

Road Ahead

4th Issue 2012
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Transport
on the move



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Tourism

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“We are happy with what we look at when we open our engines.”

Piet Potgieter
Technical Manager
Cargo Carriers



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Transport on the move

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CAPE MEDIA

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Logistics & Transport
South Africa



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road ahead

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Transport on the move



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Transport on the move

Ed's Note

Tough times ahead

With rising fleet fuel costs now at about 40% of overall operating expenses, vehicle manufacturers have left no stone unturned in their attempts to mitigate these costs by producing more cost-effective long-haul trucks and coach touring solutions which will not only be friendly to the environment, but directly boost fleet profitability by reducing diesel consumption and thereby, the total cost of ownership.

Part of these costs includes ever-increasing labour costs forced through strike negotiations, steep toll fees, carbon tax on emissions, green levies on tyres and a number of other fleet management costs.

Choosing the right vehicle (for the right job) is becoming even more of a science than before.

Moreover, with newer, cleaner fuel to be introduced by 2017, one also has to think of what vehicle trade-in values and replacement costs will be in the not too distant future.

All these and other aspects of fleet management are addressed in this issue of *Road Ahead* as well as the road versus rail, or rather, the road *and* rail (inter-modal) debate as Transnet Freight Rail and the Passenger Rail Agency of South Africa gear up to spend billions of rand on new rail and rolling stock infrastructure.

As we went to press, wage negotiations and the inquiry into e-tolling were still in progress and outcomes were unclear, except for one thing: the assault on the profitability of big and small fleet operators will intensify.

But when the going gets tough, the tough get going.

Let's hope that maintenance and the road worthiness of commercial vehicles will not suffer as a consequence of operators taking short cuts in these areas, as it could lead to loss of life and limb, as well as enormous damage to property and fleet reputations.



Udo Rypstra
Editor



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Cruising to cleaner fuel





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South African top tour and inter-city coach operators operate world-class, semi-luxury and luxury coaches that are safe, reliable, comfortable and efficient, except for two things, they are thirsty for cleaner fuel and need to be well looked after

Annual bus sales in South Africa, which hit a record high of 1 556 in 2010 when the country hosted the Fifa World Cup soccer tournament, seem to be slowly recovering from what looks like a massive dip to around 986 units sold last year. In 2010, Mercedes-Benz was the market leader with sales of no fewer than 697 buses and semi-luxury and luxury coaches. Most of them were utilised during the tournament.

Annual sales of semi-luxury and luxury coaches have traditionally constituted no more than 10% of total bus and coach sales, thus the country is still sitting with many coaches of not even three years old. The fact that the Passenger Rail Association of South Africa (PRASA), owners of Autopax and Translux, had to lease out its under-utilised Autopax coaches to existing and emerging operators explains why less than 1 000 buses and coaches were sold last year.

Dr Dirk Ansorge, who took over as brand manager of the bus and coach division at Mercedes-Benz last year, is well placed to speak about the quality of coaches available in the country as he often travels to Europe and the Americas and is very familiar with the products available in the local market, including those of Mercedes-Benz competitors.

He holds a masters degree in mechanical engineering from the University of Munich and has five years practical experience as a research associate for Machine Tools and Industrial Management, where he led various specialised projects in logistics, industrial management and software engineering until 2000 when he joined Evobus in Stuttgart.

After initially doing similar work involving the Citaro city bus service and Mercedes-Benz and Setra coaches, he was promoted to manager of product planning (integral buses and coaches) for Daimler Buses Europe and North America in 2003. In fact, he was responsible for the product planning of the company's new generation buses and coaches for the European and United States markets.

He recalls that one of the most rewarding experiments was learning to understand customer needs, certain market requirements and then transform these ideals into a concept, and an actual product.

Mercedes-Benz coach chassis are very much sought after by leading tour and intercity coach operators in South Africa. Dr Ansorge revealed the current state of the market, specifically with regard to safety issues in an exclusive interview with *Road Ahead* magazine.

How big is the South African market in terms of semi-luxury and luxury buses/coaches and ou tell us what market share does your company have?

We expect the total coach market for 2012 to be around 50 to 60 units. This is mainly due to the effects of the Soccer World Cup buses (460); The market has still not recovered from this high intake. We expect that the 'normal' coach market should be around 100 units per annum.



*Dr Dirk Ansorge,
Brand Manager,
Bus Division at
Mercedes-Benz*

Do you think that South African tour operators are offered the best there is in terms of semi-luxury and luxury coaches?

Yes, they are offered the best available in terms of chassis and body offerings within the limitations of the country's infrastructure but, for instance, we need to introduce the superior Euro V products due to the lack of clean fuel (50ppm).

Is the market for large coaches declining in favour of smaller vehicles for smaller touring groups?

It is just the opposite. The market is increasing in favour of big coaches (50 plus seats) and we are starting to see signs of the market returning to normal levels. There will always be a strong need for coaches in this country due to the (intercity) distances that need to be travelled.

Is there any demand for fully built up, imported coaches from overseas? If not, why?

Generally the market calls for Completely Knocked Down (CKD) kits for both chassis and body. This makes it more affordable to the traditional suppliers and customers. We do, however, see a slight demand for Chinese and Indian products that are supplied in smaller volumes and fully imported – this is mainly due to their price advantage, the smaller volumes also do not warrant them setting up local factories.

