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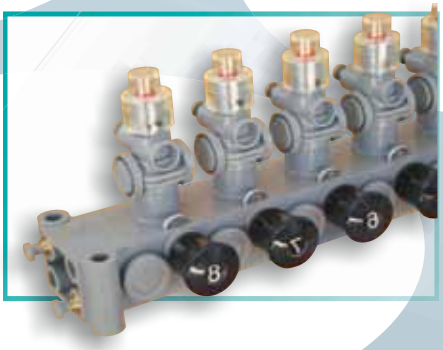

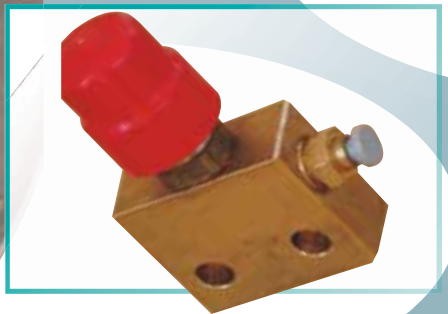

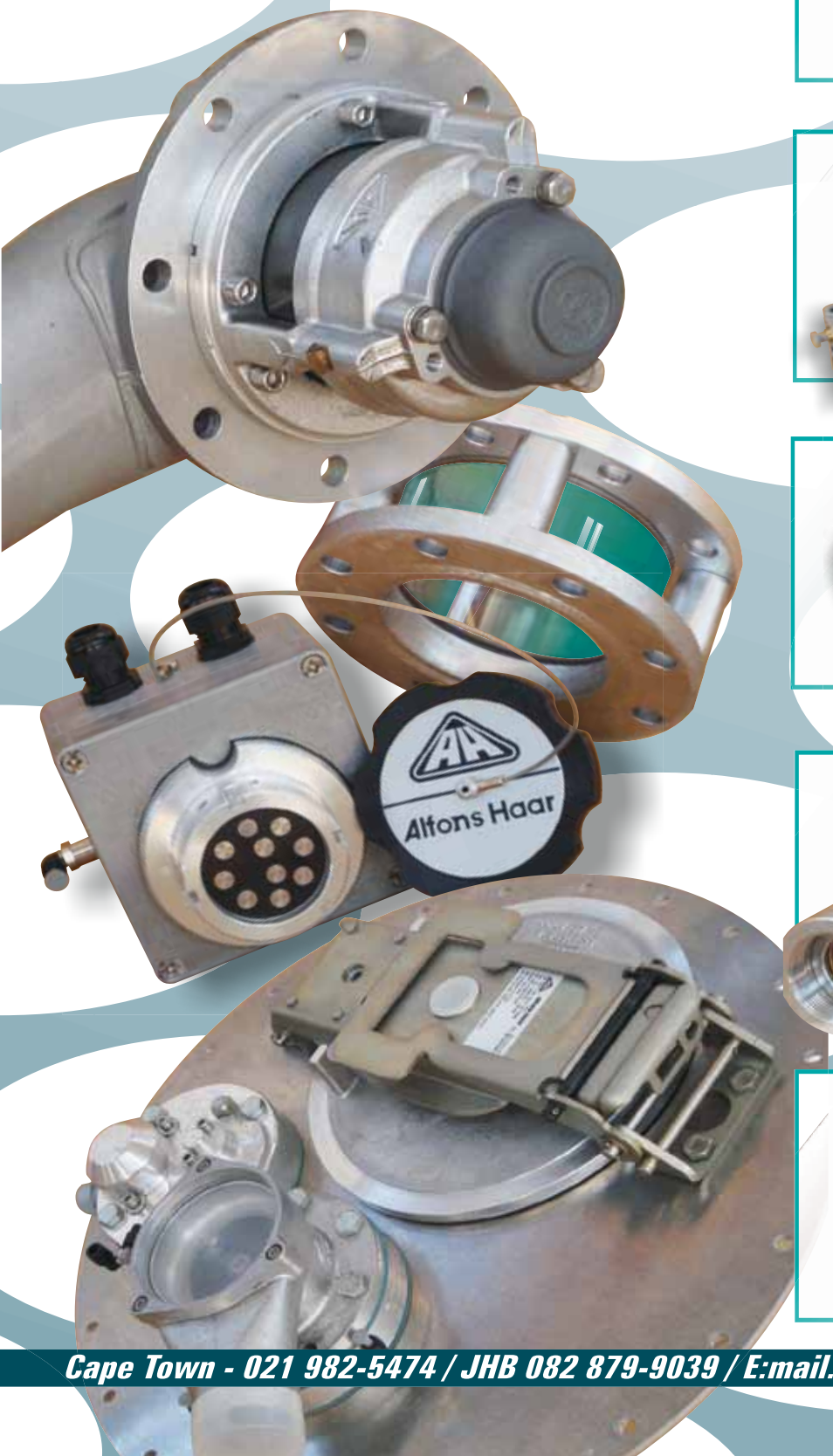

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Ed's Note — Time for change

Recent developments in the world at large and southern Africa in particular show that the southern continent is no longer without hope as *The Economist* once put it, but a 'continent on the rise' – a term it used last year to improve on an earlier prognosis.

I am not surprised at this mind shift. Southern Africa may still be dark in rural places, but it is lightening up fast all over through a mix of infrastructural development projects in which transport, energy generation, water supply and telecommunications play a crucial role.

South Africa has played a leading role in this changing scenario, as it has been benefiting for centuries from first-world technologies to develop its people and resources. In the process, it has been able to act as an 'exporter' of all this knowledge and capability into the rest of Africa.

However, I believe this status, as the world's so-called 'gateway' to southern Africa, is now under threat because new hubs are emerging along the west and eastern coast as the demand for Africa's mineral and other resources increases, particularly by developing countries such as China, India, Russia and Brazil.

These new hubs – Walvis Bay, Maputo, Nairobi, to mention a few – could provide even more direct access to the sub-continent, especially to about 40% of landlocked African countries.

As indicated in this issue, even vehicle manufacturers are now setting up assembly plants in East Africa to supply the coastal regions and hinterland quicker and better.

The problem to facilitate this faster access, as well as the pressing need for intra-regional trade, lies not so much with the ports along the African coast, but with the lack of proper transport infrastructure linking all these countries from the east to the west and from the north to the south.

It surely is interesting times, also for this publication. While in the past, *Road Ahead* was concentrating on what happened south of South Africa's borders and *Freight Intra-Africa* on that which was happening elsewhere on the continent, the time has come for us to look at African transport solutions as a whole, and also from an intermodal transport point of view.

This has seen the integration of these two back-to-back publications which I, as the incoming editor of *Road Ahead/Freight Intra-Africa*, enthusiastically applaud.

Going forward, I will promote this in future issues and provide readers with decision-making news and advertisers with a market that most certainly rates as one of the best investment opportunities in the world.

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What are the top 10 best-selling bakkies and vans? IMPERIAL and Bidvest hold the secret, as they have only now started submitting their vehicle sales figures to Naamsa

There was a time when local vehicle manufacturers of American, European and Japanese vehicle brands played ball and faithfully reported their monthly sales figures to the National Association of Automobile Manufacturers of South Africa (Naamsa). Naamsa would report sales by five sectors and list sales of each brand in each, which would give an indication of the best-selling brands in each division.

These are the passenger, light commercial vehicle (LCV), medium commercial vehicle (MCV), heavy commercial vehicle (HCV) and extra-heavy commercial vehicle (EHCV) sectors.

Just looking at the reported unit sales for this market (see Table 1 on page 14) – consisting of pickups (bakkies), vans and minibuses under 3 500 kilogrammes gross vehicle mass (GVM) – for February 2012, one would think the top-performing LCVs during that month should be ranked as follows:

Model	Volume
1. Toyota Hilux	3 384
2. Chev Utility	1 846
3. Nissan NP200	1 450
4. Toyota Quantum	1 030
5. Isuzu KB	1 029
6. VW Amarok	817
7. Nissan NP300 Hardbody	698
8. Ford Ranger	458
9. Toyota Landcruiser PU	302
10. Nissan Navara	282

From these figures, South Africa's appetite for big Japanese single cabs (with or without canopies or box van bodies) and double cabs remains obvious, although one cannot be sure how many of these are used for ordinary commuter, family or leisure transport.

The fact remains that Toyota's new Hilux (3 384 units sold in February) is no doubt South Africa's best-selling pickup, if not one-tonner – it has been for several decades – and is well ahead of Nissan's NP 200 and Hardbody ranges (2 163 combined) and the General Motors South Africa (GMSA) Isuzu KB range (1 029), with Volkswagen's new Amarok (817) and the Ford Motor Company South Africa (FMCSA) new Ranger coming in fourth and fifth respectively.

When it comes to half-tonners, GMSA's new Chevrolet Utility (1 846) runs the roost. This locally built light commercial vehicle has been the leader in the segment for nearly seven years now.

It has been stated that Japanese and new Ford Ranger sales could well have been higher had it not been for production delays caused by the Japanese tsunami and the floods in Thailand.

"Ford recorded the first new Ranger retail sales during February as the production line capacity ramps up," said FMCSA national sales manager Rob Crouse, commenting on the February statistics. "The combined impact of run-outs of the previous generation Ranger and current Mazda BT-50 impacted FMCSA's LCV sales, but the Silverton assembly plant is fully operational again following the impacts of floods in Thailand".

LCV sales during February were buoyant, reflecting 5.3% growth over February 2011, Naamsa reports. But this report does not reflect disaggregated sales of the various Korean and Chinese brands that started arriving from about a decade or so ago to compete mostly in the car and LCV sectors.

These little bakkies and vans seem to be on the increase, used by many entrepreneurs who cannot afford to buy into the low end of the European and Japanese LCV sector.

They include the Hyundai, Kia, SsangYong, Daihatsu, Proton, Chery and Foton brands, which are today distributed by Associated Motor Holdings (AMH), part of the IMPERIAL Group; and Amalgamated Automobile Distributors (AAD), a joint venture between IMPERIAL and Bidvest, which includes McCarthy.

The sales of single and double cabs by Great Wall Motors SA were not reported, either. And as a result of a global directive by Daimler AG (Germany), Mercedes-Benz South Africa has been reporting only aggregated sales data, such as that it sold a total of 429 commercials during January and 630 during February this year. So one does not know how many Mercedes-Benz vans (e.g. Viano and Vito) it sold into the LCV segment.

Accurate brand market shares can therefore only be given once MBSA recommences disaggregated reporting, and AMH/AAD start to disclose their historical detailed new vehicle sales volumes, which they have agreed to do.

Naamsa reports that disaggregated sales data for the years 2006 through 2009 have been uploaded in its database and that the 2010 AMH sales volumes will be made available in the near future. The data will cover the following brands: Daihatsu, Hyundai, Kia, Lamborghini, Proton and Ssangyong.

In addition, Naamsa reports that Great Wall Motors SA will for the time being be reporting in aggregated terms. In fact, GWM monthly volumes for 2012 were 860 units for January and 677 units for February 2012, which is quite impressive for a company that made its debut in South Africa in March 2007.

As a newcomer to the market, it claims it soon started gathering fans with its highly affordable and quality single and double cabs.

Backed by Great Wall Motors in China, GWM has established strategically positioned dealerships in South Africa as well as a new parts distribution warehouse in Durban that stocks parts worth over R150-million.

Important figures to watch when they are eventually released are those of Hyundai, Kia and Foton, as they may well interfere with the previously mentioned top-10 rankings.

In South Africa, Hyundai is best-known for its cars and LCVs under 3 500kg, which can be driven with an ordinary passenger car licence. Its H100 Bakkie and panel van, with a generous payload of 1.3 tonnes, has become a common sight on our roads. Also available as a chassis cab and with a tipper body, it is widely recognised as one of the toughest LCVs around and used in a multitude of applications by small business operators. With double wishbone and torsion bar front suspension and rear leaf springs, a tough 100x50mm steel section chassis and 2.6-litre naturally aspirated diesel engine, the Korean-made H100 has been selling in South Africa at the rate of about 300 to 400 units per month, according to Danie van Eeden, national commercial vehicle sales manager.

Not satisfied with this, Hyundai recently launched the Hyundai H1 Multicab to take on the Mercedes-Benz Vito and VW Transporter at the top end of the van market, for which total sales in 2011 were 600 units, and only in diesel. The Multicab will come in a petrol version as well.

The Multicab can carry more than a tonne in a completely enclosed load box behind a six-seater cab (as claimed by Hyundai) and then uses, depending on the model, a 126kW/227Nm petrol engine or a 125kW/392Nm diesel to haul a caravan or trailer (1 500kg braked, 750kg unbraked). The load volume over the roofed load floor is 2 500 litres. The cargo bay is separated by a steel bulkhead (with a barred window for rear vision, particularly when parking) from the rough stuff in the extraordinary 'boot'. Maximum load length is 1 585m and the load bay has a powerful light and six lashing points.

According to Stanley Anderson, Hyundai's marketing director, the Multicab is a 'multipurpose', not just 'multi-people' top-quality vehicle. He sees it as an ideal vehicle for outdoors, lifestyle-orientated families, with potential buyers in the 40- to 45-year-old bracket with children, though it is not a 4X4. It could, Anderson believes, be a staff carrier with the benefit of rugged goods-carrying capability and plenty of towing power.

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Hyundai scores with a five-year or 90 000km service plan – an option that could add R14 000 to on-the-road prices.

Anderson sees the Multicab's main competition coming from Volkswagen's Transporter models – but at R279 900 for the petrol and R339 900 for the turbodiesel version, it is more competitively priced than the Transporter and even more so against the upmarket Mercedes Vito crew bus. Service intervals are 15 000km for both derivatives.

The KIA K2700 pickup truck, another well-known truck whose sales have not been reported to Naamsa, is another best-seller if its popularity is anything to go by. It operates as a chassis cab, workhorse or tipper and is equipped with a 2.7-litre, four-cylinder, J2 diesel engine that delivers 62kW of power at 4 150rpm and 168Nm of torque able to carry a weighty load.

The suspension, with wishbone stabiliser in front and rigid axle in the rear, supports heavy loads and provides cushioning for rough road conditions. The K2700 is designed to simplify load carrying.

There is an option to engage single or double rear wheels: the double rear wheels provide added toughness and their 12-inch diameter lowers the bed, making loading that much easier; the single rear wheel option with a 14-inch diameter (matching the front wheels) offers a faster, smoother ride.

In March, Kia Motors South Africa opened a new R49-million parts distribution centre (PDC) on the East Rand to service its fast-growing vehicle parc. The facility offers 4 203 square metres of space and a maximum storage height of 5m, offering potential for further expansion if and when required.The PDC is currently around 65% full, holding 239 575 parts pieces and 27 510 lines.

Foton arrived in South Africa in August 2007 with the launch of a range of minibus taxis and panel vans. Subsequently, in 2010, the one-tonne Thunda bakkies were added to the range, which is aimed at a wide spectrum of local buyers, being well-suited for commercial and recreational use.

Foton launched its Thunda petrol and turbodiesel single and double cabs in 2010 with a price tag of R99 950 for the entry-level single-cab one-tonner with a 2.2-litre Toyota 4Y-based engine capable of 76kW/193Nm at 4 300rpm and 2 300rpm respectively.

The other engine in the line-up is an Isuzu-based 2.3-litre low-pressure turbodiesel packing 68kW and 202Nm. Both drive through a five-speed manual gearbox; neither four-wheel drive nor an automatic gearbox can be expected.

The Thunda comes with a three-year or 100 000km warranty, a three-year or 70 000km service plan on the diesel, a three-year or 75 000km plan on the petrol, and three years' roadside breakdown assistance. Service intervals are 10 000km for the diesel and 15 000km for the petrol models.

This year, Foton is expected to launch its Tunland high-end one-tonne bakkie following its preview on the Foton stand at the Johannesburg International Motor Show last year.

The Tunland, code-named P201, claims to be the largest one-tonne pickup on the market, with a cab that offers the spaciousness of a large SUV. The chassis frame is claimed to be particularly rigid for outstanding on/off road durability. Prototypes have already passed stringent European-type crash tests, with a projected four-star Euro New Car Assessment Programme rating.

