the Year jury, at a special gathering in Frankfurt last year, on the new Transit Custom range, which includes the Tourneo passenger carrier.

"Transit Custom has been a runaway success since it was introduced, and this new version raises the game once more. We have listened carefully to our customers, and delivered a one-tonne van that is more stylish, more productive and packed with smart features," he said.

Schlep is also confident that even more attention will focus on the Transit Custom once the plug-in hybrid-electric vehicle (PHEV), which entered a series of test trials in London late last year, begins its scheduled production in 2019.



From Ford Europe's design team, Jörg Stephan explained the many modifications made for the new version. "Sporting a bold new front-end design with three-bar grille, the new Transit Custom also features a completely new cabin that offers best-in-class stowage, improved comfort and ergonomics as well as easy connectivity.

"Its new front-end appearance shares the same design DNA as Ford's latest passenger cars, with a high-mounted trapezoidal grille and dynamic, slim headlamps.

"The cabin interior is completely new, with an instrument panel based on Ford's new interior design philosophy – pioneered by the all-new Fiesta – which offers an attractive, user-centre layout that is influenced by consumer interactions with smart devices and tablets."

With the dash console now more horizontal, the width of the cabin is emphasised, allowing for more storage areas and larger air vents. Up to 25 litres of additional space is provided in the instrument panel alone, including three open bins on its upper area, with the glove box now being the only closed compartment available. It is big enough, however, to hide

away a laptop or A4-sized folder.

Drinks and cup holders are placed around the driver and passenger area and the new design of the door panel incorporates a far more user-friendly grab handle and arm rest. As with the new Fiesta, the eight-inch colour touchscreen tablet (with Ford's SYNC3 communications portal and entertainment/information systems) protrudes from the centre dash area. As it is placed flat on the panel, it is slightly out of the driver's line of vision. A slight swivel towards the driver would make a big difference.

For Transit Customs not specified with the display, the MyFordDock module in the centre of the instrument panel facilitates the storage and charging of devices. A four-inch display is also available.

Access and information on the various driver-assistance and safety features can be obtained through the centre console (or centre dash area), which includes Intelligent Speed Limiter, Traffic Sign Recognition, Cross Traffic Alert with Blind Spot Warning plus Pre-collision Assist with Pedestrian Detection Emergency Braking system.

Developed last year, Ford's EcoBlue 2.0-litre Euro-6 diesels offer a power output choice of 77, 95 or 125 kW with either six-speed manual or SelectShift automatic transmission.

"A subtle, controlled and level ride across a wide range of load conditions can be delivered with this unique-to-segment, factory-fitted, rear air suspension," says Pete Reyes, vehicle line director, CV Global.

He also mentioned that the company is considering including the rear air-suspension system in the main van specification sheet on the Kombi passenger models to suit certain fragile or specialist-load operations.

Driven by customer feedback, the 2018 model year Transit Custom features 2 200 new parts and components. It will be available to order in Europe towards the end of the year with deliveries expected from the second quarter.

According to Ford South Africa, there is no indication yet of when the new Transit Custom range could arrive on local shores – ed. **F**

POWERING THE NEW TRANSIT CUSTOM IS THE ALL-NEW FORD ECOBLUE DIESEL ENGINE, WHICH IS CLAIMED TO OFFER UNRIVALLED FUEL EFFICIENCY, PERFORMANCE AND REFINEMENT



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.



BATTLE RAGES FOR THE FUTURE OF TRADE IN ZIMBABWE

TRADING IN SOUTHERN AFRICA OFFERS MANY CHALLENGES FOR TRANSPORT COMPANIES, ESPECIALLY IN POLITICALLY UNSTABLE COUNTRIES LIKE ZIMBABWE. SINCE THE REMOVAL OF FORMER PRESIDENT ROBERT MUGABE, SOME HOPE THAT TRANSPORTING GOODS TO AND FROM ZIMBABWE COULD BECOME LESS EXPENSIVE. FOCUS TAKES A LOOK

Despite the difficult year experienced by many South African companies operating in southern Africa during 2017, as a result of political unrest in many neighbouring countries, 2018 promises to be an exciting year, especially since the removal of President Robert Mugabe in Zimbabwe. The country is a top trading destination for many South African transport operators that visit to deliver exports or collect imported goods.