There's only one way to drive the well-being of the road freight and logistics industry. Through powerful partnerships.



HIV&AIDS, sexually transmitted diseases, and other debilitating illnesses all pose a threat to the stability of the road freight industry. Ensuring a strong and healthy workforce, however, requires the joint efforts of all the key stakeholders. In recognition of this, **Trucking Wellness** was established in 1999 and for the last 20 years has played a vital role in keeping the wheels of the industry turning by providing healthcare and support services to the road freight industry.

Backed by powerful business, trade, healthcare, government and key unions, **Trucking Wellness** has to date provided 22 Roadside Wellness Centres strategically positioned along major national routes within South Africa. These are complemented by a fleet of well-equipped Mobile Wellness Centres that reach beyond the drivers into the workplace.

Trucking Wellness takes a holistic approach in its quest to ensure a healthy workforce. It encompasses far more than HIV&AIDS and provides a wide range of free health-related products and services, including:

- Treatment of sexually transmitted infections (STIs).
- Condom distribution, counselling and HIV/AIDS awareness, education and testing.
- General health services - treatment of diabetes and tuberculosis (TB).
- Anti-retroviral (ARV) treatment.
- Food and nutritional supplements.
- Free ARV treatment to all drivers whose employers are registered with the National Bargaining Council for the Road Freight and Logistics Industry (NBCRFLI).



National Roadside Wellness Centre Network

Trucking Wellness is the HIV&AIDS solution to the Road Freight and Logistics Industry in South Africa and continues to expand its network through its partnerships with the following organisations -

Partners: CMRA, Engen, IOM, Imperial Logistics, SA National and Provincial Departments Of Health, N3TC, Mercedes-Benz, SABCOHA, Shell, UTi. **Implementing Partners:** CareWorks, Corridor Empowerment Project. **Employer Representative Bodies:** Road Freight Association. **Employee Representative Bodies:** Motor Transport Workers Union, Professional Transport Workers Union, South African Transport and Allied Workers Union, Transport and Allied Workers Union of South Africa.

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Are these operators maintaining the vehicles properly? Are drivers properly trained?

Most operators who own Mercedes-Benz will choose to maintain their fleet at an authorised dealer, in which case, the work is guaranteed. We offer driver training to our customers.

Assuming South African tour operators are offered the best there is, where do they tend to go wrong in terms of operating these vehicles?

I can't speak for the operators, however it is my opinion that the two main reasons that an operator may falter may be lack of funds or funding and poor management (lack of experience/skills). This could result in lack of maintenance, old vehicles, and unskilled drivers.

Which semi-luxury/luxury bus/coach chassis/bus body do you offer the Southern African market and which are the most popular among tour operators?

We offer the OH 2436 RF coach with either the Marcopolo body or Irizar body. Normally luxury units are preferred. Both bodies are equally preferred and accepted in the market. Both

body builders are launching their latest offerings – Marcopolo G7 and Irizar i6.

Which other local bus chassis body suppliers do you have working relationships/partnerships with and what are the criteria in selecting them?

For commuter buses, we have working relationships with all the major players – Marcopolo, Busmark, MCV and Busco/BusAfrica. These body builders have a good track record and are well accepted in the markets, both locally and internationally.

Mercedes-Benz still inspect and sign off every body built on a Mercedes-Benz bus chassis.

Road accidents involving buses/coaches tend to put operators in the industry, if not the whole industry, in a bad light. What is your opinion about this?

There are a few operators who contribute to damaging the reputation of the bus and coach industry by negligence, however it needs to be noted that not all accidents are as a direct result of the operator, some accidents are merely accidents that cannot be avoided for example, the fault of the other driver – we need to take care how we report bus accidents in future, especially when the cause is unknown.

Do you wish to add any further comment you may have?

The bus and coach market is small and almost like an extended family. We are all working hard at providing the best products and service to our customers.

When customers get on board our buses and coaches they feel safe and comfortable because we have built up trust and a reputation over the years. Let's keep the wheels on the road!

Comprehensive intelligence

A 'silver bullet' for risk-free Driver Management

South Africa's leading driver behaviour management company, Drive Report, has introduced a new service for fleet managers that delivers comprehensive intelligence on individual fleet drivers, tracking their work histories and on-road performance, at the press of a button.

Combining data from its Drive Report and DriveCam services, the new Integrated Driver Management (IDM) solution comprises four modules that integrate all mission-critical driver-related information to allow truck and bus fleet managers to expediently mitigate on-road risk and comply with all legislation related to professional drivers.

According to Louis Swart, managing director, Drive Report, "The introduction of AARTO has increased the pressure on fleet operators to exercise greater control of their drivers.

Drive Report's IDM solution is a user-friendly web-based platform that delivers objective and comprehensive up-to-the-minute reports and analysis on driver behaviour."



The four IDM modules manage Risk & Safety, Driver Fitness, AARTO compliance and individual driver information in a National Driver Database. Standard HR documents are included to ensure compliance with labour legislation.

"The data stored on our IDM server includes DriveCam video footage and photographs of on-road incidents, unbiased incident reports, driver-behaviour analysis and vital past-performance and personal information on individual drivers. "By having all this driver intelligence integrated and available via a single point-of-entry removes the paper-chase from the operation and allows fleet managers to focus on constructive engagement with their drivers without fear of falling foul of the law," concludes Swart.