Light commercial new vehicle sales statistics (February 2012)

Make	Model	Sales	Total
Chana	Star	9	
	Star 2	27	
	Maxi	1	37
Ford	Bantam	132	
	Ranger	458	
	Mazda-BT-50	149	739
Fiat	Ducato	3	
	Strada	4	7
GMSA	Chev Utility	1846	
	Isuzu KB	1029	
	Opel Vivaro	23	
	Opel Combo	1	
	Chev Lumina	28	2 927
Jaguar/Land Rover	L-R Defender	60	60
Mahindra	Bolero	47	
	Xylo	5	
	Genio	18	
	Scorpio Pick-Up	152	222
Mitsubishi	Triton	107	107
Nissan	NP200	1450	
	NP3 Hardbody	698	
	Hardbody	15	
	Navarra	282	
	Patrol Pick-Up	3	2448
PCSA	Berlingo	17	35
	Expert	7	
	Partner	8	
	Citroën Dispatch	2	
	Citroën Relay	1	
Renault	Kangoo	15	
	Traffic	15	30
Tata	Telcoline/Worker	30	
	Xenox	90	120
Toyota	Hilux	3384	
	Quantum	1030	
	Land Cruiser	327	
	Avanza	44	4 785
VW	Amarok	817	
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	Caddy	159	
	Transporter Pick-Up	26	
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A major step in mechanic innovation

New generation Freightliner Argosy creates a grand entrance

The Freightliner division of Mercedes-Benz South Africa Commercial Vehicles introduced their new generation Argosy to customers in February. The arrival of the new truck in South Africa has been eagerly anticipated by the road freight industry, and was launched amid great pomp and splendour amongst the dunes of Swakopmund in Namibia.

Freightliner has been in the country since 1996, and a sneak preview of the new generation model caused quite a stir at the Johannesburg International Motor Show in October last year.

Freightliner, the successful American brand in the Mercedes Benz South Africa (MBSA) commercial vehicles stable, has captured the long haul truck segment, due to its suitability to highway driving and fuel efficiencies.

Known for its apt motto, "Run Smart", the Freightliner offers customers performance excellence by maximising the payload while also lowering overall cost per kilometre due to exceptional fuel economy, ease of maintenance and long term reliability.

MBSA vice president for Commercial Vehicles, Kobus van Zyl, told guests at the launch: "Our vehicles are not only cutting edge in terms of technology, comfort, safety and fuel efficiency, but we are also leaders in sustainable mobility solutions – giving you and your business the ability to "Go Green".

New generation Argosy supports good driving performance

Freightliner product manager, Duncan Prince says: "The Argosy is the truck that put the Freightliner on the map in South Africa. The truck has met with many successes, such as the cost saving that it offers fleet businesses due to its durability."

"We are constantly looking at innovative ways to make our exceptional products even better," he adds. "The biggest change to the technology used in the Argosy revolves around its transmission."

The new Eaton ultrashift plus transmission will be available in 13 or 18 speed configuration. Initially only the Cummins-powered models will be equipped with this technology, with the Detroit Diesel engine powered models coming on line by the fourth quarter of 2012.

Prince explains: "Benefits of ultrashift plus includes a two-pedal instead of a three-pedal setup. This means that the truck driver will not be required to control the clutch on pull away."

Gradient sensors will allow the truck to automatically determine whether it is on a gradient or on a flat surface, and accurately select the optimal point at which a gear shift should be initiated, given prevailing load and accelerator position.

"This truck has eyes," says Prince. "It senses the gradient, the travelling speed, the accelerator position and how much available power the engine has and then selects the correct gear for the driver."

The end result for the truck owner is lower wear and tear as well as more efficient fuel consumption. Faster gear shifts also conserves momentum. "When the truck is running against the engine break, ultrashift transmission increases the engine shift by 20% more than the previous model, and offers 15 – 20% more breaking capability," Prince explains.

On arduous routes such as the N2 through the Transkei, or the N3 between Harrismith and Durban, the new transmission will improve fuel consumption as compared to a driver shifting gear manually.

The next generation truck has an ergonimic new cab, offering more comfortable, high-back seats and better insulation to offer drivers

more protection against temperature extremes on the long road.

A new high-tech grill increases the airflow to the engine compartment. Mr Prince explains: "The new grill has been installed in preparation for the new engines that we will be debuting in South Africa as soon as low sulphur fuel becomes available. The new engines will require greater airflow."

Electric windows, previously only available on premium models, are a standard feature.

All Detroit Diesel models of the new generation Argosy comes with a 5-year, 800 000 kilometre warranty at no additional cost. Some exclusions to the warranty will apply, such as injectors and turbo chargers.

Customised solutions keep the Freightliner on the road

Freightliner is also one of the few trucks offering its own in-house finance, insurance and maintenance contracts. This one-stop-shop mentality does not end there, however. Customised driver training offered by MBSA's team of experts gives clients yet another dimension to increase their chances of success, allowing them to get the best out of their trucks no matter the circumstances they encounter.

Green blues

Green trucks with Euro IV and V engines have started selling in SA, but will the fuel they need be forthcoming soon?

An announcement by Minister of Energy Dipuo Peters, that South Africa would conclude the development of a 20-Year Liquid Fuel Infrastructure Plan before the end of this year, indicates the country is at long last progressing toward the introduction of cleaner fuel, which is eagerly awaited by commercial vehicle manufacturers and fleet operators.

It follows on earlier proposals by the Department of Energy to import Euro IV and V-type fuels from 2013 and the local production of these fuels from 2017 by PetroSA and possibly other oil company refineries.

Delivering a keynote address on the country's oil, gas and energy outlook in March, she told the Southern Africa Oil, Gas and Energy 2012 conference in Cape Town that although South Africa has the highest crude oil refining capacity in sub-Saharan Africa – around 708 000 barrels crude oil equivalent per day – it currently does not have significant crude oil resources and relies on imports for feedstock into its oil refining sector.

"Other than South Africa, only Angola (Luanda) and Zambia (Ndola) have working refineries. In the context of the development of the 20-Year Liquid Fuels Infrastructure Plan, South Africa remains steadfast in its quest to increase its refining capacity."

Work that has already be done on PetroSA's Mthombo Project and other related initiatives will be incorporated in the implementation of the Liquid Fuels Infrastructure Plan, she said.

"The development of this plan involves identifying constraints in the liquid fuels supply value chain and determining the

Procedures to be followed when importing plants and plant products into South Africa

Before importing into South Africa, an importer should:

1. Find out the phytosanitary import conditions that apply to the commodity to be imported by consulting the Agricultural Pests Act, 1983 (Act No. 36 of 1983) or the National Plant Protection Organisation of South Africa (NPPOZA) within the Department of Agriculture, Forestry and Fisheries (DAFF).
2. Apply for an import permit from the DAFF if the commodity to be imported is not exempted from an import permit in terms of the Act referred to above. If the commodity to be imported is exempted from an import permit, ensure compliance with phytosanitary measures for such exemption.
3. When applying for an import permit, submit the completed application form together with proof of payment. The tariff information with regard to the issuance of import permits and the application form are available on the departmental website (**www.daff.gov.za »Divisions »Plant health» Importing into South Africa**).
4. Forward a copy of the import permit to the exporter or supplier in the exporting country to ensure that the consignment to be exported meets the phytosanitary import requirements of South Africa.
5. Ensure that the exporter or supplier presents the commodity to be imported to the National Plant Protection Organisation (NPPO) of the exporting country for phytosanitary inspection and certification where necessary in terms of the permit and/or exemption requirements.
6. Inform the exporter or supplier to send the original phytosanitary certificate with the consignment to South Africa (if a phytosanitary certificate is required).

Procedures to be followed when imported commodities arrive at the port of entry in South Africa:

1. South African Revenue Services (SARS) will detain the commodities for inspection.
2. DAFF inspector/s from NPPOZA will inspect the consignment together with the accompanying documents.
3. The following may happen following inspection of the imported commodities.

   (a) If the consignment meets the import requirements, it will be released by the DAFF inspector/s.

   (b) If the consignment does not meet the import requirements, risk management measures will be recommended whereafter a consignment may either be treated and released, sent back to the country of origin or destroyed. Once the consignment has been released by the DAFF inspector/s, the importer or his/ her agent must take the import documents to SARS for final release.

Postal address: National Plant Protection Organisation of South Africa (NPPOZA) • Department of Agriculture, Forestry and Fisheries •
Directorate: Plant Health • Import Permit Office • Private Bag X14 • Gezina • 0031

Contact numbers: Tel +27 12 319 6102/ 6396/ 6130/ 6383 • Fax +27 12 319 6370 • E-mail JeremiahMA@daff.gov.za or AnitaSN@daff.gov.za or ShashikaM@daff.gov.za or BenJK@daff.gov.za

Physical address: 542 or 543 Harvest House • 30 Hamilton Street • Arcadia • Pretoria

agriculture, forestry & fisheries

Department:
Agriculture, Forestry and Fisheries
REPUBLIC OF SOUTH AFRICA

infrastructural requirements to ensure the security of supply of liquid fuels to the South African economy in the medium- to long term."

Following recent inland stock shortages, the audit of South Africa's refineries will determine the 'real status' of their production capacities and capabilities and inform the 20-year infrastructure road map about the need for expansion programmes, including the need for Mthombo. The plan would encourage future investment in the industry and establish how South Africa would manage the move toward cleaner fuels going forward.

Euro IV vehicle emission standards are due to come into force in 2014, when South Africa will have to have clean fuels readily available and new vehicles will probably have to comply with the standards. In terms of automotive diesel oil, the fuel may contain no more than 50 parts per million (ppm) in sulphur diesel, whereas local fuel producers still work to Euro II (obligatory since 2010) and III standards, with diesel containing many more particles.

Last year, the International Fuel Quality Center ranked South Africa 60th in the world based on the benzene and sulphur limit in petrol

In contrast, European fuel quality standards have already progressed to the point (Euro VI) where fuel refineries are producing petrol and diesel products with a maximum sulphur content of 10ppm, compared with the 500ppm Euro II fuel produced just over 10 years ago.

Lacking such a road map to warrant refinery upgrades of up to R40-billion in investments, South African fuel producers continue to produce petrol and diesel based on the dated Euro II fuel specifications, with 50ppm Euro IV diesel only being available in some parts of the country.

South Africa's fuel is 'dirty' by world standards. Last year, the International Fuel Quality Center ranked South Africa 60th in the world based on the benzene and sulphur limit in petrol. While this is quite an improvement on its 78th position three years ago, this explains why South African oil refiners – which include Sasol, PetroSA, Engen, Shell, BP, Total and Chevron – are still under increasing pressure to embrace the global trend toward cleaner road transport fuel production.

The higher the Euro specification, the cleaner the fuel, and the less emissions from the tailpipe. South Africa is to skip the Euro III standard and go direct for Euro IV.

Unfortunately, at present it is not available in anywhere near the quantities the legislation of Euro 4 standards will demand, thus it will either have to be imported or be produced by a new refinery such as the one PetroSA hopes to erect at Coega, hoping it will be operation by 2016. The state-owned oil company is on the verge of building a new refinery from scratch, with the explicit purpose of producing clean diesel.

According to PetroSA, the new refinery, when fully commissioned, will produce around 400 000 barrels of clean diesel a day – enough, they say, to satisfy local demand for the next 20 years. The company announced in February 2012 it was negotiating with potential Chinese partners to help finance the R200-billion project.

In anticipation of these developments, European truck and bus manufacturers have introduced Euro IV and V trucks to major South African customers such as IMPERIAL Logistics (Fast & Fresh), Engen and Mammoet for experimental use.

Mercedes-Benz Commercial Vehicles has been at the forefront as part of its local CleanDrive technology programme.

In fact, in 2010 already, Mercedes-Benz South Africa (MBSA)supplied local blue chip giant IMPERIAL Logistics with four MBSA Euro V trucks with BlueTec technology as part of a pilot programme to see whether operating these machines delivered the promised reduction in emissions and fuel consumption.

According to Mercedes-Benz Trucks product manager Christo Kleynhans, these trucks have realised a 5% reduction in fuel consumption compared with lower-Euro-specification trucks. In addition, the exhaust gas of the Mercedes-Benz trucks, equipped with BlueTec technology, contains around 80% fewer particle emissions and 60% less nitrogen oxide. This is achieved with the trucks being fitted with an additional tank for AdBlue, an exhaust gas treatment fluid that is automatically injected into the exhaust system to help reduce emissions.

The latest company to take the green plunge is national carrier, Triton Express. After having tested MBSA's BlueTec technology in various fuel-efficiency, safety and comfort trials, the trend-setting national carrier recently took delivery of 16 Mercedes-Benz Atego 1318/48 models, four of which had Euro 5 BlueTec technology.

Commenting on the inclusion of the two Atego 1318 and two Atego 1524 BlueTec5 models in the 16 order line-up, Eric Corbishley, joint chief executive officer of Triton Express, confirmed that customers are increasingly requesting a greener transport solution.

Having access to fuel (from Engen) that was tested to contain between 19 and 20ppm sulphur, close monitoring of the Ategos during a six-month trial showed that a fuel consumption of 20 litres per 100 kilometres could be achieved, he said.

The Euro 5 Ategos will operate only on major routes within South Africa's borders due to the still limited availability of 50ppm fuel. The supply of the AdBlue additive necessary for the Atego BlueTec trucks is sourced from Tshwane-based lubricant blender, Viscol, and is delivered in 1 000-litre drums to Triton Express's Johannesburg depot.

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The EasyFuel system provides a scalable fuel management solution tailored to meet a customer's specific business requirements.

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Hand Held Key Fob
A robust Hand Held Tag that is issued to each vehicle that will verify the fuel grade to be dispensed and other parameters with the option of manual data capture of the odometer reading at time of refuelling.

Passive Tag
Passive tags are available in various form factors and are securely mounted around the vehicle fuel tank inlet or in close proximity thereto and encoded with the specific vehicle profile. When the nozzle is inserted into the vehicle fuel tank, the nozzle reader wirelessly communicates with the Passive Tag to verify the fuel grade to be dispensed and other refuelling parameters. Dispensing will remain authorised as long as the passive tag remains detected by the nozzle reader. The passive tag supports the option to manually capture the odometer reading.

Vehicle Identification Device (VID)
The VID is capable of providing a greater level of accuracy and control over fuel transactions as information is automatically captured. In addition to the verification of the fuel grade and other parameters, when the nozzle is inserted into the tank, the odometer or engine hour reading, or both, are captured electronically. Customer specific business rules from a wide range of options can be supported.

Accuracy of the vehicles odometer reading is the basis for effective fuel management. EasyFuel makes use of a GPS Odometer Sender (GOS) to accurately record the distance travelled independently of the vehicle's own odometer system. The major benefit is that the GOS unit does not need to be calibrated at the time of installation or recalibrated thereafter and the reading is not impacted by the wear and tear of the vehicle.

To eliminate the unauthorised siphoning of fuel from the vehicles fuel tank, there is an optional security device that can be fitted to the vehicles fuel inlet preventing the siphoning of fuel.

The overall benefit of the EasyFuel system is:
- Effective electronic control of the dispensing and consumption environments
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OTI EasyFuel Homebase Solution

Now the market leader in fuel management solutions - OTI Africa - who has catered to the fuel management and automation needs of major oil companies and distributors, is pleased to introduce its EasyFuel Homebase Solution

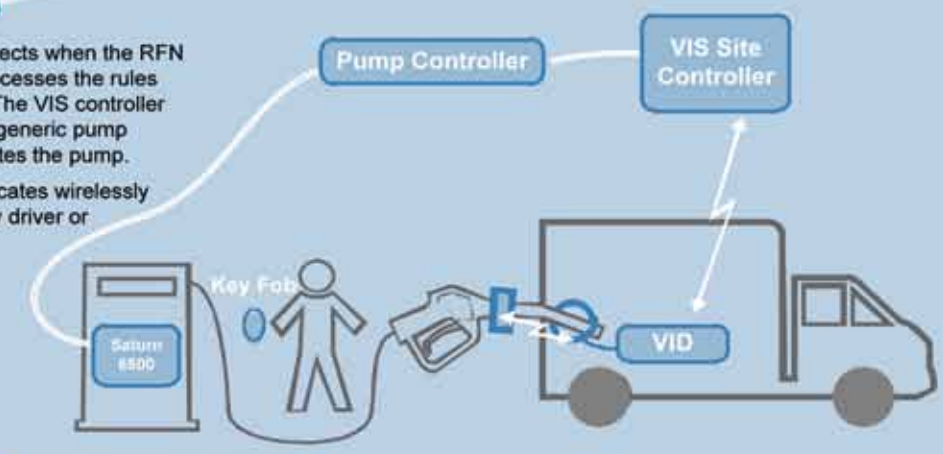
The OTI EasyFuel Homebase Solution is a complete automated refuelling system that controls and manages the dispensing of fuel on homebase sites. Technology and systems that have been available to fully fledged service stations and fuelling points is now available to homebase depots - along with our commitment to ensure you derive the full benefits and savings the solution has to offer. Reduce operating costs, fraud and theft with this affordable offering from OTI Africa!