The journey to and from Zimbabwe often results in exorbitant costs and ridiculous delays (see **FOCUS** issue 12 of 2017 for more information). However, as President Emmerson Mnangagwa undertakes his 100-day plan to boost the recovery of the Zimbabwean economy, it seems that inefficient, expensive border crossings might soon be a thing of the past.

Mnangagwa identified a few issues that his administration will attempt to address within the first 100 days of his inauguration. One of the pressing issues is the rehabilitation of the Beitbridge border post in southern Zimbabwe, which borders South Africa at the Limpopo River.

The *Zimbabwe Independent* reports that US\$ 100 million (R1,2 billion) was awarded to Zimborders in December to rehabilitate the busiest port of entry in Zimbabwe within 100 days.

This border post reportedly recorded around 500 vehicles and 10 000 travellers passing through every day. Travellers

are estimated to wait between six and 18 hours to enter, while it can take commercial vehicles up to three days.

Zimborders is set to upgrade the border post with electronic cargo tracking and manifest control systems, mobile scanners, a new bridge, the rehabilitation of weighbridges and improved road networks to and from the bridge.

Zimbabwe Independent quotes Zimbabwean Finance Minister Patrick Chinamasa: "Government acknowledges the need to ease entry and exit of tourists and travellers, improve trade facilitation and revenue-collection efficiency at the Beitbridge port of entry."

According to the news publication, the border will also be computerised, which the government hopes will strengthen ties between South Africa and Zimbabwe with harmonised customs systems and procedures at the border post.

However, despite the promises of improvements that will drastically reduce costs for South African transport operators, the future of Zimbabwe remains uncertain with whispers of projects being scrapped.

In May 2017, Mugabe launched a US\$ 1 billion (R12,3 billion) project to expand the 580-km road between the Beitbridge border post and the capital of Zimbabwe, Harare. The project was awarded to Austrian contractor Geiger International.

It was set to commence three months after the announcement and be completed within three years.



As President Emmerson Mnangagwa undertakes his 100-day plan to boost the recovery of the Zimbabwean economy, it seems that inefficient, expensive border crossings might soon be a thing of the past.

However, after nine months, construction on the road has still not started.

The Standard reports that the project could potentially be cancelled if Geiger International does not start construction soon. It reports that, according to government sources, top state actors wish to push for the cancellation of the tender as it is expensive and has taken too long to get started.

While Zimbabwean Transport Minister Jorum Gumbo denies the possible cancellation of the tender, he did note that the project is also on Mnangagwa's 100-day plan.

The Standard quotes Gumbo: "No one has given anyone an ultimatum, but we have just listed the project as one of the key issues that we are dealing with as a priority in the 100-day plan."

Interestingly, Zimbabwe is looking mainly outside of the African continent for assistance in rebuilding the country. China, for example, seems to be a top investor.

Matthew Campbell quotes Chinamasa, in his article for *Bloomberg*, as saying: "We look forward, naturally, to working with China in terms of our development path. They've been able to take out of poverty something like 300 million people. That is a feat not many countries have been able to achieve, and that means we have no choice but to look to them for guidance and direction."

Zimbabwe signed a financial-assistance package with China for US\$ 223 million (R2,7 billion), which will be used for upgrading infrastructure, such as the Robert Gabriel Mugabe

International Airport (formerly known as Harare International Airport), and construction of a new parliament building.

While international investors see the opportunity for growth in the country and the new administration seems to have the right attitude toward recovering the Zimbabwean economy, Mnangagwa only has seven months to demonstrate his competency before the next Zimbabwean election in August.

However, Campbell points out that Mnangagwa's democratic credentials are questionable. He writes: "For many Zimbabweans, he's associated with one of the ugliest episodes of Mugabe's reign – a 1980s purge that led to the murder of some 20 000 civilians by the new national army. Opposition politicians have accused Mnangagwa, (who was minister of state security at the time) of being deeply involved in this purge."