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Coaching in style – safely

Public perception
aside, the vast majority
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millions of kilometres travelled



Bus accidents occur with frightening regularity, tarnishing the entire industry's reputation in South Africa. Horrific crashes on Pretoria's infamous Moloto Road, in Mpumalanga, in the Western Cape and elsewhere, have involved commuter buses and worker transport operators. Although tour bus accidents occur far less regularly, these get far more publicity because tourists are hurt or killed. Who can forget the accident that claimed the lives of 26 elderly British tourists in Mpumalanga on 27 September 1999, when the bus they were travelling in overturned after its brakes apparently failed on a steep hill?

With such incidents still fresh in our memories, the top-end of the market continues fighting to shake off the negative label. They spare no expense to ensure safety in the knowledge that a serious accident can ruin a brand's reputation with devastating effects on future operations.

Top operators

Luxury tour bus charters like Hylton Ross, Protours and Springbok Atlas, as well as luxury intercity operators Intercap stake their future success on the provision of safe transport to passengers. For these companies the starting point for safety is the careful selection of advanced chassis configurations to complement the appropriate coach bodies. As the lifeblood of the operations the busses are meticulously maintained immediately entering strict service and maintenance regimes designed to keep them in tip-top shape and minimise mechanical failures. Additional inspections are also carried out at regular intervals to identify problems before they occur. In this way the operators virtually eliminate mechanical causes of accidents.

Following on from bus requirements, driver selection and training is next on the list and continuous evaluation ensures appropriate training is conducted to top-up driver's skills. Under these circumstances the trained drivers have a far better ability to recover control of the multi-million rand vehicle in the event of emergency situations. *Road Ahead* spoke to four of the country's top charter and intercity operators to discuss safety procedures and bus selection criteria with them.

Roy Nienaber, Operations Consultant for Hylton Ross, makes sure the coaches run smoothly according to the tour company clients' itineraries. He says the company runs a large mixed fleet from small to big. At the top of the fleet are 25 luxury coaches with 44 seats and more. Through rigorous selection two bus types are used comprising Scania drive trains with Marcopolo body, as well as Mercedes-Benz chassis and Irizar body combination coaches. The combinations are selected in terms of features as well as reliability and historical after sales service delivered by the suppliers (recorded over the company's 20 year history).

"When we select a bus we look for suitability for the type of operation required, economy etc. We follow this up with exhaustive checks on safety systems and features and next make our selection based on the comfort of the bus. This includes an assessment of seating (all seats must have seatbelts), road noise, PA system for tour operators to communicate easily, onboard entertainment and a toilet.

"Because our busses are used for sightseeing to far-flung destinations, we need coaches with good all-round



Protour's 48-seater busses are popular with 'new age' overseas tourists who travel in smaller groups



Passenger safety



Pieter Burger, national sales and marketing manager at Protours



Hylton Ross luxury tour buses are chosen to perform flawlessly in any conditions throughout South Africa



The interior of a Springbok Atlas luxury coach

visibility and extra comfort features like kitchenettes, softer seats, kitchens etc. Depending on the type of clientele the tour companies may also insist on a certain age or style of bus and increasingly overseas operators are specifying buses from us that are no more that two years old.”

Different strokes

The criteria used by the four bus operators is similar with all specifying safety first followed by reliability, comfort and luxury features. In the case of both Hylton Ross and Intercape (which operates Scania / Irizar combinations and Marcopolo coaches) they are happy with their current fleet in terms of reliability and after sales service. Protours on the other hand is replacing its Volvo / Buscar coaches due to parts supply problems. According to Pieter Burger, national sales and marketing manager, the

company has begun replacing its medium sized offering with Hyundai 39-seater coaches.

Springbok Atlas by comparison also operates a mixed fleet, including Volvo drive trains, and has no such concerns. The company additionally operates Scania, Mercedes-Benz and Hyundai drive trains with a combination of Irizar, Buscar and Marcopolo bodies. Springbok Atlas enjoys good support from its suppliers, while singling out Scania for delivering service far above the average.

Trends change regularly and operators like Protours, with its wide variety of buses, are able to quickly capitalise on changing needs. The company’s mid-sized luxury buses are supplemented by a fleet of large coaches (known internally as conference liners) comprising 56 and 59-seaters. These have become an increasingly popular choice for local travellers especially corporate, sporting



Intercape’s new super-luxury Sleepliner boasts modern safety and luxury features



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Drivers of luxury buses, like Mile Titus of Springbok Atlas, are trained to be skilled drivers as well as being good with customers



Intercape coaches sport super-luxury features including air conditioning and onboard entertainment

and other large touring parties, while the mid-size buses are proving more popular with overseas touring companies.

“Since the recession, large touring parties from Europe have become uncommon and tour operators nowadays are opting for 48-seaters or even smaller buses that allow them more versatility and flexibility in terms of running a profitable operation. They have also become increasingly price sensitive and rates are being squeezed ever tighter. Considering that charter companies prepare rates a year in advance, things like fuel price hikes or the implementation of tolling on the freeways can drastically affect our profitability. For us, costing is a complicated matter that takes into consideration affordability and operational running costs, but never to the detriment of maintaining quality levels and safety. Although small operators often get tempted into price wars we simply cannot afford to, and would rather cater for the more discerning end of the market where service and safety are valued,” says Pieter.