How it works

VIS Site Controller & Saturn 6500

VIS Site Controller detects when the RFN nozzle is lifted and processes the rules applicable to the tag. The VIS controller sends messages to a generic pump controller which activates the pump.

Saturn 6500 communicates wirelessly with Key Fobs to verify driver or pump attendant for authorisation.



Vehicle Tag (VID), Passive Tag & Key Fob

Secure contactless smart card utilising microprocessor technology.

Stores driver or vehicle information such as registration, personal account no, fuel grade, tank volume and much more – providing information for dispensing authorisation and analysis.

Vehicle Tag (VID) tracks odometer.

Generic Pump Controller & Radio Frequency Nozzle

Generic Pump Controller automates and authorises dispensing based on information from the VIS Site Controller. Integrates with Automatic Tank Gauging.

The Radio Frequency Nozzle communicates with the VIS site controller. The nozzle must remain inserted into the tank for dispensing to remain authorised.

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Jack's back

The planning of integrated transport for Gauteng has been given a boost with the appointment of a consortium. Meanwhile, Gautrain Management Agency chief executive Jack van der Merwe and his team of advisers have until June 2012 to devise a five-year plan to set the ball rolling.

Last year, the Gauteng Department of Roads and Transport appointed a 12-member steering committee to assist it in investigating and developing a 25-year Integrated Transport Master Plan (ITMP25) for Gauteng. This would mark the start of a new phase in getting South Africa moving, as ITMP25 is part of and guided by the government's overall 2005–2050 National Transport Master Plan (Natmap).

It is a daunting challenge, but the committee is headed by a man whose abilities, drive and achievements in transport planning (including the Gautrain project) have earned him national and international respect – Gautrain Management Agency chief executive officer, Jack van der Merwe.

The Gauteng steering committee, comprising transport planning experts, academics and specialists, had to devise a five-year, short-term plan by 31 January 2012, but this deadline has now been extended to 30 June.

The purpose of the committee is, to quote Gauteng MEC for Roads and Transport Ismail Vadi, "to regulate, plan and develop an efficient and integrated transport system that serves the public interest by enhancing mobility and delivering safe, secure and environmentally responsible road-based public and private transport, and air and rail services."

Major guidelines provided to the committee for the plan include the need for it to be socially inclusive and developed to promote the Gauteng Global City Region.

In addition, it must give priority to public transport and the movement of freight based on current and future freight and logistics nodes and corridors, and indicate which modes of public transport were preferable for a specific corridor.

In doing so, it has to adhere to the principle of competition for routes (not competition on routes) and use financial support for transport and subsidisation as a lever and catalyst for the development of the desired urban form.

According to Van der Merwe, the five-year plan requires the committee to look at the existing infrastructure and future planning of all the metropolitan councils in Gauteng, to combine them and to identify "gaps, overlaps and discrepancies", as he put it. Other facts to be considered are that many people working in Gauteng live in Kwandabele and that many living in Tshwane actually work in Johannesburg and Ekurhuleni.

"There are several work streams working on this simultaneously. We have been working flat out to find out what the status quo is before bringing out a five-year plan, one that would be, in essence, a way forward – a road map," Van der Merwe said in an interview with *Road Ahead*.

A man of vision who can think within and beyond the borders of Gauteng, he and his team have to deal with the reality that airports and railway stations (over which the province has no constitutional control) as well as new industrial and commercial parks are traffic generators.

Transport planning went hand in hand with land use, new residential projects and, apart from the need to make public transport more accessible and cheaper to the people, provision had to be made in the traffic split for road safety, particularly with regard to non-motorised transport and pedestrians.

Rail

The next step for the consortium is to integrate these current scenarios with that which the Gauteng and national governments as well as Transnet have in the pipeline for the next few years.

Both the national government and Van der Merwe see rail as the backbone of the national transport infrastructure because it creates capacity that could be increased simply by extending the length of trains.

It is a well-known fact that the existing Metrorail network serving Gauteng (and the rest of the country, for that matter) has been badly maintained and underfunded for decades. Van der Merwe was pleased to see that billions of rands are to be spent by Transnet's Passenger Rail Agency of South Africa to upgrade its Metrorail network nationwide.

In May 2010, a R750-million Natmap was presented to Parliament by the plan's project manager Lanfranc Situma, and included linking Johannesburg to Durban and Polokwane via rapid rail networks.

"We have been working flat out to find out what the status quo is before bringing out a five-year plan, one that would be, in essence, a way forward–a road map."

Last year, government officials told potential investors that the High-Speed Rail Development Programme between Johannesburg and Durban would require an estimated investment of between R80-billion and R100-billion.

Transport Minister Sibusiso Ndebele and the consultants discussed plans to link Pretoria to Moloto and Musina and Johannesburg to Cape Town via rail corridors, which would "unlock economic potential in these areas and create jobs," they said.

Feasibility studies are now in progress.

The consortium will obviously have to take into account possible extensions to the R25-billion Gautrain network, of which the peak capacity on the Pretoria–Johannesburg line was increased by 40% in March 2012 due to customer demand.

Van der Merwe indicated that four new Gautrain stations are in the pipeline, but that there is no time frame available yet on their development. They are Modderfontein in the Heartlands property development; the Gautrain depot in Midrand, near a multibillion-rand property development to take place there;

the South African Mint near Centurion; and the University of Pretoria's experimental farm near the N1/N4 split, past the Atterbury off-ramp.

According to Van der Merwe, all the end-of-the-line stations of the rail system were built to allow for further development such as an extension to Soweto from Park Station in Johannesburg.

Roads

Also to be considered are extensions to the R22-billion Gauteng Freeway Improvement Project (GFIP) and the rolling out of bus rapid transit systems for Johannesburg and Pretoria, which already form an integral part of an integrated public transport system.

PPPs need to have clear benefits such as job creation, local economic development, the promotion of better infrastructure and improved urban areas

As Van der Merwe put it, transport planning in the province has been "fractured and uncoordinated" and a radical change in planning was needed to meet Gauteng's future transport requirements.

He explained that the 50-year Pretoria–Witwatersrand–Vereeniging (PWV) plan he helped draw up during the 1970s, and which was based on a United States federal highway transportation model, focused almost entirely on road infrastructure and the number of cars using them.

Most of the roads identified in this plan were never built due to funding constraints, while road reserves that had been identified within the PWV plan for development were fast disappearing to make way for low-cost housing, Van der Merwe said, citing Alexandra as an example.

Adding more roads and more lanes to existing roads was no longer a solution. The new plan was a complete 'mindset change' giving priority to public transport, taking into account current and future land-use models, the number of people (not cars) moving between nodes, as well as population growth.

According to Van der Merwe, land use establishes points of departure as well as destinations, thus leading to the creation of transport corridors and a need for proper intermodal transfer facilities.

Freight

Furthermore, instead of moving freight into the Johannesburg city centre at City Deep, Van der Merwe's team has to deal with the fact that three more freight hubs are being planned on the periphery of the city.

On the freight side, last year Transnet presented opportunities for private investors in the deployment of a network of intermodal freight terminals in South Africa's landlocked Gauteng province.

Three mega terminals were being considered together with the Gauteng provincial authorities, including: the private sector-led Tambo Springs (R6.5-billion) terminal; Pyramid, to the north of Pretoria (R2.9-billion); and Sentrarand (R11.8-billion) to the east of Johannesburg.

It was envisaged that the Sentrarand terminal would be deployed in six phases between 2021 and 2040. In fact, the timeline for all three mega terminals was set broadly as running from 2016 through to 2040.

A concept feasibility study has been completed and the financial feasibility is being co-ordinated by Blue IQ, Gauteng's economic development agency.

Here, the group aims to enter into public-private partnerships (PPPs) with strategic partners, while supporting the overall aim of the government to develop a manufacturing base around the acquisition programmes for the two rail groups.

Project management

Van der Merwe believed that any project process loses credibility if too much time passes between planning and implementation. However, establishing and awarding mega PPPs was a long and drawn-out process due to their complexity. Although the Gauteng project took less time because there was political will, these PPPs took an average of 14 years from inception to completion.

He held the view that mega-projects involving PPPs could be successful only if there were political will to carry them through; if they were technically, financially and legally feasible; if they could attract finance (and guarantees) either from the government or the private sector (or both), and if there were public buy-in.

In addition, PPPs need to have clear benefits such as job creation, local economic development, the promotion of better infrastructure and improved urban areas. They require the freeing up of public-sector land such as that held by the South African National Defence Force, as well as world-class construction methods.

The long-term plan initially had to be implemented by 31 March 2013, but this deadline has been extended by three months, Van der Merwe said.

Meanwhile, in March this year, the Gauteng government awarded a R25-million tender to the 2037 Consortium to assist it in generating the 25-year ITMP25 for the province. The 2037 Consortium, selected from a list of five bidders, features small and medium enterprises as well as black economic empowerment elements.

It consists of Gibb, BKS, Iliso Consulting, Aganang Consulting Engineers, Khuthele Projects, IHS Global Insight Southern Africa, eQuinox Communication, Techso, AfriGIS and the Council for Scientific and Industrial Research.

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FUEL MANAGEMENT

IF NOT NOW THEN WHEN?

In most instances if you ask any fleet owner or fuel user how much time they spend on managing and controlling their fuel usage, they would probably say not enough. For some it's a speedy task carried out once a month with an end result of average consumptions and approximate figures and with this they are quite happy. The thinking is that some management, although periodic, is better than no management. But is this the case?

Fuel management is seen by many to be such a broad term but in fact its quite simple. Its all about the reliable capture and reconciliation of this ever growing cost. Understanding why fuel has been used, how much was used and where it was issued to and more importantly if it was used appropriately and the transaction recorded. Managing any fleet, large or small and / or controlling bulk fuel on site requires skill, knowledge, responsibility and above all accurate information. So are we doing enough to ensure that we are one step ahead and managing today's business today?

Fuel Management is a task that is often best carried out by experts in the field who don't necessarily wish to rely on manual intervention to reconcile fuel spend but rather use technology to help do the job. Relying on manual intervention in some instances can be a threat to organisations who are looking to take control. This not only because of the risk of accidental human error at time of recording pertinent information but also the intentional human errors which go could possibly go unnoticed and only come about when it's too late and then of course then too costly.

Consider Automated Fuel Systems Group, fuel technology experts who assist fuel users in managing their monthly fuel spend. We have established ourselves in the market for the installation and commissioning of Vehicle Identification Technology and associated on-site facility management as well as on-road fuel management services. AFS has developed a full service model offering end to end solutions including vehicle identification, equipment maintenance, on-site support, wet stock management and consignment stock / vendor managed inventory models.

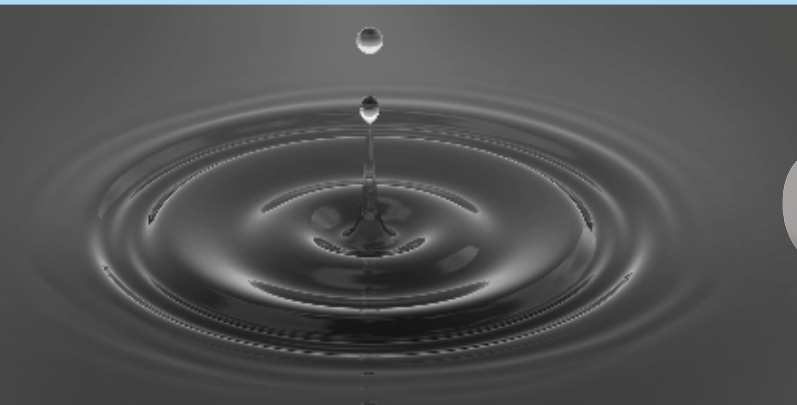
The development of our fuel management solutions is an evolving process and we undertake to continue the development of cost effective site specific solutions tailored to the customer's requirements. This being more of an interactive process than an event and requires in-depth interaction with all customers as does building a strong working relationship with them which is what we pride ourselves in doing. The fuel management function is performed by making use of our technology architecture on site, placing dedicated on-site technicians at the customer's operations where necessary and incorporating the AIMS Bureau Services which prepares the data to be used for billing and reporting purposes. This is one of the key features of the fuel management solution.

The AFS Information Management Systems Bureau Service (and support services) perform the full fuel reconciliation of all the fuelling

For more details visit www.afsgroup.co.za or call 011 856-3616

activity at the home based sites by collecting the information on a daily basis from the controllers and processes the same. It is also used to pro-actively manage the equipment and perform maintenance where necessary as reports are generated on excessive fuelling, odo stills, faulty equipment etc. This encompasses all aspects of fuel control for each site and is maintained on a daily basis with exceptions being reported daily, weekly and monthly with a management report at the end of each month.

Now that's Fuel Management ! There's no more fueling around as we make every drop count.



Every drop counts!

Old gold

Used oil analysis, carried out to monitor the health of the oil and the machine it lubricates, as well as to measure contamination levels, predictively reduces the severity of failures and allowing activities to be planned, and proactively reduces failure rates and operating costs

The metallurgy of a particular component can be ascertained by contacting its manufacturer. Generally, pistons are made from aluminium; plain bearings from lead; thrust washers and bushes from copper. Shafts, gears and roller bearings usually consist of iron alloys.

Oil analysis has been around since the late 1940s and evolved on the railways in the United States. Of particular interest was the premature failure of plain bearings in locomotive engines, which usually contained a lead/tin overlay. The original idea was to analyse the used engine oil to see if it contained any lead. Most of the samples analysed did contain lead, so it was back to the drawing board. It was eventually discovered that an increase in the lead level indicated the onset of bearing failure.

Generally, wearing components exhibit what is known as the 'bath tub' curve in terms of metal generation. Initially, wear rates may be quite high as a unit beds-in; these will settle down to a relatively constant generation rate until the end of the unit's life has been reached when wear rates will again increase.

Any deviation from the normal wearing portion of the graph may indicate either that the machine is working harder (accelerated wear) or that abnormal wear is taking place. The most important thing is to detect and correct these problems early so that catastrophic failure can be avoided.

Detecting oil degradation (monitoring oil condition)

Oil analysis allows the condition of the oil to be monitored. Oil degrades over time due to its ability to react with oxygen in the atmosphere (oxidation). This process causes the viscosity to increase and acids to form. The rate at which this occurs can be increased by high temperature operation and the presence of contaminants.

A variety of chemicals are blended into the oil in order for it to do its expected job. These additives are sacrificial in nature and are gradually used up over time – this process leads to the degradation of the oil. Thus, oil cannot last forever and needs to be changed on a periodic basis.

The oil-change period will depend on many factors such as machine type, application and environment, but without an oil analysis programme it is impossible to know when to change the oil. A large variety of physical and chemical tests can be done to monitor the health of the base stock and the level of activity of the additives in the oil.

Often, the degradation of the oil can be as a result of a vicious cycle. A minor abnormality (slight overheating, for example) could cause the oil to degrade only to a small extent (a slight increase in viscosity may occur). The problem here is that an increase in viscosity will diminish the capacity of oil to act as a coolant so that the overheating problem becomes more pronounced – resulting in more degradation of the oil.

Total mechanical failure can occur in a surprisingly short period of time. On the right is an engine oil that has been subjected to severe overheating.

Monitoring contamination levels

The third major function of oil analysis is to monitor levels of contamination. Contaminants can be either internal or external. Internal contaminants are generated within the mechanical system, such as wear debris or combustion byproducts. External contaminants are substances that exist in the environment which should not be in the oil – the most common are dirt and water.

Contaminants can be directly damaging to the machinery being lubricated. Dirt is abrasive and can cause components to wear abnormally, while water causes metals to rust. Contaminants can also cause the oil to degrade which, in turn, may have an adverse effect on a mechanical system.

Combustion byproducts such as soot cause the oil's viscosity to increase, making it less effective as a coolant and lubricant.

There is another phenomenon known as secondary wear.

Unfortunately, wear can never be eliminated, but it can be reduced. This means small wear debris particles are always circulating in the oil. If these become excessive, they can become ground up between gear teeth and they become work hardened which, in turn, can cause other components to wear at an accelerated rate.