These allegations were never confirmed, but it does leave a cloud of uncertainty over Zimbabwe and its future. For the time being, South African transport companies will have to fork out a little extra to continue to do business in Zimbabwe. **F**

SCAN HERE TO READ MATTHEW CAMPBELL'S
PIECE FOR BLOOMBERG ENTITLED WHAT WILL
IT TAKE TO FIX THE MESS IN ZIMBABWE?



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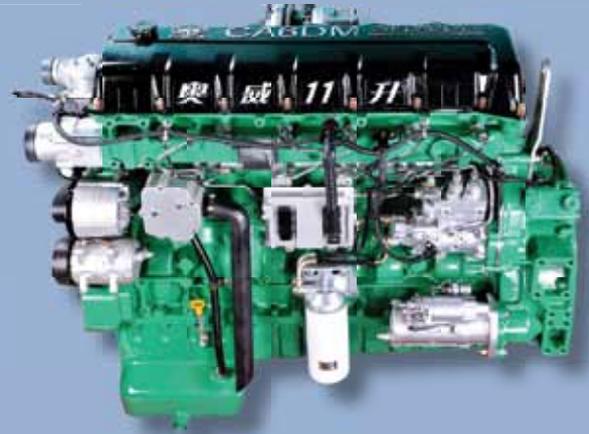
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Displacement (L)	2,27	2,54	3,86	4,75	7,13	7,7	8,6	11,05	12,52	
Rated net power / speed(kW / rpm)	17-33/ 1500-26 50	22-55/ 1500-26 50	40-74/ 1500-24 00	65-118/ 1500-23 00	92-177/ 1500-24 00	147-195/ 1500-21 00	162-235/ 1500-22 00	228-309/ 1500-200 0	300-338/ 1500-1900	
Maximum torque / speed (N-m/rpm)	145/ 1500-180 0	245/ 1500-18 00	380/ 1500-18 00	540/ 1400-17 00	860/ 1400-17 00	1100/ 1500-18 00	1400/ 1500-180 0	2100/ 1300-160 0	2300/ 1300-1500	
Available range	Trucks, Generator, Water pump, Forklift, Loader, Harvester ect.									



GENERATOR SETS



FAWDE diesel engines reliably drive a comprehensive set of power generators available for a wide range of business and industrial uses, ranging from 15KVA - 375 KVA.

FAWDE GENERATOR ENGINE										
Model	4DW	4DX	4DF	6DF	6DL1	6DL2	6DM2	6DN		
Bore x Stroke mm	4-85x100	4-90x100	4-102x118	4-110x125	6-110x125	6-112x135	6-112x145	6-123X145	6-131X155	
Displacement (L)	2,27	2,54	3,86	4,75	7,13	7,7	8,6	11,05	12,5	
Standby power / speed(kW / rpm)	19/ 1500	23-34/ 1500	36-53/ 1500	72-92/ 1500	105-154/ 1500	194/ 1500	226-251/ 1500	316-330/ 1500	365/ 1500	
Prime power / speed(kW / rpm)	19/ 1500	21-31/ 1500	33-48/ 1500	65-84/ 1500	96-140/ 1500	176/ 1500	205-227/ 1500	287-300/ 1500	332/ 1500	
Available range	Generator :15KVA-375KVA									

FAW TRUCKS

The economy and reliability of our world-renowned FAWDE diesel engines is the driving force behind the success of the comprehensive range of FAW trucks.



GLOBAL FOCUS NEWS





● GETTING SERIOUS ABOUT THE ELECTRIC COMMITMENT

Following the unveiling of its Nikola One hydrogen-electric truck in December 2016 and subsequent announcement of the Nikola Two, Nikola Motor Company's plans for large-scale production have been set in motion.

Following 12 months of considering 30 site locations, Phoenix, Arizona, emerged as the ideal location for the planned 92 903 m² facility set on 2,02 km² of land.

The company is already beginning to transfer its headquarters and research and development facility to Arizona and hopes to have this transition completed by October. Eventually, the move will bring 2 000 jobs to the city.