Building reputations

Craig Drysdale, CEO of Springbok Atlas, echoes these sentiments and points to the array of training and safety checks and balances that are put in place by the company. For these companies the costs of ongoing maintenance and training

programmes make it difficult to compete on price alone. He points to unroadworthy vehicles of smaller unscrupulous operators as being a major concern for the industry as a whole.

Equally hard hit by pricing and affordability factors are intercity operators like Crosscape. While it runs one of the best maintained and most modern fleets of busses in the country, it competes in a market where fly-by-night operators are able to undercut ticket prices by neglecting maintenance and safety. Its fleet of 110 coaches boast all the modern luxuries and includes necessities like liability and medical insurance, satellite tracking and highly trained drivers and staff. The company’s two drivers per bus approach ensures maximum safety by limiting driving to four hour shifts. Like the charter bus operators the company’s training is exemplary and its track record bears testament to the effort that it puts into maintaining a clean slate.

“It is impossible to foresee every eventuality or to completely eliminate the risks of travelling on our roads. But with the right amount of training and well maintained vehicles we are able to minimise the risks and improve the reputation of the bus industry in South Africa,” says Jacques Fryer, marketing manager of Crosscape. He believes that luxury and safety should never be compromised in favour of a ‘cheap ticket’.

*Tried and Tested

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*During a recent tour across South Africa, the TGS 26.440 6x4 BLS-EL EfficientLine vehicle achieved a fuel saving of 4.7 litres of fuel per 100km, compared to the equivalent standard TGS WW semitrailer tractor. The result of which equates to a fuel saving of 37 600 litres of diesel and, at a price of R10.95 per litre, a potential saving of R411 720 over four years of service (based on an annual mileage of 200 000km). In addition, CO₂ emissions are reduced by as much as 98 metric tons for the same period. Bottom Line: The TGS WW EfficientLine is a tribute to MAN's commitment to deliver greener and more cost-effective transport solutions, offering unsurpassed efficiency for the long haul.

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50 YEARS
IN SOUTH AFRICA



The benefits of cleaner diesel



It may still be a long way off, but South Africa is gearing up for that day in 2017 when its diesel will be as 'clean' as that sold in Europe. To demonstrate the benefits, MAN Truck & Bus took its new EfficientLine truck range on a road show to prove it can already save costs on today's 500 ppm fuel and even more on cleaner fuel



Last year, multinational commercial vehicle manufacturer MAN conducted a 20-city truck-tour across 10 European countries, travelling 11 500 kilometres to demonstrate the fuel-saving and carbon emissions-reduction capabilities of its new EfficientLine range of extra-heavy duty truck-tractors running on Euro V (50 ppm) fuel. The Consistently Efficient Tour 2011 in Europe proved that a fuel-saving of 3-litres/100km per-vehicle is possible using MAN trucks equipped with simple technologies that reduce rolling resistance, aerodynamic drag, wind resistance and auxiliary component power consumption.

The Consistently Efficient Tour 2011 also demonstrated that for every litre of fuel saved, a corresponding 2.63kg reduction in carbon emissions (CO₂) is achieved.

To prove what could be achieved locally with lower quality, Euro V (500ppm) fuel, MAN Truck & Bus South Africa conducted a similar tour with three on-highway long-haul derivatives from its new flagship MAN TGS EfficientLine range – the TGS 26.440 6X4 BLS, the TGS 26.480 6X4 BLS and the TGS 19.440 4x2 BLS. Each truck towed a trailer laden to the maximum legally permissible gross combination mass.

In addition, it 'entered' the TGS 26.480 BLS, a long-haul MAN Euro 5 'Green Truck' using Selective Catalytic Reduction (SCR) technology and the urea-based additive, AdBlue, to reduce noxious exhaust emissions.

A key efficiency factor supporting the TGS EfficientLine range and the Euro 5 TGS 'Green Truck' is the fact that they both can operate on standard 500ppm diesel which costs less than 50ppm diesel and is available across southern Africa.

Partners in the joint venture were leading suppliers to the road freight industry in South Africa. Engen supplied and subsidised roughly a third of the 500ppm diesel and lubricants for all five Tour trucks, while providing several meals and accommodation at their respective 'One Stops' and 'Truck Stops'.

Leading trailer manufacturer, Afrit, supplied three superlink curtainsider trailers and one triaxle reefer, while Alcoa supplied the aluminium rims on the MAN TGS EfficientLine truck-tractors and two of the superlink trailers.

Goodyear supplied regional and long-haul energy-saving tyres for all the truck-tractors and their

respective trailers. Aerotruck provided fibreglass aeropackages exclusively designed for the EfficientLine trucks and trailers while signage operation, Graffiti, supplied the necessary mobile branding collateral.

Last but not least, MAN selected “world-class tour drivers to play a pivotal role in helping us achieve our fuel consumption targets. These drivers form part of MAN’s driver-training team whose duty it is to ensure all MAN customer drivers leverage the fuel-saving technologies on the TGS EfficientLine to full effect,” according to Bruce Dickson, deputy CEO of MAN Truck & Bus SA.

The seven-city tour travelled some 4 200km, departing from MAN’s Centurion dealership and stopping at MAN dealerships in Bloemfontein, Cape Town, Port Elizabeth, Pinetown and Nelspruit, ending its run back in Centurion.