Detecting impending failures

Related to the monitoring of machine health, oil analysis can be used to detect impending failures. Sometimes the results of oil analysis can indicate that severe wear has started to take place over a very short period of time, as the previous sample may have been completely normal. This is important and represents a different benefit to that of detecting the onset of abnormal wear.

In the case of failure, the majority of the damage is done at the point of failure, so a repair bill can be reduced dramatically by taking action before the failure actually takes place.

Verifying the oil in use

Verification of the oil in use is an important benefit of oil analysis. When a sample is submitted to the laboratory, the customer is asked to state which oil is being used. Often, this is a case of 'what oil do you think is being used?'

The answer to this question can sometimes be quite surprising. If the oil in use is not what the customer expected, this can indicate a number of things. In its most severe case, the oil in use may not be recommended or even suitable for a particular application.

Certain marine and locomotive engines have bearings that contain silver, and these bearings react very badly with oils that contain zinc-based anti-wear and antioxidant compounds. Oil companies produce engine oils that are zinc-free for these applications, but it does mean 'ordinary' engine oil would lead to catastrophic engine failure in a very short time.

Incorrect oil usage may show there is a problem with maintenance practices in the plant. Mixed oils may indicate a need for training of personnel involved in the servicing of equipment. The oil mixture may not be life-threatening and may possibly be perfectly acceptable, but it does highlight other problem areas.

The only problem is that averages are simply that – averages.

Alternative brands and grades may be acceptable in one situation, but not in another and, in specialised applications, there is a chance of warranty being voided should a premature failure occur and the lubricant in use is not what the manufacturer recommends.

It is important to note that some mixtures of oils can be indistinguishable from a third product that may not even be present in the plant or workshop.

Optimising service intervals

Oil analysis can be used to optimise service intervals. The keyword is 'optimise', not the phrase, 'how far I can push this oil'.

Let us use an earthmoving example. Going back about 20 years, there was a magical oil drain period of 250 hours. Almost all equipment manufacturers subscribed to this and it did not matter which make and model of engine, what piece of equipment the engine was fitted to, what the application of the unit was or where it was working. A particular engine could be fitted to a bulldozer, a front-end loader or a grader. The bulldozer, for example, could be dozing, ripping or even pushing a scraper. The unit could be doing final levels or building a dam, or it could be working in KwaZulu-Natal, Gauteng or the middle of the Kalahari Desert. It was a case of 'one size fits all'.

Obviously, there is room for machines working in light applications and good environments to have their oil-drain periods extended. However, this is an exercise that should never be undertaken without the aid of oil analysis. If you are going to extend your oil-drain periods, you need to know when the oil finally degrades to the point that it needs to be changed before it can do any harm (see text box on the right).

Be aware that optimisation could mean oil-drain periods may need to be reduced in severe applications or hostile environments. This represents an increase in cost in terms of oil usage, labour and machine downtime. With an optimal oil-drain period, however, hopefully the engine will last longer and the extra cost will be justified by the return on investment.

Avoiding unnecessary overhauls

Equipment overhaul is often dictated by an empirical time interval, be it kilometres, hours or calendar based. These intervals are usually derived from averages and historical data. If the average time to transmission failure is 10 000 hours, it makes sense to schedule replacement at this time.

The only problem is that averages are simply that – averages. The prescribed intervention interval will not cover premature failures; on the other side of the coin, some units will be overhauled or replaced when they still have useful remaining life.

Oil analysis can be used to help make these decisions based 'on-condition'. It makes sense to carry out as many non-destructive, non-invasive tests as possible, then make the repair decision based upon the data obtained.

If all the parameters appear to be within specification, there is no need to carry out the repair. Likewise, if the oil analysis results come back looking absolutely critical, early replacement may be recommended.

Avoiding loss of production

An oil analysis programme – or, for that matter, any maintenance activity – must be able to justify itself financially. The cost of labour and materials is fairly easy to calculate. Oil analysis detects a fault, a repair is scheduled, the parts are ordered and the manpower is made available to effect the repair. These are all easily quantifiable parameters and the cost of failure can be calculated if the problem had not been highlighted by the oil analysis programme.

But what would have been the impact on production if a production line had gone down for two days? What would the impact have been in a mining operation if a prime mover were in the workshop for a week? What would happen if a quarter of the buses were off the road over a holiday? What would be the repercussions for the company for not completing the job on time?

Although loss of production can be difficult to quantify accurately, it usually has the biggest impact on cost savings and provides the biggest benefit of an oil analysis programme.

Saving money

At the end of the day, it is all about saving money – making the organisation more profitable.

When all the individual benefits of an oil analysis programme are added up, they all serve to reduce operating costs and improve profitability. An efficiently run oil analysis programme should show a return on investment of at least 10:1. Now, where can you make an investment like that in this day and age?

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Diagnostic manager: WearCheck Africa

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Are you and your clients ready for the Waste Act?

The Waste Act places certain responsibilities and requirements on generators, collectors and recyclers of hazardous waste.

Every holder of waste that has been classified as hazardous is required to be in possession of a waste manifest document containing the relevant information specified in the Regulations for the waste.

Additionally all generators of waste classified as hazardous must complete a waste manifest document containing information for each consignment of waste transported to a waste manager. Finally waste transporters may not accept waste classified as hazardous for transport unless the waste manifest document accompanies the waste.

The Waste Manifest System

Information to be supplied by the Waste Generator:

- Unique consignment identification number (bar code);
- SAWIS Registration number in terms of the National Waste Information Regulations, 2010 (if applicable);
- Generator's contact details (contact person, physical & postal address, phone, fax, email);
- Physical address of the site where the waste was generated (if different);
- Emergency contact number;
- Origin / source of the waste (process / activity);
- Classification of the waste;
- Physical characteristic / consistency of the waste (liquid, solid, sludge);
- Quantity of waste in tons;
- Packaging (bulk, small containers, tank);
- Transport type (tanker, truck, container);
- Special handling instructions;
- Date of collection / dispatch;
- Intended receiver (waste manager); and
- Declaration (content of the consignment is fully and accurately described, classified, packed, marked and labelled, and in all respects in proper condition for transportation in accordance with the applicable laws and regulations).

Information to be supplied by the Waste Transporter:

- Name of transporter;
- Address of transporter;
- Vehicle registration number;
- Transport permit number;
- Declaration acknowledging receipt of the waste.

Information to be supplied by the Waste Manager:

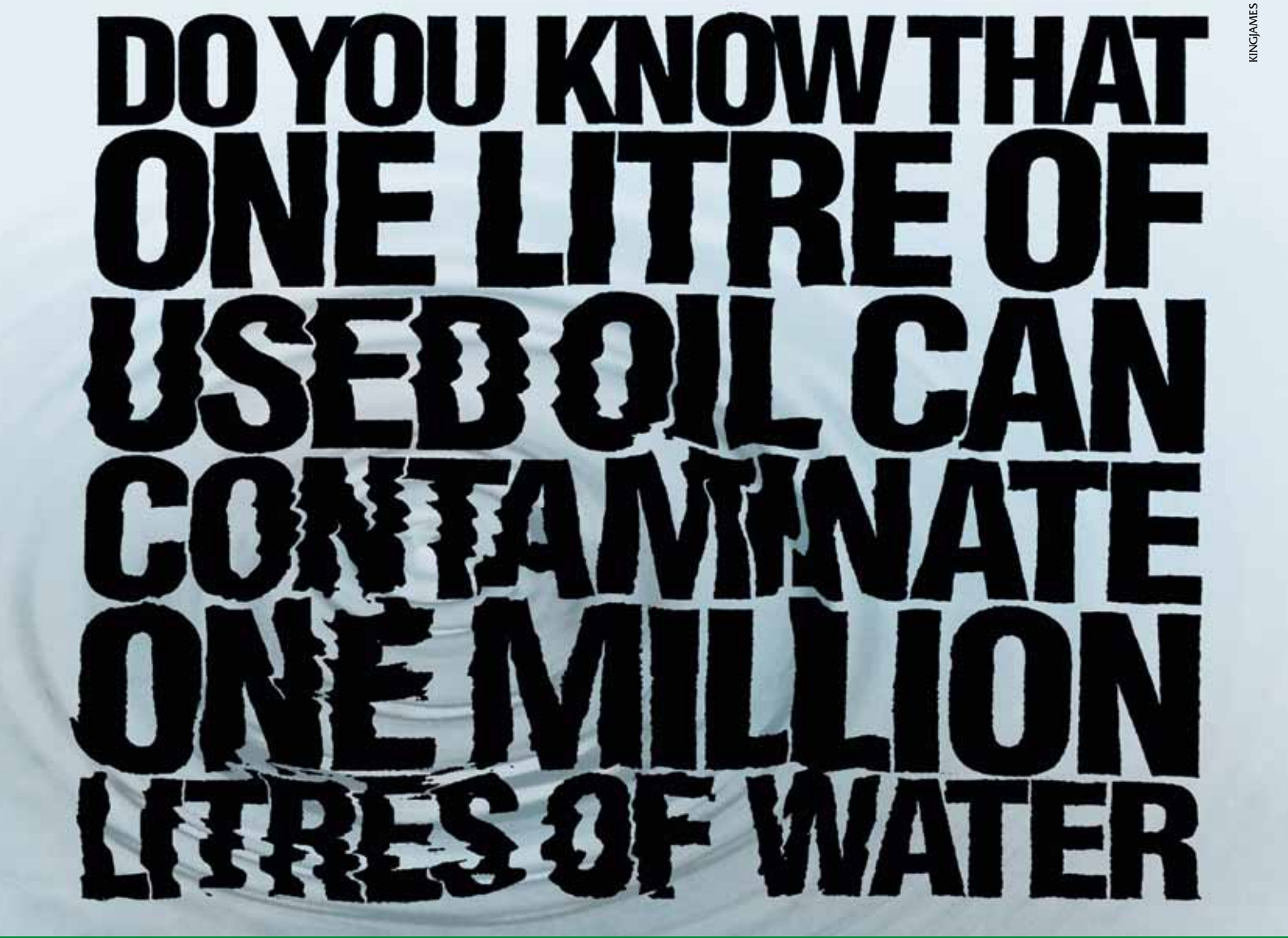
- Name, address and contact details;
- Receiving waste management facility name, address and contact details (where different);
- Waste management facility licence number;
- Date of receipt;
- Quantity of waste;
- Type of waste management applied (re-use, recycling, recovery, treatment, disposal);
- Any discrepancies in information between the different holders of the waste (related to waste quantity, type, classification, physical and chemical properties);
- Waste management reporting description and code in terms of the National Waste Information Regulations, 2010.
- Details on any waste diverted to another waste management facility, and details of the facility.
- Certification and declaration of receipt and final management of the waste.

What happens if you do not comply?

Strict penalties are to be put in place for anyone who fails to comply with the provisions of the regulations. These include either imprisonment (not exceeding 15 years), or an appropriate fine; or possibly even both a fine and imprisonment!

"The ROSE Foundation and NORA-SA will be conducting extensive training for all our members and collectors in order to inform and educate them on the hazardous waste manifest and the waste classification system so that they are all fully up to speed with what is required of them and their clients," explains Raj Lochan, CEO of the ROSE Foundation. "We are working closely with government to ensure that the used oil industry stakeholders remain compliant at all stages."

For more specific details read the draft regulations for waste classification and management.



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Back to the future

How will freight transport development in South Africa recover from political decision making in its commercial processes, and regain the dynamism of its private sector-driven origins?


ELB

The development of freight transport in South Africa has been a very short and dynamic process. From the first colony in the Cape in 1652, transport needs grew slowly with the spread of agriculture and the settlement of the interior.

The demand for freight transport was met – firstly by means of ox wagons and then as population and industrialisation increased – by a hectic 40-year period of railway construction and rapid expansion of road transport.

The first operational railway line from the Point to the town of Durban opened in 1860, and by 1892 the railway was operational from Cape Town to Johannesburg; the Maputo line opened in 1894; the Natal line to Johannesburg was opened in 1896, and the line from Cape Town to Bulawayo via Bechuanaland in 1897.

After the discovery of gold on the Witwatersrand in 1886, the growth of industry and the concentration of the population gave impetus to the need for imports, and rail freight transport accelerated rapidly.

It is particularly noteworthy that all the early freight transport initiatives were driven by private sector investors and businesspeople who recognised that economic growth and development was dependent on the availability of efficient freight transport.

The continual pressure from the local businesses in Natal and their representatives in the Legislative Council, for funds from the British Colonial office, was at times a source of friction and much correspondence, but once the railway was completed to Johannesburg, the coastal colonies began to reap the benefits of railway revenue and efficiency[1].

The nationalisation of the Cape and Natal railways by the respective legislatures was a direct result of the decision to place the assets under official control. The unfortunate corollary was the extension of political decision making in the commercial processes of the railways.

This was further exacerbated by the full nationalisation of South African Railways and Harbours (SAR&H) at the formation of the Union in 1910.

During the period 1910–1980, the government-controlled transport services in rail, road, air, ports and pipelines were managed by the Ministry of Transport Affairs, but were not part of the Department of Transport.

The nationalised monopoly supply of transport has long been recognised as a drag on the development of the transport system of the country and has badly skewed national transport policy. In fact, the *Hansard* reports and the newspapers of the 1930s record debate about proposed rail expenditures with dubious commercial rationale, but with support and horse-trading between political figures to build railways in their constituencies, as well as criticism of the official support for the defence of the SAR&H from private sector competition.

The Motor Carrier Transportation Act 1930 (as amended several times up to 1974) controlled competition from road freight transport, and the state monopoly limited investment and prevented competition in ports, pipelines and air transport. The basic principle of official policy was non-competition[2]. Throughout the past 100 years the private sector, miners, farmers and business owners continued to find ways to develop their own transport systems on road despite the official opposition to competition with railways.

Several enquiries (Newton Committee 1949, Marais Commission, Schumann Commission 1964) raised questions regarding the optimality of the situation where government officials were both players and referees, in industries as competitive as freight transport on land and sea.

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* The Political Landscape
* Green Options for the Trucking Industry
* Panel Discussion on the Carbon Tax
* National Treasury's view on Road Infrastructure Funding
* Panel Discussion on Funding Models for Road Infrastructure
* AARTO – Implementation and Rollout

For more information on RFA Convention 2012, contact Nkgokeng Phetla on 011 974-4399 or e-mail events@rfa.co.za

WITHOUT TRUCKS, SOUTH AFRICA STOPS!

In 1985, the National Transport Policy Study made recommendations to deregulate freight transport of rail and road to promote competition and increase the efficiency of supply of transport. The same study made recommendations to focus and improve regulatory efforts on ensuring the quality of transport operations. Failure to develop an effective road operator registration and control system left a wide hole in the application of operator quality regulation, which has still not been addressed 30 years later.

For the railways and harbours, the 'deregulation' meant that South African Transport Services (created in 1981) became a parastatal, quasi-autonomous company with one major shareholder – the Ministry of Public Enterprises (not the Ministry of Transport). The company was required to 'get competitive', become self-supporting, and shed non-viable social services (except for those to be subsidised by the government).

The immediate effect of deregulation of road transport was a rapid increase in the numbers of long-distance road freight hauliers entering the market

The management responded by restructuring, engaging the unions to achieve reduction of employment numbers (then 230 000 employees), shedding of services, closure of stations and halts, and introduction of containerised goods services (PX and CX). Strategy included reorganisation of marketing services in 'a new market-oriented approach' to challenge the surge in private sector road transport that resulted from deregulation[3].

Unfortunately, the foray into automated container express services in the PX system did not yield the efficiencies nor attracted the planned business volumes, and the policy of closing stations, goods sheds and sidings aggravated the decreasing accessibility of the rail services.

The immediate effect of deregulation of road transport was a rapid increase in the numbers of long-distance road freight hauliers entering the market. The removal of permit restrictions rapidly led to oversupply and fierce competition for high-value rail cargo and industrial bulk haulage.

The road freight industry responded by making representations to the Department of Transport (as 'its' transport authority), for increased carrying capacity for road vehicles.

The increase in the permissible legal axle loads for road freight vehicles from 8 200 kilogrammes per axle to 9 000 kilogrammes per axle was accompanied by further legislation to increase vehicle combination lengths (to 22 metres) and semitrailer length (from 12 to 14 metres), vehicle widths (2.5 to 2.6 metres) and vehicle height (4.1 to 4.3 metres). The bridge formula was changed to permit the full use of the new dimensions, which permit a 62-tonne gross combination weight (65 tonnes with 5% tolerance).