Clearly, then, emerging heavy-vehicle technologies – such as those shown by Nikola and recently Tesla and Cummins – are not to be taken lightly. While the Tesla Semi and Cummins Aeos were the vehicles to capture the limelight last year (see **FOCUS** issues 10 and 12 of 2017), Nikola has been quiet on our radar.

Briefly, the Nikola One and Two utilise a zero-emission, fully electric drivetrain powered by high-density lithium batteries. The energy for the batteries is supplied on-the-go by a hydrogen fuel cell.

Nikola claims that both vehicles will offer over 745 kW (1 000 hp) and more than 2 700 Nm of torque, while the range will vary between 1 280 and 1 930 km.

For those worried about the need to fuel their vehicles with hydrogen, Nikola has partnered with NeLASA to create “the largest hydrogen network in the world, which will cover over 3 200 km and include 16 stations”, while the Nikola One leasing programme will include unlimited hydrogen fuel, warranty and scheduled maintenance during a 72-month term.

Not that that would seem to worry buyers; at the time of launch Nikola claimed it had already received reservations totalling nearly \$3 billion in future orders and has now announced that 8 000 trucks are on pre order... Therefore, commencement of operations at the new zero-emission manufacturing facility by the end of 2019 cannot come soon enough.

The trucks should be on the road by 2021.

SOUTH AFRICANS SHOW THEIR WORTH AT DAKAR 2018

Dakar 2018 was the 40th edition of the gruelling annual event and – with 185 vehicles entering the race – provided all the thrills and spills for which it has become famous over the years.

Only 55 percent of the competitors, who set off from Lima, Peru, on January 6, made it to the finish line at Córdoba, Argentina, on January 20.

South African driver, Giniel de Villiers, won this final stage in his locally built Toyota Gazoo Racing SA Hilux, while, overall, he finished Dakar 2018 in third position. Second place went to Nasser Al-Attiyah in the sister Hilux, and the winner was Carlos Sainz in the Team Peugeot Total vehicle.

Of the 19 trucks that entered the race this year, it was

Eduard Nikolaev of the Kamaz-master Team who claimed his third Dakar title. It was Nikolaev's eighth Dakar entry.

"Many thanks go to the fans for the support that we felt from the very start of the race. It was not easy. At some dramatic moments we thought that it was all over for our crew, but, fortunately, the vehicle and the entire crew kept going.

"For me, personally, it is a great source of happiness to win on the 40th anniversary of the Dakar and on the 30th anniversary of Kamaz-master Team," Nikolaev was quoted as saying.

Crossing the finish line were another six South African racers – three more each racing in cars and three on bikes.



PICKUP IN A BUBBLE

Would you pay \$12 400 (that's around R150 000 at the current exchange rate) for a 1957 BMW Isetta 600 bubble car that's been converted to a pickup? Well, someone did just that on January 17 after the vehicle was put up for auction on the website bringatrailer.com.



While it would undoubtedly make a supercool toy, we're not so sure about its capabilities in a practical delivery and collection type of role... At least the original 582 cc motorcycle engine was replaced with a 1.6-litre Volkswagen air-cooled flat four.

SCAN THE QR CODE TO SEE THE FULL DETAILS AND GALLERY OF THE ISETTA 600 ON ITS AUCTION PAGE



AN ECO-FRIENDLY FLEET TO ENVY

As the growth of alternative-fuelled vehicles spreads, Iveco has celebrated the 1 000th Stralis NP to be delivered. The company supplied five units to Verbio Logistik GmbH which, with these vehicles, is launching Germany's first CO₂-neutral heavy-transport fleet.

The vehicles will run on biomethane generated from straw, taking a significant step towards CO₂-neutral transport in heavy-goods vehicles. The biomethane will be produced in Verbio's own industrial-scale plant in Schwedt, Germany, achieving a 90-percent reduction in CO₂, as well as a significant decrease in particulate matter and nitrogen-oxide emissions compared to conventional diesel trucks.