The Consistently Efficient Tour 2012 aimed to demonstrate that by deploying fuel-efficient trucks, fleet operators not only lower their vehicle life-cycle costs but also reduce their carbon footprint; correlative benefits that bring tangible business advantages.

Road Ahead caught up with the convoy at its turning point at MAN’s dealership in Brackenfell near Cape Town. By that time, the convoy had already experienced all weather conditions, including strong headwinds on open flat terrain, Hellberg explained.

Hellberg reported that the TGS 26.440 reference vehicle

achieved an overall fuel consumption figure of 60.8L/100km while the TGS 26.440 and 26.480 EfficientLine vehicles achieved 56.1 L/100km and 58.3 L/100km respectively.

“Impressively, even with its higher power output, the TGS 26.480 EfficientLine achieved a 2.5 L/100km diesel saving over the 26.440 reference vehicle,” added Dickson.

Having succeeded in surpassing the benchmark set by the EfficientLine test truck in Europe last year, Dickson pointed out that local operating conditions differ vastly to those in Europe, contributing to the marked difference in the final figures.

“The extreme changes in altitude that characterised the South Africa Tour route, as well as strong winds and numerous unscheduled stops along the way due to road construction, all contributed to the impressive performance of the TGS EfficientLine against the standard MAN TGS. The long stretches of flat road down to the Western Cape allowed the aerokits and low rolling resistance tyres to fully come into effect and accentuate the difference in diesel consumption between the test and control TGS derivatives,” explained Dickson.

By all accounts, the EfficientLine’s remarkable fuel-efficiency was achieved via the fitment of a comprehensive aerodynamic package to reduce the aerodynamic drag effects, energy-saving tyres to reduce rolling resistance, improved management of auxiliary power demand from selected components via an air-





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pressure management unit which automatically cuts out the compressor when it is not in use, lightweight aluminium rims as well as lighter front axles and suspension to reduce vehicle deadweight.

EfficientLine trucks are also electronically governed to a maximum speed of 85km/h as a measure to minimise the exponential influence of speed to power-required to overcome wind resistance, Dickson explained.

“The combined effect of these modifications to the highly efficient standard MAN TGS platform is a fuel-saving of at least two-litres per 100km which can save the operator, at current diesel prices, around R40 000 per annum, per vehicle, travelling 200 000km per year. Furthermore, the TGS EfficientLine’s reduced tare-mass allows for increased payload capacity and therefore, a more productive rig,” Dickson said.

All along, Dickson was confident that the TGS 26.440 BLS EfficientLine truck on the Tour would achieve a three-litre per 100km fuel-saving. This would offer a R60 000 annual saving per truck and could be expressed as ‘one free truck for every 35 bought’, a value proposition unprecedented in the industry, he said.

For Afrit’s Leon van der Wetering, the tour was of great interest to customers as fuel remained their highest expense: “Afrit wants to assist by any means possible to help its customers achieve lower overall costs. We constantly look to associate our brand with companies such as MAN Truck & Bus that place distinct emphasis on transport efficiency.”

Aerotruck managing director, Cameron Dudley-Owen stated that, “Our Aerokits are 100% locally-produced, which enables us to equip the TGS EfficientLine range with the optimum-specified designs to comply with South African road regulations. Aerotruck also has branches in Durban, Johannesburg and Cape Town, a footprint which satisfies the needs of the local long-haul trucking industry”.

According to Norman Newcombe, Goodyear’s national sales manager: Commercial Original Equipment: “Of the countless challenges facing fleet owners today, one of the toughest must



*Bruce Dickson,
MAN SA deputy CEO*

be the seemingly relentless rise in fuel costs. Worldwide, MAN and Goodyear are committed to improving transport efficiency and supporting the road freight industry, an indication of many important synergies between the two brands”.

The Marathon truck tyres on MANs EfficientLine vehicles were designed to achieve improved fuel efficiency, extended mileage and reduced braking distances using a new compound with high silica levels, as well as a distinct tread pattern and carcass structure, he said.

The last words go to Dickson: “The road freight industry in South Africa today faces numerous challenges. The rising cost of diesel and competition from new rail and energy pipeline infrastructures are exerting growing pressure on enterprise profitability, making it imperative for truck fleet operators to reduce their operating expenses. Furthermore, as international supply-chains reduce their carbon footprints, so too must local truck fleet operators if they hope to remain competitive.

“With fleet fuel costs constituting around 40% of overall operating expenses, MANs Consistently Efficient programme has developed a cost-effective long-haul trucking solution that is not only eco-friendly, but directly boosts fleet profitability by significantly reducing diesel consumption and thereby, each truck’s total cost of ownership,” Dickson concluded.

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E-toll but do it right

E-tolling in Gauteng is perfectly acceptable, as long as it is done properly, writes top logistics expert Cobus Rossouw (Chief Integration Officer at Imperial Logistics)

Since the investment of R17.5-billion into the Gauteng Freeway Improvement Project (GFIP) over the last two years, I have been a happy user of the Pretoria/R21 upgrades. Traffic congestion on this major economic arterial largely disappeared. Unfortunately, users of the N12 are the victims of implementation delays. Then, peak-time commuters on the N1 system are facing an increase in travelling times by about 15 minutes every year as this important 'aorta' of the economic heartland has already reached its design capacity again.

The investment and resulting improvement in traffic flows have been great news for transport, logistics and supply chain service providers. Less traffic congestion clearly benefits our operations due to reduced unproductive time spent between loading and off-loading points. More importantly, less congestion improves the predictability of transport and distribution activities.