Then, allegedly at the request of the railways, in a belated attempt to cap the carrying capacity of the new vehicle dimensions, a limit of 56 000kg gross combination mass (GCM) was introduced – unrelated to bridge or axle load limits. The effect on the biggest long-haul combinations of capping the GCM at 56 000kg represented a restriction back to 8 000kg per axle for a seven-axle rig.

As predicted by the Research Unit for Transport and Physical Distribution Studies at the Rand Afrikaans University 2 (now part of University of Johannesburg), increasing the legally permissible axle mass loads would increase competition for long-haul rail cargo and move volumes from rail to road. This is due to the fact that larger road vehicles can transport cargo at lower cost per tonne/kilometre than smaller vehicles.

In fact, the combined effects of deregulation, increased cubic dimensions and increased carrying capacity greatly enhanced the competitiveness of road haulage and caused a rapid expansion of the road transport industry into what was previously high-value rail cargo (the extent of the modal switch was originally estimated to amount to about 35%).

This trend was exaggerated by the rapid increase in the manufacture and import of the products of tertiary industries and the fact that a large proportion of industrial and domestic cargo 'cubes-out' before reaching maximum weights (76% in the United States). The increase in vehicle cubic dimensions and the axle loads granted in the 1990s opened possibilities for reduced rates, and aggravated the transfer from rail to road, greatly exceeding the predicted 35% of general goods traffic then on rail.

The deregulation of the railways included policy revisions that relieved it from 'public carrier' obligations and committed it as a parastatal monopoly to pursue profit and self-sufficiency.

The need to be self-supporting led to strategic actions taken by the railways management to reduce costs and improve profitability by focusing on profitable operations. These actions included closure of sidings and stations, scrapping of rolling stock and locomotives, introducing minimum consignment sizes, limiting branch line services, and a general withdrawal of services for general and industrial cargo.

From 1983 to the present, there has been a concentration of railway operations as well as reduction and scrapping of equipment and facilities. By 2007, the locomotive fleet had shrunk from between 4 000 and 5 000 units to about 2 000 units (of which about 1 800 are believed to be fully operational), while the wagon fleet has shrunk from 180 000 units[4] to about 80 000 units. During the period, the general cargo carried reduced by more than 50% while bulk mineral cargo increased by the same amount.

The overall demand for general freight transport has increased exponentially since 1980, but the railways have substantially

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reduced their levels of general cargo hauled. Overall railway capacity has expanded minimally over the past 20 years, while the demand for industrial transport has promoted the growth of road haulage to approximately 180 million tonnes of freight on the major corridors and main provincial routes in 2008. While the world has seen the biggest bulk commodity boom in history, over the past 10 years, South Africa missed it completely due to its inability to deliver.

The number of heavy goods vehicles on most major roads increased by over 100% in the period 1980 to 2007. The combined effect of transfer from rail and the increasing volumes caused by economic growth means that road haulage has been increasing at about 8% per annum. The increase in general cargo is expected to reduce somewhat in the future and continue at about 4% to 5% i.e. at levels slightly higher than gross domestic product, but continued growth of bulk mineral exports by road can be expected if rail capacity cannot be improved.

In 2010, bulk exports of manganese through Durban amounted to 1.4-million tonnes and coal one million tonnes; at Richards Bay, exports of woodchip, ferro-chrome and other minerals provide a growing market for bulk road haulage.

The volumes of general long-haul road freight have held more or less steady since 2007 due to the world recession, but the tonnage of bulk goods on road continues to rise for lack of rail service.

The question that remains to be answered, when all the history has been described, is where to now?

Twenty-five years of post-deregulation management of the railways have grappled with the combined effects of labour policy, excess facilities and track, lack of finance and the limitations of the ageing infrastructure and equipment. The management has continued to focus on the major priorities of rail freight, bulk haulage of industrial and export commodities, to optimise the available capacity as far as possible. The organisation is locked into a policy framework that virtually guarantees the future continuation of the status quo, and only national policy change – not company management decisions – will alter the situation.

Without huge (and likely unaffordable) capital injections by the government, the services will decline further – but if there is massive capital expenditure, the resulting services will be priced out of existence. The solution is improved efficiency, which will not happen without changing the model and introducing competition.

Current capital budgets of R90-billion appear to be serious commitments, but they will not make significant impact on customer service.

A rough estimate of capital requirement for equipment to provide rail service for an additional 16.5-million tonnes of existing bulk commodities currently on road on the Durban–Gauteng line is approximately R40-billion for rolling stock – without fixed infrastructure upgrade costs.

The commissioning of some new locomotives in 2012 is good news, indeed, but with a fleet of two thousand 30-year-old locomotives, there is need for replacement of 200 per year, every year, for the next 10 years at about R35-million each.

Current planning, projects, spin, publicity and promotions are chiefly designed to 'prove' the efficiency of the existing situation and to promote continued government complacency that the railways, ports and pipelines lead the 'state-of-the-art' provisioning of transport services.

Nick Porée, Southern African Freight Transport Institute

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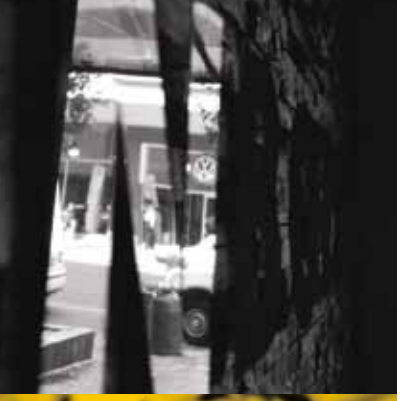

Q&A

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- **Funeral Benefits**
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  In the event of total and permanent disability and inability to work due to sickness or an accident, the Disability Benefits will be payable.

What amounts are contributed to the Provident Fund?

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How does the Employer submit standard monthly Provident Fund Contributions?

The process of submitting monthly contribution statements is as follows:

1. A deposit must be made into the Funds bank account and proof must be forwarded to your regional NBCRFLI office.
2. Completed/amended D-Forms must be forwarded to the Administrator via **www.nbcrfionline.org.za**

Note: D-Forms must be submitted online via **www.nbcrfionline.org.za**. Employers are requested to make use of the online system as manual submission will not be accepted.

Further information

To find out further information regarding the RFLIPF, contact your designated agent or look out for the new Road Freight and Logistics Industry Provident Fund brochure which will soon be posted on our website.

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VISION INT 0092-4B ROAD AHEAD

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The National Bargaining Council of the Road Freight and Logistics Industry (NBCRFLI) is proud to broaden its service offering to you through the launch of its new website, **www.nbcrfli.org.za**

The new site boasts:

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- Improved navigation

"Last year we focused on revamping the branding and visual identity of the Council," explains Joe Letswalo, CEO of the NBCRFLI. "In line with this revamp, we decided to also give the Council's website a facelift. Not only did we realise that our website needed a new look, but there was also a need for more comprehensive content that is easily accessible. We trust that our new site will better meet your Council-related information needs."

We encourage you to take a look at what our new website has to offer. Should you have any feedback or recommendations you would like to share with us, please email Karen Daniels on **karen.daniels@nbcrfi.co.za**

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VISION INT 0092-6A ROAD AHEAD

Boom or bus

Having been sent back to the drawing board in 2010 to revise its bus rapid transit (BRT) programme, the City of Tshwane (CoT) is finally getting its public transport act together and has issued a tender for a total of 100 articulated (18m) and 54 standard (12m) eco-friendly Euro V, low-floor buses for Phase 1 and Phase 2 as part of its integrated rapid public transport network (IRPTN) programme

The Tshwane project's first priority is to focus on BRT systems. According to the tender documents, and a CoT presentation during the recent Southern African Bus Operators' Association (Saboa) Annual Convention at the CSIR Conference Centre, two trunk corridors have been identified for implementation in three phases within the next three years.

The two trunk routes that are to complement rail services consist of: BRT Line 1 between Kopanong Station in Shoshanguve South to Pretoria Station; and BRT Line 2 between Mahube Valley Shopping Centre east of Mamelodi to Belle Ombre Station in the Pretoria central business district.

Phase 1 of the Tshwane BRT system is now earmarked for launch in 2014. It will consist of a dedicated seven-kilometre exclusive bus lane offering trunk line services with 20 articulated buses between the CBD and Hatfield.

Phase 2 of the system is to be implemented shortly thereafter and will run 27km of trunk line services between Wonderboom and Menlyn, with about 154 buses.

Phase 3 will then follow and run trunk services over 32km between Akasia and Menlyn. Thereafter, the full system will be completed and run between Kopanong Station and Mamelodi.

For each phase, associated feeder bus services will be provided as well.

Specifications

All buses are expected to have a lifespan of 15 years and have to conform with South African National Department of Transport BRT bus specifications, the CoT's own BRT bus specifications and appropriate South African Bureau of Standards specifications.

Furthermore, all buses must have a local content equal to a minimum of 30% of the value of the vehicles while bidders must provide a maintenance contract for the fleet and a full bus driver training programme for the two phases, which must incorporate the existing public transport industry members i.e. taxi and bus operators.

In addition, bus manufacturers are to state clearly and provide details of their selected subcontractors or suppliers e.g. body builders or tyre suppliers they intend utilising during the manufacturing process.

The driver training programme is to be a legally accredited South African programme. Details of the programme are to be provided by the bidder. Upon successful completion of the programme, each driver is to be awarded with the respective competency certification.

The 65-page tender document (contract: CB 38/2012), gazetted on 23 February 2012, envisages the procurement will be placed by April 2012 with manufacturing, testing and decommissioning to be accomplished during the June 2012–September 2013 period.

Operational pilot runs are scheduled to take place in November 2013 before the launch of Phase 1 Tshwane BRT operations in January 2014.

The buses are to seat a minimum of 51 passengers in 2x2 configuration, with standing capacity to be based on four passengers per square metre – space for two mandatory wheelchair bays and two dual-purpose wheelchair and fold-up seat allocation positions.

Engines specified must have at least six cylinders, and a turbocharger with intercooler. A minimum output of 180 kilowatts is required. The engine torque shall not be less than 800Nm (at between 1 200rpm and 1 600rpm) The operation of the transmission must be fully automatic. It must comprise a torque converter in combination with a multi-ratio gearbox. The transmission must incorporate an integral hydraulic retarder.

Each bus must be right-hand drive with power steering, and have three doors on the right-hand side of the bus for median boarding in enclosed stations, plus two doors on the left-hand side for emergency exits.

Numerous safety requirements have been specified, as well as provision for the fitting of audio, closed-circuit television cameras and ticketing systems.

The bus shall be fitted with a full EBS and ABS brake system; all wheels must have disc brakes, and all brake pad clearances must automatically adjust.

A fully electronic self-levelling air suspension system must be fitted to each bus. The suspension system must permit 'kneeling' at the front doorway and a 'suspension lift' setting to raise the bus over obstructions.

As the fare system will be closed, no onboard ticketing system is required. However, there may be a future need for onboard smartcard validators.

Each bus must be fitted with a fully automatic 'heat-cool' air-conditioning system. The system must be designed to maximise passenger and driver comfort.

The CoT has been working on its Integrated Rapid Public Transport (IRPT) plan since 2007, but it has not come off the ground until now. Construction of Phase 1 was to have started in 2010 in time for the FIFA World Cup™, but was put on hold by the Department of Transport and Treasury following concerns about the cost, affordability and route alignment. A dedicated project office operated by a project management unit (PMU) has been established in Hatfield, Pretoria, where all project information is centralised and work sessions and meetings are held.

Apart from the office of the project leader and project co-ordinator, the organisational structure for project management and control for the execution of all technical tasks allows for a number of work streams for which technical advisers and supporting staff are appointed. Work streams are as follows:

- Strategic systems planning
- Infrastructure implementation
- Business and financial planning
- Marketing and communications

All stakeholders are to be involved in the creation of the BRT system, with a BRT Stakeholders Steering Committee already having been formed in March 2010. These stakeholders will include affected bus operators, taxi operators, ratepayer associations and those representing people with disabilities.

In addition, the appointed bidder(s) will be required to attend project progress meetings as requested by the PMU.

The competition to supply the buses is likely to be heavy. At the Saboa conference, a number of bus chassis manufacturers – some of which will probably form a joint venture (JV) with a body builder such as Marcopolo or Busmark 2000 – indicated they would submit tenders. These include Mercedes-Benz, MAN Truck & Bus, Scania and Volvo.

It is possible that the tender may be awarded to more than one bus manufacturer or JV.

Of interest is that MAN Truck & Bus, which has entered the BRT market for the first time this year, has its own bus body building plant in Olifantsfontein.

Busmark now imports its own feeder buses from the United Kingdom for local completely knocked-down assembly.

Construction of the Tshwane BRT system from the CBD to Menlyn via Sunnyside and Hatfield is expected to start in July, according to Tshwane Executive Mayor, Kgosientso Ramokgopa.

Delivering his State of the City Address in March, he said the initial BRT route had been realigned in line with recommendations from national Treasury and the national Department of Transport, and it would serve residential areas more comprehensively.

Ramokgopa added that the Tshwane Bus Service was receiving urgent attention, as it would be used as a feeder and distribution service to BRT as part of the IRPTN. A demand study was under way to determine the number and positions of the stations, and this would be concluded by April 2012, he said.

The City of Johannesburg is moving forward with the 18km Phase 1B of its BRT project after the completion of Phase 1A, which connects Soweto with the city centre. The 17 bus stations between Noordgesig and Parktown are almost complete, said Executive Mayor Parks Tau in his State of the City Address.

On 29 March, the city released its Integrated Development Plan (IDP) and Flagship Programmes for the next five years, which are critical to achieving the outcomes of the Joburg 2040 Strategy.

Tau said the council had adopted an integrated planning and budgeting process that would see the city's new BRT system, Rea Vaya, being improved with the integration of rail, walking and cycling.

The focus of the next financial year would be to procure 134 so-called 'green' buses and establish a bus operating company for the affected operators.

The City of Joburg is expected to invest over R100-billion on infrastructure development and upgrading projects over the next decade.

Udo Rypstra

- Traffic conditions: Frequent stopping in high-density urban and suburban areas, plus longer distance limited stop services on roads – with up to 100km/h speed limit.
- Daily operating duration: 18 hours per day or up to 450km per shift. Buses must be capable of achieving this without the need to refuel.
- Maximum road gradient: 20% (one in five)
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- Average annual distance: 50 000km per year for the first 10 years, reducing over the remaining years

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Embracing the economic surge through shipping

The Namibian Ports Authority (NAMPORT) is catering to the region's needs

Namport (www.namport.com) is a state-owned entity founded in 1994 after Namibia's independence in 1990.

From humble beginnings as fishing harbours in Walvis Bay and Luderitz, the company has embraced the surge in the economies of the Southern African Development Community (SADC) in the past two decades. Today, industrial and commercial activities are the biggest industries in Walvis Bay with the port receiving more than 4 000 vessel calls per year and a container terminal capacity of 10 000 TEUs.

In the year 1998, Namport embarked on the first substantial expansion plan in 40 years by refurbishing the quays in Walvis Bay and deepening the port to -12.8 metres. This has subsequently been increased to -14m depth and the quay lengthened. A further investment in Luderitz was undertaken for a new cargo and container quay two years later. In the same year, Namport was instrumental in establishing the Walvis Bay Corridor Group which seeks to ensure sustainable cargo for the countries of the SADC region and provide the best means of access for their markets.