"The Iveco Stralis CNG trucks are a logical and up-to-date expansion of our vehicle fleet. This fleet of around

80 trucks already includes 12 dual-fuel trucks, which are powered by diesel and CNG/biomethane," explains Bernd Sauter, COO of procurement and logistics at Verbio.

The five Iveco Stralis NP's feature the 298 kW (400 hp) mono-fuel CNG engine. With two fuel tanks containing 920-/ of CNG or biomethane, this version has a range up to 570 km. Total cost of ownership is said to be on par with an equivalent diesel-powered truck.

"Verbio is a key customer for us in the area of alternative traction with natural gas, because its fuel comes from a renewable source. We strongly believe that biogas is the new hydrogen! Verbio's choice of the Stralis NP for its fleet clearly shows that, with biogas, heavy transport can be carbon-neutral and profitable," says Pierre Lahutte, Iveco brand president.



SHORT HAULS

MANAGING USED OIL – LEGALLY

Used oil is a common by-product of mechanised processes in all industry sectors, and, because of its harmful properties, it is classified as a hazardous waste. Used lubricants contain harmful compounds and carcinogens that can easily contaminate the environment, especially if thrown down drains, into landfills, or onto the ground.

As a hazardous substance, used oil is strictly governed by environmental laws and its storage and disposal has to meet the requirements of the Waste Act. The management of used oil is, therefore, a great responsibility and the Recycling Oil Saves the Environment (ROSE) Foundation offers some important advice to generators of used oil.

REGISTERING ON SAWIS

Anyone generating in excess of 20 kg of used oil per day is required to register on the South African Waste Information System (SAWIS).

Once registered, the generators need to submit their figures every 90 days (quarterly) into the SAWIS. This information needs to be based on actual volumes and not estimates. It must be retained by the waste generator for five years and produced for inspection when required.

MAINTAIN A HAZARDOUS WASTE MANIFEST

As used oil is classified as hazardous waste, generators are required to maintain various information on a Hazardous Waste Manifest; a document that will track the used oil from cradle to grave and offer a clear snapshot on how it has been managed.

This will include the generator's contact details, the origin/source of the waste, its quantity and packaging and any special handling instructions.

THE PROPER COLLECTION AND STORAGE OF USED OIL

Used oil can find its way into our water table through disposal in drains and storm-water drains and by being poured directly onto the ground as either a dust suppressant, or as a means of disposal.

To prevent this, drain oil into a clean container with a tight-fitting lid, such as a reusable combination drain pan/storage container. Use a specially designed plastic sump or container to collect and store used oil.

Ensure that oil is stored in a container with a secure lid so that it cannot spill out. Empty oil containers and drums make effective makeshift storage vessels for used oil, however, it is vital to not use a container that previously held chemicals such as cleaners, solvents, fuels, paint or bleach. Always clearly label the container "used – lube oil".

Keep these containers in a place that can be accessed by a ROSE-registered used-oil collector and keep the surrounding area clear and clean. Ideally, store these containers under cover and away from heat or sources of ignition.

Very small volumes of used oil can be dropped off at most vehicle service centres, as they have used-oil storage facilities on their premises.

Keep oil-change pans free of water and ensure storage containers are tightly sealed and covered to protect them from rain water. Oil that is contaminated with water is far more difficult to recycle – requiring several laborious and costly processes to separate the water from the oil before it can be recycled.

Ensure that used oil and other fluids, such as antifreeze, transmission fluid, petrol and diesel are not mixed. Mixing them may make them non-recyclable as well as very hazardous and flammable.



Build a wall around your bulk used-oil storage tanks so that, in the event of a spill or leak, the used oil will be contained. In the event of an oil spill, contact your used-oil collector or a hazchem specialist.

USE OIL COLLECTORS TO REMOVE YOUR HAZARDOUS WASTE

Used-oil generators are urged to gather and store their used oil for responsible collection by a ROSE-registered oil collector, who will come and remove the oil and take it to be recycled in an environmentally compliant and safe manner.

The collector must always issue a safe-disposal certificate, which is now required by law under the Waste Act.

This safe-disposal certificate issued by ROSE-registered collectors also acts as a Hazardous Waste Manifest, thereby fulfilling the legal requirements of reporting. The same information can be used on the SAWIS.