The better we know how long a route will take, the better we can plan for multiple sequential activities – and thus increase the workload on vehicles to reduce cost.

When roads are congested, freight operators have to assume the worse to mitigate potential customer service failures – and that means planning for the maximum possible wasted time.

Unfortunately, trucks are often blamed for congestion – and most people may remember the call for peak-hour truck bans.

In reality, less than 10% of urban traffic is for freight movement. Furthermore, the impact of inter-metro traffic, access onto and from highways is significant. According to studies, up to 30% of road capacity is consumed by short-distance usage.

Considering everything, we are likely to head for the same

chaos we have experienced before the GFIP investment. This may sound pessimistic and even alarmist, but the simple realities of economic growth and insufficient investment predict the claws of traffic congestion.

One solution to the problem is to implement effective tolling. Yes, you read correctly: Gauteng tolling is a possible solution.

I am in no position to argue whether the e-tolling as proposed is the most effective toll collection system or that the proposed toll charge was correctly calculated – that is for other experts (or lawyers) to review.

It seems to be a real pity that the toll income needs to be used to fund law enforcement and that the user cost of administering toll is escalated by inadequate licencing systems integration.

Unfortunately, government has not provided these essential services which are critical to reducing lawlessness on our roads.

However, I do believe that tolling needs to be used to collect money from the users of the road to be used for the maintenance and upgrading of the road.

And even more importantly, I believe that effective (and intelligent) tolling can shape driver behaviour so that behaviour could benefit logistics and supply chain management.

This opinion does not make many friends in the road freight community, which argues that an increased fuel levy is a more appropriate mechanism to collect revenue to pay for roads.

This argument suits the community fine since it is much more efficient and subject to lower risk.

Unfortunately, with no guarantee that fuel levies will be used for road maintenance or further expansion, this does not offer the solution. The simple reality is that fuel levies (amounting to more than R40-billion per year) become part of the tax revenue and are applied as prioritised by National Treasury (which is not

on road maintenance and/or upgrading). And, importantly, using the fuel levy to recover costs also eliminates the opportunity to shape traffic behaviour to benefit the supply chains that we operate in. Even worse, the opinion to support tolling does not make many friends who consider the impact on their personal wallets. Unfortunately, the argument that 40c/km will increase travel cost significantly is incorrect and short-sighted.

This is incorrect because costs only increase by the portion travelled on toll roads – which are probably 50% for most people.

If the fuel levy increases, it will impact all distance travelled. This is short-sighted because the total cost of transport is significantly more in capital, maintenance and even taxes used to build and maintain roads are considered.

The simple reality is that the Gauteng freeway system will only be able to support expanding economic activity if less of its capacity is consumed by selfish single passenger vehicles that are not willing to pay for the privilege of using the roads.

In a similar opinion entitled 'Considering E-tolling Soberly' as published in *Civil Engineering*, June 2012, Gerard de Villiers (highly respected transport and logistics industry specialist) includes some facts:

- Mobility is a prerequisite for economic development and prosperity.
- More and improved roads attract additional traffic, and in particular, the use of private vehicles.
- Public transport, as an alternative to private cars cannot be taken seriously for now.
- Congestion is largely symptomatic of unbalanced modal use, and spatial imbalances inherited and left uncontrolled, will eventually choke arterials to a standstill.
- Trucks are, and will increasingly be the victims of growing congestion, with spiralling logistics costs of distributing consumer goods in urban areas.
- Tolling is well-researched and globally accepted as a transport economic instrument to not only change driver behaviour and source funding (especially for rural or inter-regional roads), but also to serve as a traffic management tool (especially for urban or intra-regional roads) such as the London congestion charging scheme.

The latter two facts are specifically relevant to the freight logistics community in Gauteng, of which Imperial Logistics is a key stakeholder. The opinion supports that trucks are the victims of congestion and that transport and distribution costs are adversely affected by it.

The opinion also supports the idea that tolling can serve as a traffic management tool. Logistics service providers could be given incentives to use roads in off-peak periods, as proposed through the night-time discount of the Gauteng e-tolling system.

De Villiers argues that “the benefits of tolling include the following: users pay for what they use, funding of capital investment, travel demand management (such as smoothing peak hour demand with differentiated tariffs), support of public transport and change of behaviour. The benefits of time saving, reduced congestion and lower operational costs clearly outweigh the costs of the toll. There are indeed other transport economic



Cobus Rossouw
Chief Integration Officer
at Imperial Logistics

instruments for funding, such as fuel levies, annual licence fees and subsidies, but none are as effective as tolling”.

He also adds that “tolling is probably the most effective instrument to encourage private vehicle users to switch modes from their cars to the Gautrain or to other forms of public transport”. If we can achieve the shift towards efficient public transport and/or higher density private passenger transport (such as car pooling), congestion can be avoided and the life of the Gauteng freeway system can be extended.

If not, more than 90% of freeway usage in Gauteng will remain with passenger vehicles which use the national road infrastructure investment without paying, only to win a few minutes of convenience whilst they throttle the economy.

Imperial Logistics

Intermodal combines road and rail for big benefits

With road congestion, environmental issues and South Africa's high logistics costs increasingly under the spotlight – and hampering our ability to compete in the global marketplace – the time is ideal for an “intermodal renaissance” that will enable South African companies to leverage the strengths of both road and rail transport.