Namport has subsequently continued with ongoing equipment upgrades and infrastructure expansion in order to ensure capacities exceeding 5 million tonnes per annum and over 350 000 TEUs. Walvis Bay is recognised as a transshipment hub for the entire west coast of Africa serving the major container liners of the region in the most efficient and cost effective manner. Current major projects include:

New container terminal expansion taking capacity up to 1 million TEUs per annum

- Tanker berth for fuel handling
- Oil and Rig repair facilities
- Car Terminal for New and Used Vehicles
- Additional port facilities for bulk material handling

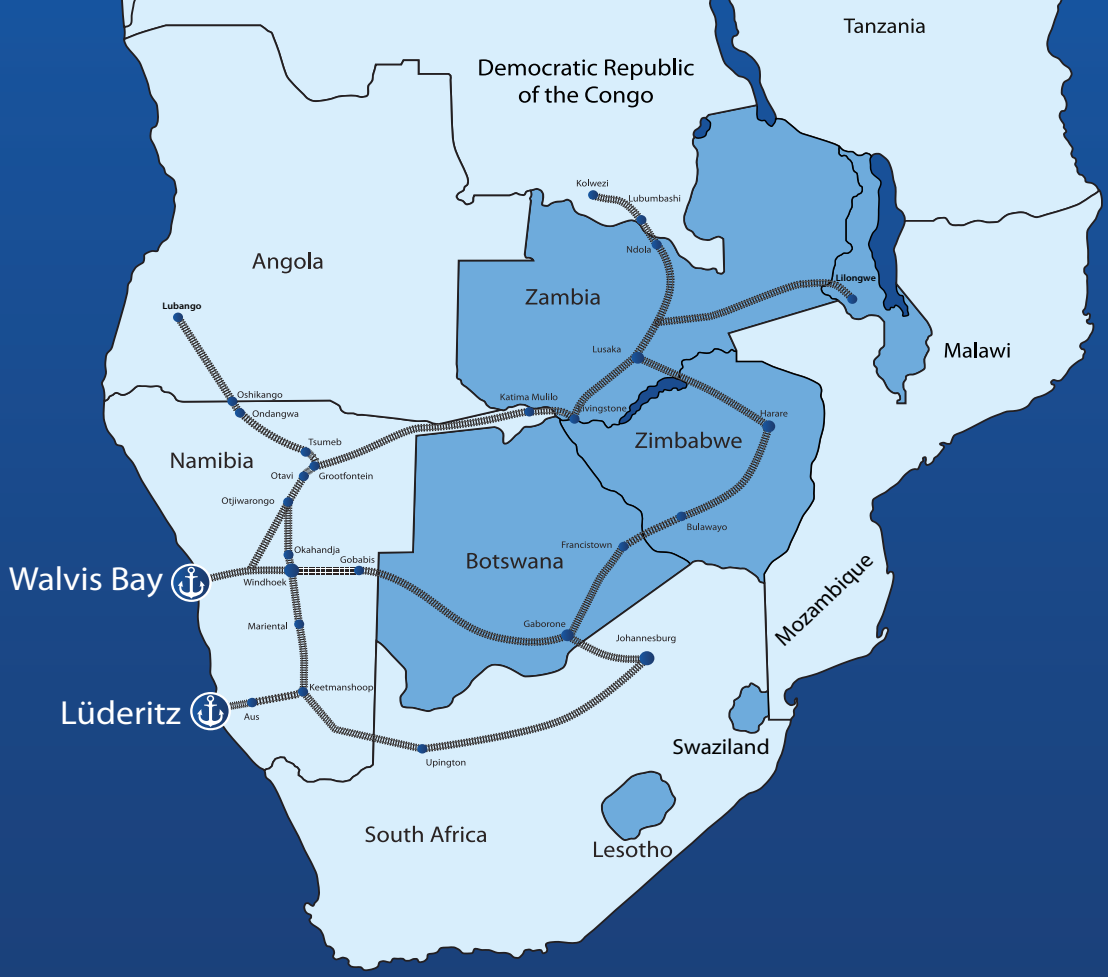
The Ports of Walvis Bay and Luderitz are positioned for the preferred access to markets in Zambia, Democratic Republic of Congo (DRC), Zimbabwe, Malawi, Angola and Botswana. These destinations are all well served by the following corridors established by the Walvis Bay Corridor Group (*www.wbcg.com.na*):

- Walvis Bay – Ndola – Lubumbashi Corridor serving Zambia, Malawi and DRC
- Trans Cunene Corridor serving Lubango in Southern Angola
- Trans Kalahari Corridor serving Botswana, Zimbabwe and the Gauteng industrial hub in South Africa
- Trans Oranje Corridor serving the Northern Cape mines and agricultural industries in South Africa

All these routes offer significant savings in time, costs of transport and security benefits to freight forwarders and cargo owners alike.

Namport continues to play a important role in facilitating these trade corridors to ensure improved border crossings, facilities and infrastructure benefits to transporters by engaging all stakeholders across all the relevant countries to ensure proper regional integration for the benefit of its customers.

The Port of Walvis Bay enjoys a reputation of efficient operations, competitive pricing, secure facilities and rapid turnaround of vessels with no congestion.



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Track and manage

Several decades ago, vehicle tracking was simply a standalone product that could not communicate with sophisticated fleet management systems – before the introduction of electronically managed engines equipped with the CAN

The Central Area Network (CAN) is basically the vehicle's own onboard computer that records and stores most of the electronic vehicle's information.

Some of the first vehicle tracking systems such as Netstar were introduced in the early 1990s when vehicle hijackings were rife in South Africa. They were used as basic tracking devices operating via radio and cellphone frequencies, but also through the more expensive global positioning system to locate the position of a vehicle after it had been stolen or hijacked.

In those days, there were standalone fuel management systems run by oil companies, standalone driver and vehicle monitoring systems (tachographs) and electronic route planning systems, among others, but the fact that they did not 'talk' to one another made fleet management a rather disjointed exercise.

Those days have passed. Today the integration of vehicle tracking, including route planning and route deviations, with vehicle and driver monitoring modules (incorporating vehicle maintenance), tyre management, voice communication, and actual signed delivery reports transmissible to the base station for invoicing, has made fleet management much easier.

In South Africa, two companies that stand for their integrated systems are Digicore (Ctrack) and MixTelematics, whose products can be used for any vehicle brand mix, while Daimler with its Fleetboard system is now making inroads – except that its system is fine-tuned for Mercedes-Benz vehicles only.

Hein Jordt, managing director of Ctrack Fleet Management, is not sure how many fleets are using Ctrack, "but we can state that we have in excess of 70 000 vehicles equipped with Ctrack running through our centralised hub environment. Over and above these, we have several big customers who opted to monitor their fleets of vehicles in their own IT [information technology] environment, which would add another 50 000 vehicles to the Ctrack list."

He says Ctrack is used in cross-border operations, and from South Africa vehicles can be monitored up to the Democratic Republic of Congo.

A basic requirement is information on fuel consumption, and most tracking systems are able to read the CAN J1938 protocol and report the actual fuel consumption as it is recorded by the vehicle. For example, by installing a Fuel Flo meter that also records fuel consumed, Ctrack can integrate with the meter and report the fuel consumed.

Ctrack can be integrated with several market-leading routing and scheduling applications.

Route planning and scheduling can report deviations such as late arrivals at destinations, or standing too long at a particular location. Ctrack can report, in real time, the deviations and alerts to the base station.

In addition, Ctrack has introduced an onboard navigation device known as cCom, which integrates with the Ctrack unit. This onboard navigation device provides a few key functions such as two-way hands-free voice communication and two-way text communication with the driver of the vehicle.

The operator of the vehicle can send a predefined location to the cCom device in the vehicle, and the cCom will navigate the driver to the designated location. Furthermore, planned and scheduled routes can be sent to the cCom, which will voice-navigate the driver on the planned route to the various stop points or delivery points.

The cherry on top is integration with third-party solutions such as barcode scanning or onboard weighing solutions.

CargoCarriers

Innovative supply chain solutions

Mercedes-Benz's Fleet Board system is a proprietary system that reads all the CAN information from the vehicle. Although Ctrack and other systems can also read the CAN J1938 protocol that Mercedes uses on its vehicles, telematics companies are restricted to reading certain information such as speed, revolutions per minute and fuel consumption, among others.

The FleetBoard transport management system enables distribution managers to plan jobs in a flexible manner and is currently used in over 200 trucking and Sprinter fleets in South Africa, according to Shirl Greig, a company spokesperson.

The messaging function and automatic transfer of structured job data to the vehicle facilitate communication with the driver. This is conducive to the comprehensive control of complex transport processes, from long-haul to distribution operations.

The FleetBoard package comes with a FleetBoard mapping facility that enables journeys to be traced in detail, including operations in border and urban traffic. Satellite images ensure exact visualisation of the vehicle's position and the route. A new vehicle positioning option at an extremely fast cycle rate provides the basis for such precision, recording the vehicle's position every 30 seconds.

The DispoPilot.guide to FleetBoard's range of cab terminals with a large seven-inch (17.8-centimetre) display represents an attractively priced entry-level model to introduce operators to its world of professional transport management solutions, providing assistance in job management and navigation.

The navigation system incorporates the latest truck attributes and additional functions such as a lane assistant and consideration of hazardous goods transportation in planning routes. Daimler claims FleetBoard enables substantial reductions in fleet operating and process costs. Fuel consumption and carbon dioxide emissions can drop by up to 20% by means of an economical style of driving, for example.

Not to be outdone, and in partnership with eFleet and MTN, Cargo Carriers technology division has introduced an integrated handheld ePod (electronic proof of delivery) service – and it is opening Africa to remote fleet and delivery control.

A fully integrated Web-based tool, ePod enables total visibility across the supply chain for fleet managers and subscribed customers alike. Beyond near-real time online tracking, ePod cuts debtor delays by transmitting signed proof of delivery the moment goods are received.

According to Cargo Carriers, the system has obvious benefits, but also verifies the order and times of delivery – improving management control of drivers and fuel consumption. Apart from eliminating the expensive paper trail, fewer goods are likely to be lost in transit, while debtor queries and debtor days outstanding are considerably reduced.

Udo Rypstra

Mercedes-Benz providing optimum service

FleetBoard ensuring a better fleet management solution

With rising fuel, vehicle and maintenance cost, and increased time pressures, fleet managers need to operate their fleets in the most economical and efficient way possible. FleetBoard from Mercedes-Benz is a world-leading telematics system that offers customers a safe, reliable and economical service to cut costs and to ease the fleet management function.

Value-Add products

As market leader, Mercedes-Benz Commercial Vehicles continues to play a leading role in providing innovative mobility solutions for our customers' to achieve maximum profitability and to responsibly exploit current and new opportunities in the transport industry.

"We achieve this, not only through the development of industry leading hardware but also through the provision of cutting edge products along the value chain; Our FleetBoard, CharterWay, TruckStore, AfterSales, Financial Services and Fleet management offerings, have become the products of choice of all discerning transporters," says Pascal Weiss, Manager Sales, FleetBoard, Mercedes-Benz South Africa.

"FleetBoard has been well received by our operators and we currently have over 200 fleets under contract. Significant fuel savings have been reported by customers equipped with the system, generally between 8 and 10% but some cases up to 15%," adds Weiss.

There are now two new products on offer:

FleetBoard Stolen Vehicle Recovery Services – a new service option. This service will also offer vehicle management data, and superior tracking.

Keeping up with current trends, a FleetBoard application is also offered on the ipad and iphone. We offer a new mapping conversion, with 30 second tracking and tracing including area monitoring all viewed using a topographic map.

"We have also launched a new driver training concept under "FleetBoard Professional Training" in conjunction with Mercedes-Benz Driver Training Services for all our commercial vehicle brands," adds Weiss.

"Our success with FleetBoard is shown with our customers as over the past two years, drivers have successfully participated in our International driver's competition – Truckermania in Germany. Last year, one driver attained 11th position and the other 25th; out of 9 000 drivers worldwide. Taking into consideration that the finals were in European driving conditions (driving on the wrong side of the road and sitting on the wrong side of the cab!), this is quite an achievement," concludes Weiss.

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Insurance is becoming more and more expensive every year. The cost of spares, led primarily by a weaker rand, increased claims frequency, caused by dense traffic congestion and a lack of skilled drivers and the high cost of new vehicles, have all contributed to an increase in insurance premiums for the fleet owner.

It is now more important than ever , for fleet owners to look at alternative methods to effectively manage the risks, associated with their vehicles. There are various options available in the market, that will have a significant impact on the client's overall cost of risk management and insurance specifically.

Deposit premiums
In certain circumstances the Insurer will allow the client to pay only 50% of the required premium. In the event of the client being able to control the frequency and quantum of his claims so that his claims fall within 65% of the reduced premium, he will effectively save the remaining 50% premium. If the claims exceed the above criteria then the remaining 50% becomes payable. This arrangement acts as an incentive to the client to develop and implement risk management procedures which will result in a reduction in claims and a saving in insurance costs.

Aggregate Excess Cover
If a fleet is of a sufficient size , and there are accurate claims records available for at least 3 years, a client can elect to self insure himself for these predictable claims. The immediate savings to the client will equate to approximately 35% as there will be no commission, admin fees or policy charges incurred on these expenses. For amounts that exceed the fund, conventional insurance can be purchased at significantly lower rates. To protect the initial fund from large one off claims, a "stopper" policy is purchased to cover claims in excess of a predetermined amount. Again this type of insurance cost is much cheaper than conventional insurance. Once again the underlying driver behind this option is effective risk management.

Fee versus commission
Traditionally brokers will earn a regulated percentage of premium as a commission. This commission covers the brokers cost of issuing and administering the policy, processing endorsements, arranging renewal terms and handling claims. In a portfolio with high value vehicles and an effective risk management program, this commission can in certain cases be excessive in relation to the brokers costs. In this type of situation, it would be abvisable for the broker to negotiate either a flat fee or charge the client a fixed fee per month and a variable fee for each claim, but subject to a maximum of the statutory allowable commission. Again the client can save money by mitigating his risks.

RTMS accreditation
RTMS stands for Road Transport Management System. This is a registered, voluntary, self regulating standard, that addresses various Risk Management aspects of the transport and haulage business, including , overloading, vehicle maintenance, driver behaviour and management's ability to monitor and control these aspects of their business.

Accreditation to this strict standard identifies the fleet owner as being serious about preserving our road infrastructure, reducing accidents and improving safety and efficiency levels. Audits take place on an annual basis to ensure continued compliance with the standard. Any Insurer who underwrites an RTMS accredited client, should thus recognize the advantages associated with this status, and give the client some form of financial advantage. This could be in the form of reduced premium or a better excess structure. Statistics are available to show how the frequency of accidents has reduced dramatically since the application of the RTMS.

Conclusion
In a fiercely competitive market, fleet owners should seriously consider revising their risk management programs and look for alternative insurance structures that could save them on the overall cost of risk management. At Indwe, we have a team of specialists who are happy to provide a review and evaluation of your business, with the objective of providing you with alternative solutions and options to your risk management requirements. We are also able to assist with the facilitating of RTMS accreditation.

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Freight intra-Africa

Over the past decade, sub-Saharan countries have hosted a number of summits, conferences and trade exhibitions at which the enormous economic growth potential of the region has been highlighted and discussed at length – but the obstacles have not changed much over the years

African leaders attending the African Union (AU) Summit in Kampala in 2010 observed that intra-African trade suffered in particular from inadequacies and inefficiencies of the region's road, rail and port systems. In fact, South African President Jacob Zuma, in his capacity as the AU's champion of road and rail transport infrastructure projects on the North-South Corridor, is on record as saying that Africa needs to mobilise more than $480-billion (about R3.8-trillion) over the next 10 years for infrastructure development.

Two years after the summit, the same obstacles are still dragged up, as recently at the first ever Truckers' Forum held by the Federation of East and Southern African Road Transport Associations in Sandton in late March, as well as at the Freight Intra-Africa (FIA) 2012 Conference at the CSIR Convention Centre in Pretoria a week later.

The two events coincided with the release of the latest report on the light manufacturing industry in Africa issued by the World Bank, which emphasises the sordid state of intra-regional trade.

Workshops held during the two conferences once again revealed that inefficient border posts, unharmonised customs, immigration and other time-consuming border post procedures, exorbitant fees, corruption, political conflict, lack of security, smuggling, willful overloading, unroadworthy vehicles, bad driving skills and unsafe roads are causing major delays in freight transport and lead to an escalation in overall transport costs.

There were a number of prominent speakers at the FIA conference who identified the economic opportunities awaiting Africa if the region could simply get its act together. They included Chris Hart, an economist at Investment Solutions and Hennie Heymans, managing director of Central Africa and Indian Ocean Islands for DHL Express, which has been making major inroads into the sub-Saharan freight market.

While they talked about the same pitfalls, they included the bad state of first-world markets and economies that would affect Africa negatively, but not as badly as the first world itself.

So were there any solutions provided?

It was South African Transport Minister Sibusiso Ndebele, in his opening address, who raised new 'initiatives' and expressed the need for new 'mechanisms' to promote intra-African trade:

"In the European Union, intra-regional trade accounts for almost 80% of their trade with the rest of the world and most of this trade is truck-borne. But in the case of Africa, intra-regional trade accounts for a mere 12%. So, for us to unlock the economic value of intra-regional trade, we need to ask ourselves: what is preventing Africa from trading with itself?" he put forward.