Licensed and registered waste oil collectors are compliant with all waste-transportation legislation and are strictly managed and audited – further ensuring the legal compliance of a waste generator.

UD LOOKS FORWARD TO 2018

Following an encouraging 2017, UD Trucks Southern Africa is on the up.

MD Gert Swanepoel says: "Although 2017 began as a tough year after a terrible 2016, it ended as such a good year for us. Most importantly, the brand's sales and customer satisfaction experienced significant growth."

A major contributor to this performance was the launch of the Croner. As 2018 will be the first full year of sales for this model, marketing director Rory Shulz expects it to help the company achieve predetermined goals.

"Speaking boldly, we expect the market to grow by 1,5 percent this year. Our goal is to try to outgrow the market and achieve a three-percent growth," he says. Nevertheless, the brand finished the year in second position of the medium-duty segment (with 19,53 percent) and fifth in the heavy-duty segment (9,24 percent).



"Phasing out the Condor range and getting market acceptance for the Croner was a tough ride," says sales director Paul Uys. "We are looking at variations in the model line-up to further satisfy customer requirements," he adds.

The company will also place more emphasis on offering customer solutions.

"We have employed someone to be dedicated to the mining segment. We see this as a market in which we can grow. We will also be increasing our effort in terms of soft products, such as parts and support, fleet management with UD Telematics, and finance through our Volvo and WesBank partnerships," says Shultz.

By the end of 2017, UD Trucks Southern Africa ranked in second and third positions for customer satisfaction in parts and service, respectively.

The company will also implement completely knocked-down production in Kenya during 2018. "While the operation will be owned by a strong Kenyan partner, the numbers will count for UD Trucks Southern Africa. The product offering will be based on new models and future light-duty models. About ten variants will cover 80-percent of that market's requirements," explains Shulz.

COMMERCIAL VEHICLE SALES REPORT FOR NOVEMBER AND DECEMBER 2017

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

Light Commercial Vehicles < 3 501 kg	November Total: 14 587	December Total: 12 115
Fiat Group	47	41
Ford Motor Company	3 115	2 749
GMSA	1 697	910
GWM	164	142
Hyundai Automotive SA	294	156
JMC	30	21
Kia South Africa	151	137
Mahindra	210	136
Mazda South Africa	70	56
Mitsubishi	50	22
Mercedes-Benz SA – estimate	16	15
Nissan	3 100	2 397
Peugeot Citroën South Africa	4	2
Renault	5	7
Suzuki Auto	4	–
Tata	47	43
Toyota	5 012	4 776
Volkswagen SA	571	523

Medium Commercial Vehicles 3 501 – 8 500 kg	November Total: 688	December Total: 664
Fiat Group	–	1
Ford Motor Company	7	3
GMSA	189	188
Iveco	56	78
JMC	6	7
Mercedes-Benz SA – estimate	153	157
Peugeot Citroën South Africa	6	3
Tata	29	22
Toyota	198	180
VECV South Africa	4	5
Volkswagen SA	40	20

Heavy Commercial Vehicles 8 501 – 16 500 kg	November Total: 471	December Total: 388
FAW	63	22
GMSA	117	140
Iveco	8	8
MAN	5	13
Mercedes-Benz SA – estimate	42	44
Tata	42	19
Toyota	101	58
Volvo Group Southern Africa	93	84

Extra-Heavy Commercial Vehicles > 16 500 kg	November Total: 1 103	December Total: 823
Babcock DAF	19	24
FAW	42	4
GMSA	13	30
Iveco	29	69
MAN	142	123
Mercedes-Benz SA – estimate	250	258
Powerstar	27	25
Scania	215	135
Tata	13	11
Toyota	31	31
Volvo Group Southern Africa	322	113

Buses > 8 500 kg	November Total: 84	December Total: 96
GMSA	1	–
Iveco	7	12
MAN	28	44
Mercedes-Benz SA – estimate	15	15
Scania	29	19
Tata	1	1
Volvo Group Southern Africa	3	5