This is the contention of Gebisa Ledwaba, rail projects executive at Imperial Logistics, who believes that companies who join what he has dubbed the “intermodal renaissance” at grass roots level will have the benefit of shaping a logistics strategy that holds vast untapped potential. Key to the success of firms entering these uncharted waters however, is selecting the right logistics partner, he cautions.

Intermodal transport is defined as the transportation of unitised (generally containerised) cargo using multiple modes of transport (ship, rail and road). Ledwaba's – and Imperial Logistics' – focus is on making a move from road to rail in southern Africa.

“Imperial Logistics' intermodal transport strategy encompasses increasing appropriate product movement on rail infrastructure, and we will contribute towards converting existing road transport to rail transport in southern Africa,” he explains.

Combining the strengths of road and rail

This intermodal renaissance combines the strengths of both road and rail, to offer southern African companies the best of both transport modes. “It is not a threat,” he stresses. “It is an absolute opportunity, even an imperative.” By utilising a hybrid form of transportation, intermodal unifies trucks, rail and sometimes cargo ships into one transportation system, utilising intermodal containers, so that shippers do not have to pack and unpack their cargo each time the mode of transit changed which improves efficiency and safety.

Outlining the benefits of rail, he notes that it is more economical and fuel efficient than road transport. The hybrid transport solution presents unique benefits by combining the cost advantage presented by economies of scale, cheaper fuel

and labour of trains over long haul with superior service qualities of road trucks and flexibility over short distances. As a result, intermodal can offer competitive rates to customers over several years because of the stability of the rail's cost structure and long-term payback period. “In terms of fuel efficiency, rail consumes around one third of the fuel required by road transport.”

Further factors in rail's favour are its environmental benefits: less noise and air pollution and lower carbon emissions. “With a carbon tax on the cards, the ‘greening of the supply chain’ issue is not just about being environmentally aware. This is also an important, financial consideration going forward,” Ledwaba states.

Leveraging the benefits of rail transport

Additional benefits of rail transport are lower road maintenance, policing and accidents costs. “Our growing population is contributing to an ever increasing number of road users, more congestion on our roads, and more strain on our road infrastructure.

Moreover, the total externality costs (accidents, CO₂ emissions, congestion, noise and policing) for South Africa in 2010 are estimated at R27.8-billion yet are unaccounted for in financial statements of the users of the logistics system.

Some of these costs will be internalised through taxation and similar mechanism in the near future and should therefore not be ignored according to the 8th annual State of Logistics Survey 2011. And the costs are not just financial,” he stresses. “We must also consider the high death toll on our roads.”

And while our roads are becoming increasingly congested, rail has excess capacity. “The current utilisation of rail transport between Gauteng and Durban is around 30%,” says Ledwaba.

The investment cost of road versus rail infrastructure is comparable, but he adds that rail has the advantage over road infrastructure in that, once established, it has over twice the lifespan.

Ledwaba acknowledges that there has long been consensus on the benefits of rail, but states that it is time to move from consensus to action. “South Africa is perfectly placed to reap the rewards of an intermodal transport strategy that combines the benefits of road and rail. The country's main economic hub is Gauteng, which is some 600km away from our nearest point of entry. This distance provides an ideal opportunity to leverage the advantages of rail, which yields the greatest economic benefits over long distances, and for volume transport. Obviously rail in Africa is slower than road transport, so there must be some trade-off between cost and speed, but for the right company, and the right cargo, and in partnership with the right logistics service provider, intermodal is an opportunity to be seized now.”

Intermodal transport into southern Africa

Also significant is the potential of intermodal transport into southern Africa. “Here, too, the distances covered make rail the ideal transport mode,” he contends. “The fact that throughout





Africa we have the same gauge rail infrastructure also makes it a perfect solution.” Border posts along southern Africa’s North-South Corridor are notorious efficiency inhibitors and cost drivers for companies doing business in Africa, but Ledwaba notes that border crossings by rail are usually fast and efficient, with most rail cargo having pre-clearance.

With 90% of goods today transported in containers, Ledwaba believes a change of mindset will also see the application of intermodal transport for cargo not normally associated with rail. “Rail is known for moving bulk commodities, but we need to start considering it for consumer products, too.

With the lion’s share of consumer goods now outsourced to China for manufacturing, and then shipped into South Africa, the need exists to move these goods inland as cost effectively as possible. If the cargo is containerised (or moved in a homogenous unit) it’s suitable for intermodal transport, whether it’s clothing or electronics.” He notes that blue chip companies like Samsung, Woolworths, Nike and Tigerbrands are now utilising rail for their products.

With South Africa’s high logistics costs a widely acknowledged impediment to our global competitiveness, Lebwaba asserts that a move to intermodal transport, and the associated cost benefits, would contribute to turning this around. “Total logistics costs in South Africa in 2010 amounted to R339 billion, or 12.5% of GDP. In Europe and the USA, this is around 7% or 8% of GDP. Our high logistics costs – 53% of which are spent on transport – need to be addressed in order for South Africa to compete in an increasingly global marketplace.”

Collaboration is key to success

The challenges associated with rail, have, in the past, deterred companies considering this mode of transport, but Ledwaba emphasises that the success of intermodal lies in collaboration – in particular, with a trusted, experienced logistics service provider (LSP). “Intermodal transport is complex, so the key is to have the multiple parties co-ordinated by one LSP.