Besides all the other obstacles already mentioned, the question must be asked: is it a lack of political will as well?

It is only now, with the first-world nations and the developing BRIC countries (Brazil, Russia, India, China) looking at Africa as a mineral resources and investment haven, that Zuma and Ndebele appear to be making some significant moves to promote

intra-regional trade, even if it is merely from a South African 'gateway' perspective.

Obviously, the lack of a viable railway connection system from port to hinterland is negatively impacting on the region and has restricted landlocked countries from reaching their full potential.

Ndebele said the congestion at road border posts, the risky transportation of dangerous goods by road and the damage that is being caused to the roads by truckers was clear testimony of this.

It would be more cost-effective if bulky cargo and less urgent consignments were transported by rail. "This requires massive financial investment, and in South Africa we have already embarked on making this a reality," the minister said. "As the Department of Transport in South Africa, in the last two years we have embarked on a project to develop traffic flow optimisation plans through our major commercial border crossings. This is one of our contributions toward alleviation of border traffic congestion. During the 2013/14 financial year, we will begin to implement the recommendations emanating from this particular study."

Ndebele told delegates about "a range of initiatives, undertaken at various levels", to improve the regional freight logistics infrastructure to facilitate trade. He said the South African government had budgeted and approved R845-billion for infrastructure development over the medium term. A significant proportion, about R262-billion, of this investment was earmarked for transport infrastructure and logistics projects.

In addition, in line with the AU's prioritisation of the North-South Corridor between Dar es Salaam and Durban, the South African government would commit a huge proportion of the transport infrastructure expenditure on developing this corridor, one of the busiest in the region.

Ndebele added there was an ongoing initiative to develop the logistics hubs along the Durban–Harrismith–Johannesburg corridor. These would serve as key links to the North-South Corridor and ultimately service the entire region.

The minister then dealt with border posts, which constitute the bottlenecks in this scenario.

"Government is seriously concerned about delays and congestion at our key border posts, which threaten to reverse the gains in infrastructure investment," he said. "In most cases, the delays at the borders are caused by operational inefficiencies, which result in duplication in processes."

Roger Ballard-Tremeer, Angola–SA Chamber of Commerce

Cabinet was looking into establishing a 'mechanism' that would bring all border entities under one command-and-control structure.

"I believe this will go a long way in addressing the fragmentation in border operations," said Ndebele. "Of course, the ultimate vision is to create one-stop border operations to facilitate legitimate trade and travel across the borders."

In this regard, he referred to the new infrastructure at Kasumbalesa Border Post between Zambia and the Democratic Republic of Congo, as well as the Chirundu Border Post on the Zambian side. Work had also started at the Tunduma–Nakonde border post (between Zambia and Tanzania), while the Zimbabwean government had signed a concession agreement for the construction of new border post facilities at Beitbridge.

Ndebele criticised the traditional design and layout of South Africa's border posts, saying research had revealed "a very interesting pattern": almost all were flanked either by a mountain or a river. In addition, the road infrastructure at the border posts was designed in such a way that it served as a funnel, with narrow approaches that channelled all types of traffic to a single lane.

"This is a serious constraint that hampers traffic circulation in and around the border posts," he said, noting that it further posed safety risks due to the mixed filing of traffic. This is one of the sad legacies of the past, which sought to restrict rather than facilitate movement across the borders," the minister added.

Ndebele also criticised the location of truck stops. He said research showed there was a tendency to establish truck stops

Barbara Mommen, Maputo Corridor Logistics Initiative

and other similar facilities at the mouth of ports. "At one border post, it was found that there were approximately 10 truck stops, some of which were informal, within the vicinity of the port. They created serious congestion, including safety hazards just outside the border post."

He was equally concerned about the security of people, trucks and consignments. "This is why the government is looking into developing a mechanism to regulate truck stops, with the aim of prescribing minimum safety and security standards for truck stops. We also intend to prescribe the distance between the location of truck stops and border posts, as part of decongesting our borders."

Ndebele said that some of the infrastructure projects had been undertaken through public-private partnerships, due to lack of the required investment finance on the part of governments.

The investors now have to rely on the user-pay principle in order to realise a return on their investment. This has resulted in an undesirable increase in transit costs – the exorbitant fees for using the facilities at Kasumbalesa are a case in point.

He said the border post had been decongested at Kasumbalesa, but truckers were avoiding parking in the new facilities and were instead parking along the roadside on the approach to avoid charges. Meanwhile, the latest report on the light manufacturing industry in Africa issued by the World Bank claimed that poor trade logistics derail industrialisation in sub-Saharan African countries. The report showed transport costs add at least 2% to production costs in the manufacturing sector – leading to poor industrial development.

Higher port and terminal handling fees added at least 1% of production costs. The report stated that for Tanzania, insufficient storage capacity, poor container management and distorted profit incentives of the container terminal operator have led to severe congestion at Dar es Salaam, causing some shipping lines to drop the frequency at which their ships stop at this port, with one having dropped its route altogether.

A third was higher customs and technical control fees, which added another 1% to the production cost in the manufacturing sector. Lack of automation and a single customs window results in higher customs fees and delays, which compounds the African deficit in infrastructure by reducing turnovers of containers and ships, the report added.

The next factor was higher costs of documentation and letters of credit, which added 2% to production costs in the manufacturing sector.

Apart from poor trade logistics, the basic constraints halting industrial development in sub-Saharan African countries include financial constraints, limited skills, barriers to productive industrial land, and high input costs.

Solutions put forward in the report include the undertaking of concrete action to improve workers' skills, increase the number of skilled human resources and instituting a policy for harnessing industrialisation funds. Others solutions were improved port and transport infrastructure, harmonising and improving customs operations, facilitating easy control and access to land, and the removal of trade barriers, particularly the removal of import tariffs on industrial inputs.

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Crossroads leadership gears up for a new era

A new structure to slash lead times and costs for clients

In March, 2011, Crossroads came to the strategic realisation that the market was not being served well by traditional logistics offerings. Increasing rates of change, and difficult to forecast demand patterns had meant that speed and reactivity needed to play a more central role in the planning of supply chain solutions.

Crossroads have since repositioned themselves as a logistics solution provider, with the DNA of their courier business, SkyNet, being central to their ability to deliver anywhere in South Africa within 24 hours. This level of reactivity, combined with a remarkable cost consciousness has seen Crossroads win some impressive business over the last 6 months.

Of course, as they say in the business classics, structure must follow strategy. And Crossroads have true to form, announced far-reaching changes to their structure to ensure that the organisation is enabled to deliver on its promises.

Abe Uys, formerly Executive Director of the Crossroads Distribution business assumes responsibility as Chief Operating Officer of the group, including its courier and Express Parcel business SkyNet. Ken Light, who was the Executive Head of SkyNet, has been appointed Chief Business Development Officer for the group, with responsibility for new business development, logistics solutions development as well as sales and marketing. In addition, Eugene Swanepoel, who previously held the position of Gauteng Regional Manager at SkyNet, has now been appointed SkyNet's General Manager.

"In an information age of consumerism and globalisation, product life cycles are getting shorter," says Uys. "Demand cycles are up and down, and goods need to go from research to the shelf in much shorter time spans. Inventories need to be managed at leaner levels, and will need to be distributed faster. The goal posts are continually shifting."

Uys has been in the transport industry for over three decades and is one of Crossroads' founding members. As a member and former chairman of the Road Freight Association, Uys has the skills, experience and insight needed to ensure that the Crossroads operations perform at high levels of reactivity and reliability.

According to the independent Supply Chain Intelligence Report, "planning and forecasting" is regarded by South African logistics managers as the single biggest challenge in efficient supply chain management. This challenge can only be properly addressed through increased visibility, better flexibility and improved reactivity along the supply chain.

"Optimising the supply chain positively impacts cash-to-cash cycles, customer service, loyalty, and ultimately sales," says Ken Light. "While cutting the cost of logistics is important, the ability to react quickly to demand is fast becoming the Holy Grail of logistics practice."

Ken Light, who has over 24 years in third-party logistics counts himself fortunate to have garnered his experience at two of the country's most influential parcel delivery businesses.

Together with SkyNet, Crossroads has one of South Africa's most impressive invested distribution networks, with over 35 hubs countrywide and 800 vehicles delivering to over 450 towns on a daily basis.

"We have combined our capabilities, qualities, skills and technology to facilitate high-quality, rapid and cost-effective solutions – repositioning ourselves in the marketplace as a collaborative supply chain solutions provider, as well as being a first rate transport provider and an express parcel courier," says Gerhard van der Horst, Crossroads CEO.

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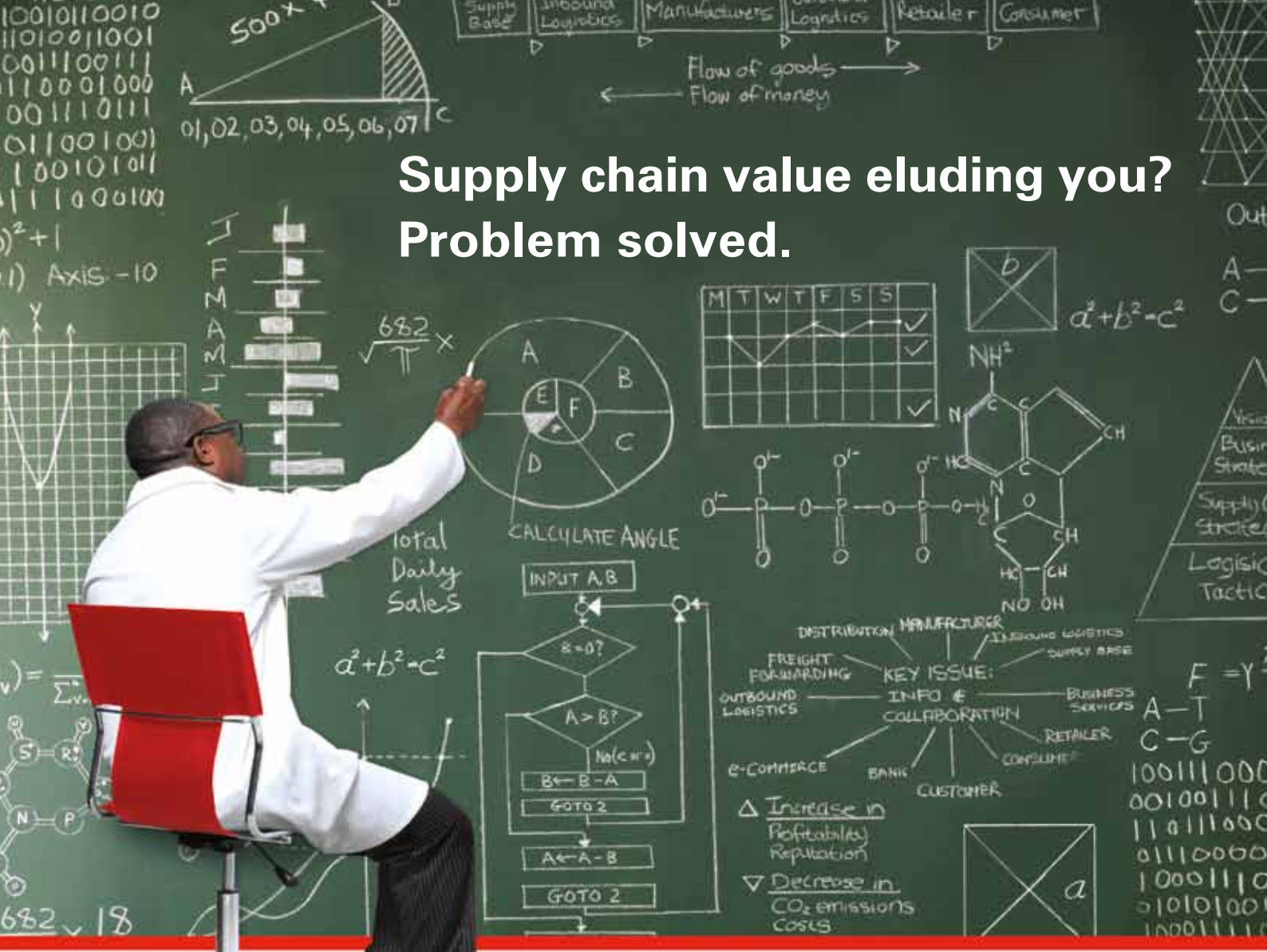

Economic cycles are increasingly unpredictable. Demand cycles are in a constant state of flux. The goal posts are continually shifting as pressure intensifies on supply chains around the world. This rapidly changing environment demands visibility and flexibility, agility and speed. Our solutions can help you create competitive advantage. As a specialist logistics services provider, Crossroads has the network, the experience and the capabilities to reduce your lead times, increase your reactivity and continually improve your supply chain.

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Road Freight Transport and Skills Development

TETA Road Freight going the extra mile

Road transport in South Africa continues to play a huge role in the growth and development of our national and local economy. The CSIR's latest State of Logistics report, however notes a decline in trade volumes brought on by the global recession; which also occurs in the context of an 85% increase in the use of South African secondary roads as freight routes.

The CSIR study also notes that while the country's primary road routes are well-maintained, they are also operating at or beyond capacity due to the freight mode imbalance, estimated at 85% to 15% in favour of road. Other challenges that continue to face the industry include a decline in infrastructure investment as well as the issue of toll fees, forcing trucks onto secondary roads. Arguably however, the biggest challenge is brought about by a shortage of skilled workers in the sector.

Skills shortages

With around 50% of the current skilled driver workforce aged between 45 and 55 years, a retirement age of around 60 and very few new young drivers coming into the industry, the situation with regards to capacity and skills development is parlous. Among the chief reasons for the scarcity of younger drivers in the industry are working conditions, one of the issues raised by transport unions in the recent negotiating window. Long hours, fatigue, and poor on-road conditions all cause needless injury and fatalities.

Skills shortages are also faced by the technical, administrative and management departments of transport operations. Whether it's a Code 14 driver or diesel technician that is required, both need at least a Standard 8 school certificate, but also need to show an aptitude for the special skills needed to pilot an articulated truck and/or service a diesel injection unit. In this hi-tech era, most school leavers are unaware of the levels of technological sophistication driving the transport business.

TETA's Response to Challenges faced by Industry

TETA is working with industry to resolve these challenges, and in particular, issues around skills. TETA thrives on partnerships with industry to provide learner workplaces which are facilitated through partnerships with industry training structures, the National Bargaining Council; as well as via engagements with strategic sector partners, including the Department of Transport and state-owned enterprises.

TETA is also engaging with public and private FET & HET institutions to ensure alignment between what industry requires and what colleges produce. TETA is also embarking on qualifications mapping to create new training programmes in the freight industry and to update current qualifications. In this way, we can create "fit for purpose" programmes that will best meet the skills demands of the Transport sector.

The NSDS 3 is very specific on some of the areas that need to be addressed and TETA is well positioned to address these through the partnerships and MOUs already signed. TETA also runs career exhibitions, partnering with provincial governments to expose high schools learners to careers in transport.

NSDS 3 also focuses on the need for institutional-learning, linked to occupationally directed programmes. It promotes the growth of FET Colleges in order to address national skills needs.

Better use of workplace skills programmes is encouraged as is the use of worker-initiated training initiatives.

TETA is currently offering Discretionary Grants in the following, aimed to also address the skills issue:

- Workplace Experience
- Internships
- New Venture Creation
- Learnerships on Scarce and Critical Skills

For more information contact www.teta.org.za

Leading Skills Development in

Vision

TETA *the Heart of Skills Innovation*

Mission

We provide an innovative Quality Assurance and Skills Development Framework by our motivated competent people, in a cost effective manner to exceed stakeholder/government SLA and requirements

Driving Force

Together with enthusiasm and trust we accelerate and advance skills development

TETA supports transport in eight sub-sectors:

- ⇒ Aerospace
- ⇒ Forwarding & Clearing
- ⇒ Freight Handling
- ⇒ Maritime
- ⇒ Rail
- ⇒ Road Freight
- ⇒ Road Passenger
- ⇒ Taxi

Contact us for more information:

Gauteng	011 781 1280
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Small Business Development Strategy

You may be eligible for support under this strategy.

Are you one of the following::

SME: Small & Micro Enterprises employing less than 50 employees.

Non-Levy Paying Enterprises (NLP): Organisations exempt from paying skills development levies with less than 50 employees.