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



MORE CNG BUSES FOR BRT

BUS MANUFACTURERS ARE CONSTANTLY DEVELOPING NEW SOLUTIONS AND TECHNOLOGIES TO HELP IMPROVE THE PUBLIC TRANSPORT SYSTEM. WILLIAM GEORGE LOOKS AT THE INCREASED USE OF COMPRESSED NATURAL GAS (CNG) IN BUS SYSTEMS IN SOUTH AFRICA

Cities in South Africa are slowly adopting various sustainable solutions and technologies in order to help improve their public transport systems. This can be seen by the growing number of CNG buses used in public transport. CNG as a source of renewable energy is an effective and safe alternative fuel.

Advantages of the use of CNG include that it is eco-friendly, less maintenance is required, it is economically feasible and there is less noise pollution when compared to vehicles operating on hydrocarbon fuel. The disadvantages include infrastructure requirements and implementation.

USE OF NATURAL GAS INCREASES IN AFRICA

According to the 2017 Natural Gas Vehicles (NGV) Global Report, there are over 24-million vehicles running on natural gas worldwide. In Africa, there were 192 078 vehicles running on natural gas in 2016, and last year the number increased to 193 509 units.

Although several countries are already accustomed to CNG-powered vehicles, South Africa and other African countries are playing catch-up, while steadily introducing sustainable fuels in their transportation systems.

FROM AN OEM'S PERSPECTIVE

In 2015, the City of Johannesburg (CoJ) launched its first



batch of 70 dual-fuel CNG buses. This purchase aimed to provide an example of the city's commitment to sustainable, environmentally friendly transport. It was also an attempt to support the growth of a local biogas industry.

Ismail Vadi, MEC for Roads and Transport in Gauteng, highlighted the goal of the project: "We want to move away from vehicles using petrol and diesel and we hope the taxi industry will realise that using dual fuel is good for the environment. I hope we keep on the right pathway, because we want to see Metrobus being the best public transport provider in the province."

A year later, 40 dual-fuel CNG buses were dedicated to public transport for the Tshwane bus rapid transit (BRT) service. This marked Tshwane as the first city in sub-Saharan Africa to operate a full BRT service on CNG.

Both the CoJ's Metrobus and Tshwane's BRT buses were manufactured and distributed by Mercedes-Benz. Ravik Sahadeo, product and marketing manager of Bus & Coach at Mercedes-Benz South Africa, says: "The advantages of CNG buses are that they are more environmentally friendly and are cheaper to run than those powered by diesel engines."

The bus services of these two cities now run at a lower cost while producing fewer harmful emissions. "We aim to continue to be the preferred bus and coach supplier in South Africa. The municipal, commuter and coach segments are all committed to supporting sustainable transport in the country," adds Sahadeo.

During the launch of Tshwane's CNG buses, the then

mayor of Tshwane, Kgosietsiso Ramokgopa, noted that these buses will cost 40-percent less to maintain than conventional diesel buses and that these savings can be channelled to improve service delivery in the city.

In 2016, Unitrans subsidiary, Megabus, launched a trial of ten CNG buses in the Free State province. The trial will run for another three years.

Through using CNG, Megabus is expecting to reduce nitrogen oxide emissions by 94 percent, particle emissions by 98 percent, and carbon dioxide (CO₂) emissions by up to 90 percent.

MOVING TOWARDS CNG

There are also developments in the area of training with regard to use of CNG in South Africa. Cummins South Africa has launched a CNG training programme which is presented by fully accredited technicians.

In 2014, CNG Holdings opened the first-ever public CNG fuel station in South Africa. Situated in Langlaagte,



In Africa, there were 192 078 vehicles running on natural gas in 2016, and last year the number increased to 193 509 units.



Johannesburg, the station aims to contribute towards providing clean energy and reducing transport costs. CNG Holdings is currently converting existing filling stations to offer natural gas as an alternative fuel.

Stephen Rothman, CEO of CNG Holdings, says that this will have a very positive effect on the fuel and operating costs of taxis, which are South Africa's most accessible form of public transport.