BEE organisations: Black owned organisations (as outlined in the BBBEE Codes of Good Practice) and employing less than 50 employees.

If so, APPLY NOW…

Funding: you can submit multiple applications, but they may not exceed R15 000 in total per annum. Success will depend on budget availability

How to Apply:
Applications can be made using our SME template available from TETA and faxed, e-mailed or hand delivered to the Chamber in which you are affiliated.

Applications are considered on the 25th of each month.

You will be notified of the outcome by the 7th of the following month.

If approved, you'll receive a Certificate of Approval.

Disbursement:
You will be paid in one of two ways:

- Paid in full on completion of the training; or
- In two parts—50% payable when your learners register and the balance on completion.

Training to be completed within twelve months

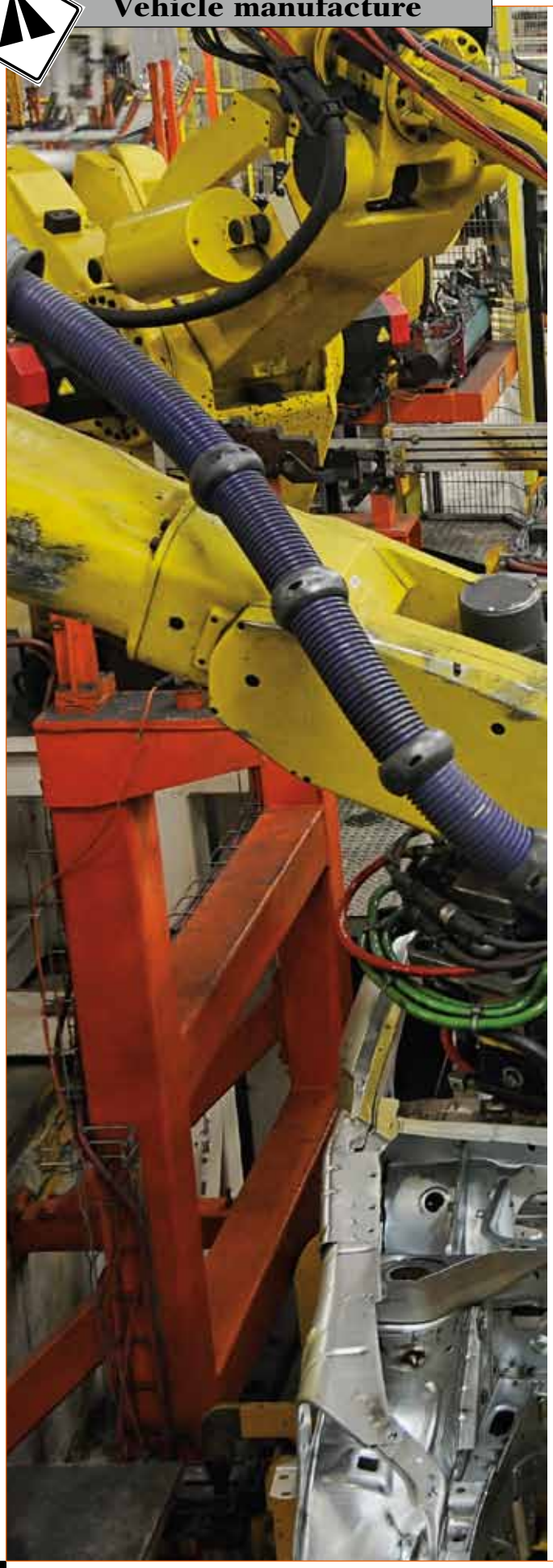
Support for Skills Development Forum's

TETA will be running SDF Forums in April and May across all Provinces. Amongst other things, they will address:

- Mandatory Grants and Discretionary Grant Criteria
- Small Business Development Strategy
- 2012 Version of OFO Codes
- Updates on QCTO

Skills Development Dept. Key Dates:

- Implementation Report 2011/12 – 30 June 2012
- Workplace Skills Plan 2012/13 – 30 June 2012
- Reporting guidelines are available on the website and the SMS (Seta Management System).
- Mandatory Grant & Discretionary Grant Criteria: Contact us or visit our web site



Asian market

SA loses out as truck makers look at East Africa to set up assembly plants

The interest of Asian commercial vehicle manufacturers to set up assembly plants in East Africa is increasing, with China-based Sinotruk being the latest manufacturer expressing an interest in establishing a plant in Tanzania.

Japan's Toyota and India's Tata are other vehicle manufacturers that have announced plans to set up assemblies in neighbouring Kenya as they seek a new gateway to the East and Central African (EAC) market.

The EAC market alone is emerging as a major consumer of goods and services, boasting 126-million people with rising incomes.

If Sinotruk does set up a plant, it will obviously increase competition between China, the Far East and Western nations for business in the region, although one European manufacturer, MAN SE, could score from its existing joint ventures with Sinotruk and Force Motors of India, which manufactures the MAN CLA truck range.

Both MAN of Germany and UD Trucks (formerly Nissan Diesel) of Japan are aggressively targeting the African market from their subsidiaries in South Africa.

Already in the process of setting up a Sh1.2-billion plant in Nairobi, Kenya is China's Foton, which is expected to assemble about 10 000 units of prime movers, tippers, buses, pickups, and light commercial trucks per year.

Sinotruck, in which MAN SE holds a 25% stake, showed interest in building a plant in Tanzania after an invitation by the Tanzanian government to set up a plant in Dar es Salaam. That Sinotruck is interested was confirmed recently by Liu Xinsheng, the Chinese ambassador to Tanzania. According to East African newspaper reports, Liu told Tanzanian president

Jakaya Kikwete at a function that Sinotruck took the invitation 'seriously' and presented the president with a Howo truck model as a symbol of commitment.

Currently, Sinotruk sells most of its products to developing regions such as the Middle East, Southeast Asia, Africa and South America, according to Ma Chunji, the company's board chairperson.

Howo is a leading Sinotruk brand while Sinotruk is part of the China National Heavy Duty Truck Group (CNHDTG), located in Jinan City, Shandong Province. It averages sales of between 500 and 600 heavy duty trucks to Tanzania per year.

CNHDTG sold nearly 200 000 heavy-duty trucks last year, an increase of 68% over 2009, according to statistics provided by the company.

According to the Sinotruk website (*www.sinotruck.hk*), Sinotruk is planning to build three completely knocked-down (CKD) assembly facilities overseas, but the site does not mention the countries by name.

Last year at the Shanghai auto show, Sinotruk unveiled the first model of a new brand co-developed in a joint venture with MAN SE – the Sitrak T7H, a heavy-duty truck of which production began late last year. Domestic sales of the Sitrak T7H in China were due to start in the first half of this year and exports to developing countries in the later half.

Sinotruk is well-known for developing and manufacturing the first heavy-duty truck 'Huanghe' brand vehicle model JN150 in China in the 1960s. Since then it has introduced other major products such as the Howo, Sitaier King and Sitaier series.

Sinotruk started selling into East Africa in 2010 via the Africa China Motor Group (ACMG), which uses Nairobi as its regional office for East and Central Africa as well as Southern Sudan.

ACGM won the exclusive rights to sell Sinotruk vehicles in 2009 and has invested over Sh400-million in the venture.

In East Africa, imports of CKD units for local assembly are zero-rated compared with a 25% import duty on completely built up (CBU) vehicle imports. Foton recently announced it was setting up its plant to avoid paying the 25% import duty on passenger and commercial vehicles. Its low-cost products will allow it to compete with more expensive Japanese and European brands such as Mitsubishi, Nissan, Mercedes, Iveco and assemblers such as Thika-based Kenya Vehicle Manufacturer (KVM).

KVM, along with the Association of Vehicle Assemblers Limited of Mombasa and General Motors East Africa, recently came under the spotlight for possible collusion in anti-competitive market practices linked to sale of overpriced goods.

The Foton assembly plant is expected to be complete by May 2012, creating more than 100 direct jobs.

Foton has signed a dealership agreement with Marshalls East Africa, eager to exploit increased activity in the construction and trade sectors and rising demand for light commercial trucks.

Another Chinese vehicle manufacturer, Chery Automobile, deems the slight difference between the duties payable on CKD and CBU vehicles in South Africa as a disincentive to local investment.

Chery vice president and management board director, Zhou Biren, recently told *Business Report (The Star)* that the difference of 5% in South Africa between the duties made it difficult to justify investing in a manufacturing plant in South Africa.

Chery is in the process of investing $400-million (R3.05-billion) in a motor manufacturing plant in Brazil, expected to start production at the end of next year.

However, yet another Chinese manufacturer, First Automobile Works (FAW), has taken the bold step of starting construction of a new R200-million truck assembly plant in the Coega Industrial Development Zone. It will have a production capacity of 5 000 medium- and heavy-commercial vehicles a year and is expected to start operating at the end of next year.

The plant is to be funded by the China–African Development Fund and the Chinese FAW group, through FAW South Africa. The latter is a joint venture between the Chinese manufacturer and a local company.

FAW South Africa has been selling trucks in South Africa since 1993 and currently has 18 local dealerships. It is due to launch a new range of passenger cars and light commercial vehicles in South Africa soon. This will include the CA 1020 mini pickup range, available in single and double cab version and a mini panel van that has seating capacity for six to eight people.

Udo Rypstra

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UD TRUCKS LAUNCHES NEW GENERATION QUON EHCV RANGE

14 Variants with Manual & Automatic Transmissions Introduced to SA Market

UD Trucks Southern Africa has launched the new generation of its Quon Extra Heavy Commercial Vehicle Range (EHCV). The range, consisting of 14 model derivatives intended for South Africa, will be introduced to the local market from March to August 2012.

The local company is also responsible for UD Trucks' exports into 12 countries in sub-Saharan Africa, and both right and left hand drive variants will be introduced into the region according to each territory's market requirements.

All new Quon trucks sold from March 2012 will also be accompanied by UD Trucks' new Managed Maintenance initiative – an industry first in South Africa. Through Managed Maintenance, UD Trucks provides the company's complete management and overseeing of all repairs and service costs on behalf of its customers.

Johan Richards, UD Trucks Southern Africa's CEO, explained that with the launch of the new range, the company aims to increase its market share in the EHCV segment to 12%. "In addition, as the country's top truck exporter, we are targeting an expansion of our current volumes into our export territories," said Richards.

In 2011, the local EHCV segment grew by 35.41% year-on-year to 11 503 units, with UD Trucks securing a 9.4% market share. The company anticipates this section of the market to reach a total of 12 932 units in 2012 – a forecasted growth of 10.96%.

Richards said that UD Trucks has increased the number of Quon variants to cover more sub-segments within the EHCV market to meet market and customer demands.

Testing & Development

The launch of the new generation Quon is the result of years of meticulous research and development. Tailor-made for South African road and operating conditions, the models launched locally are also the culmination of extensive customer feedback and local engineering trials.

Focus areas included driveability, the transmission systems and overall economy, and after thousands of kilometres of testing, UD Trucks believes the new Quon range also adheres to stringent local requirements.

Engine

All the models in the range have been fitted with the GH13 series, which was developed by UD Trucks using Group engine technology. The UD Trucks GH13 engine is a 13-litre in-line 6-cylinder turbo-intercooled engine. This is a EURO3 engine that offers a more environmentally friendly option as it decreases an operators' carbon footprint.

According to Richards, the new engine is a more efficient unit and as there is only one engine range in the series, fewer parts are required for stockholding purposes, resulting in more cost savings for customers. "The unit also boasts a flat torque curve which means less engine fatigue, particularly during uphill hauls," said Richards.

Transmissions

One of the strength of the new Quon range undoubtedly lies with the transmission. A selection of manual and automatic transmissions has been employed across the range to suit a range of applications.

There are three manual transmissions; the MTS75D 7-speed, the MPR90A 9-speed and the VO514B 14-speed. Only the manual boxes are synchromesh-type and features power shift, whereas the AMTs are non-synchromesh-type with improved PTO capabilities and innovative protection devices. There is also overrun protection on the 9 and 14-speed gearboxes, as well a planet gear with range lock function on the 14-speed transmission.

The automatic gearboxes were specifically developed to improve safety, overall economy and to offer the operators easy driving capabilities.

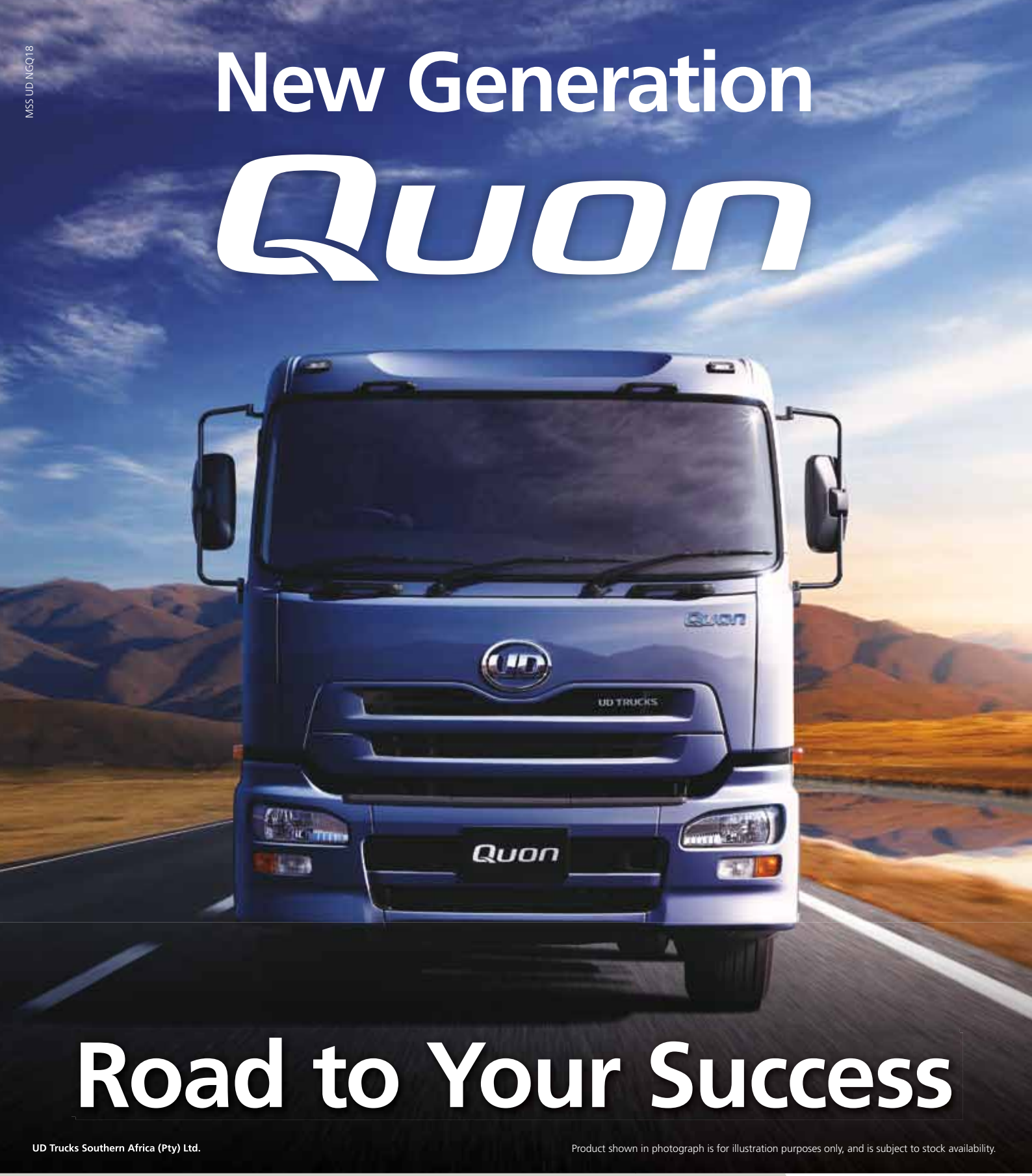
Chassis & Suspension

The chassis packaging of the new Quon range was rearranged to achieve more commonality and uniformity across the range. Improvements made on the chassis packaging include a lighter catwalk and, a lower 5th wheel height on all 6x4 truck-tractors with mechanical suspension.

A special off-road chassis packaging has also been introduced on all models to suit the country's unique operating conditions. This includes uprated front axle ratings, heavy duty front suspension and stabiliser, radiator protection, as well as a higher repositioned exhaust silencer and fuel tanks.

MSS UD NGQ18

New Generation Quon



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