Although there is currently limited infrastructure to support advanced transport solutions, South Africa is still making strides to improving the system, with metros such as Johannesburg, Pretoria and Cape Town, as well as the Free State province, already using CNG in public transport. Hopefully we'll soon be seeing an increased use of natural gas in the nation's bus fleets, taxis and other passenger vehicles. **F**

BUS STOPS

MAN AUTOMOTIVE STAYS ON TOP IN THE BUS MARKET

The MAN Automotive market leadership has prevailed year on year, with 500 buses and coaches sold into the southern African region, of which 419 units were sold into the South African Common Customs Union.

Philip Kalil-Zackey, head of bus sales at MAN, says: "MAN has remained market leader with a share of 27.4 percent, which is a market share growth of 0.4 percent in a market that declined by 11.4 percent.



"The Volkswagen (VW) Volksbus continued to gain favour in many operations, and this brand has also grown in volumes across the sub-continent. Furthermore, when we add the VW and MAN volumes together, we achieved a total market share of 37.4 percent; on par with 2016 levels."

The MAN team is very enthusiastic about the product range that was introduced to the market in 2017; such as the RR4 chassis with model type 26.480 top-end specifications, coupled to the full luxury Neobus and Irizar imported coach bodies.

The new locally built Lion's Explorer bus body has been added to the commuter bus offerings.

"My team and I are ready to meet the challenges that present themselves in 2018, and will continue to work to maintain the trust of our customers. Our new products will also no doubt bring additional customers into the MAN family," Kalil-Zackey concludes.

GAUTRAIN USABILITY IMPROVED

Gauteng MEC for Roads and Transport, Ismail Vadi, and the Gautrain management agency have launched the new Gautrain website and mobile app with vastly enhanced usability features to ease the travel process.

"Passengers can now manage their Gautrain cards, trip planning and refund claims online. They will be able to register their cards, reload funds, buy Gautrain travel product passes, purchase bulk cards, view their card transaction history, check their card expiry dates and plan their real-time trips," Vadi announced.

Although passengers will still be able to buy their cards at any Gautrain station, the new website and mobile application will allow passengers to create a profile where they will be able to manage their ticketing online by linking many cards to their online profile, check expiry dates and even block cards online.

Another exciting feature on the new Gautrain website and mobile application is the trip planning tool, which assists passengers to plan their route. Using this tool passengers are able to locate their nearest Gautrain Station from their current location (or type in the address they would like to use) to start planning their trip. They would be able to locate the nearest Gautrain bus, and see the real-time train schedules of their origin and destination stations as well as the total cost of the trip.

Importantly, this feature also allows users to view details of various other formal public transport services, such as bus rapid transit, and gives directions to bus stops and stations.

SCAN THE CODE TO GO TO THE NEW GAUTRAIN WEBSITE AND DOWNLOAD THE NEW APP!



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LEFT: The new XF and CF interiors are more spacious and comfortable.

ABOVE: Th MX11 and 13 engines are formidable when combined with the new Traxon gearbox.

with the 337 kW (450 hp) version of the MX11. The engine delivers 2 200 Nm continuous torque, with a peak torque figure of 2 300 Nm.

With a rear axle ratio of 2,21:1 and, of course, a Traxon gearbox, it has a particularly nice driveline. This truck is primarily designed for lower weight, but the 450 hp version of the MX11 is actually the engine you want – you will never need more power. In other words, we did not miss the MX13, even on steep slopes.

The somewhat slimmer mirror houses are new to the CF and actually give a better view of round points and crossings.

XF530 FTG

The last truck we tested was the XF X; the 395 kW (530 hp) 6x2 with steered front tandem axle. It was pouring with rain when we set off in this truck. This meant that on steep cliffs we got a lot of wheel spin, so the electronics had to intervene to get the power down on the asphalt. This was not surprising when you consider it offers 2 500 Nm of continuous torque, which can peak at 2 600 Nm.

The truck showed all the benefits of the new driveline, with the somewhat tight driving behaviour typical of 6x2s. Its quieter operation – due to the lower speeds and the fluctuating driveline – and especially the rich power, make this a very nice truck. **F**



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.