This LSP also needs to provide the visibility that has, in the past, been a challenge associated with rail transport. As a well established logistics provider, Imperial Logistics has the ability to bring all role players together, to offer a seamless intermodal solution,” Ledwaba states.

Imperial Logistics’ global intermodal experience and expertise

is founded on its international business units neska and Imperial Shipping Group, which have been operating in this arena for decades. The group has the technical knowledge and skills to successfully co-ordinate intermodal transport in southern Africa, and also boasts a significant geographic footprint into Africa, Ledwaba adds. “This,” he says, “is critical for the success of intermodal transport,” stressing that for intermodal transport to work, the LSP must have a physical presence.

Road, rail and port interact effectively

Imperial Logistics offers specialised intermodal logistics services, where road, rail and port infrastructure interact effectively. “Transnet provides core parts of these services, as our partner and supplier, and we are actively engaging with Transnet and other providers to build relationships and drive consensus and action,” Ledwaba explains. “Another element of our intermodal approach is that we regard Transnet as a strategic client that can benefit from our professional and logistics execution service offerings,” he adds.

While the intermodal renaissance is still in its infancy in South Africa, and it will be some years before we see the results of Transnet Freight Rail’s R206-billion investment in rail projects, Ledwaba urges forward thinking companies to make the move to intermodal transport now.

“In order for it to be the complete solution that it has the potential to be, we do need to see significant investment in our rail and port capacity, and an increase in mechanisation, along with investment in technology, is a priority. But the tide is turning, and we should start reaping the rewards that intermodal transport has to offer. In partnership with the right LSP, companies can make the move to intermodal transport now; spearhead the intermodal renaissance, and start leveraging the advantages that rail plus road has to offer. In this case, in terms of the benefits of intermodal transport, one plus one equals three,” he quips.

GIBB Engineering & Science

Servicing one of the world's largest uranium mines



South African consulting engineering company GIBB is involved in the design of a bridge and access road for what is set to be one of the world's largest uranium mines.

Located near Swakopmund on the west coast of Namibia, Swakop Uranium's Husab Mine Project is the largest *in-situ*, and highest grade, granite-hosted uranium deposit in Namibia and currently the third-largest uranium-only deposit in the world.

"GIBB is providing specialist design supports that include structural engineering, geometric and pavement design," says Jannie Grobler, GIBB's Technical Executive for Roads and Highways. GIBB's involvement in the Husab Mine Project includes complete bridge design and the design of a 23km access road that will lead to the Husab Mine.

"The 120 metre bridge is the largest structure to be constructed since Namibia gained its independence," says Grobler. Commenting on the latest developments of the project, Grobler says that tenders for the actual construction of the mine

have been received and mine owners, Swakop Uranium is in the process of appointing the best contractor. "Construction is anticipated to begin in October 2012."

The Husab uranium deposit is located 45km north-east of Namibia's main port, Walvis Bay, and within the Erongo region, an area that holds several world-class uranium deposits and mines. The Namibian government granted Swakop Uranium a licence in December 2011 to develop the N\$12-billion mine, a project that is anticipated to create more than 1 000 permanent jobs and an additional 4 000 jobs at peak construction.

Besides making Namibia the second largest uranium producer in the world, the Husab Mine is set to boost the country's export by 20%. It will also add 5% to the country's gross domestic product. GIBB's involvement in the Husab Mine Project is through Namibia-based Lithon Project Consultants.

Remarking on other work conducted by GIBB in the country, Grobler says that the company has also recently completed an airport investigation project at Ondangwa Airport, Namibia.

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Road ✓

the saga

Coal transporters are the first in the firing line as Transnet gears up to increase its coal deliveries to Eskom power stations. It also intends to procure and assemble 1000 locomotives over the next seven years for other freight and get involved in the manufacture and assembly of 7 224 Metrorail passenger coaches over the next 20 years



S Rail

heats up

The process of shifting heavy bulk freight from road to rail has been on the cards for several years as part of Government's National Freight Logistics Policy and will affect the coal road freight industry the most in the years ahead. Last year, Eskom announced a road to rail strategy to reduce the number of coal trucks on the roads linking the collieries of Mpumalanga with the power stations in the province and KwaZulu-Natal (KZN).

Rail transportation of coal was a quick and efficient way to convey coal to power stations, and in the future a minimum amount of the coal requirements would be transported by road and the rest by rail, the state-owned utility has said. Transnet is preparing for it. For in terms of its recently released R300-billion, seven-year market demand strategy, it expects the tonnages of coal it handles for Eskom to quadruple from 7.3 million tonnes in the current 2011/12 fiscal year to 29.6 million tons in 2018/19.

The big impact on road transporters will come towards the end of 2015 when Transnet hopes to see the completion of the R5.2-billion, 68km Majuba heavy haul railway line from Ermelo in Mpumalanga to the Majuba power station in KZN. Construction is scheduled to start in November this year and is expected to last 24 months. Transnet Freight Rail (TFR) will operate the line with new rolling stock from mid-December 2015.

The line, to be partly funded by the World Bank, will carry coal from various mines in Mpumalanga. It will handle 14-million tons of coal yearly to start with, but will have a design capacity of 21-million tons.

The contract for the civil works is to be awarded to a single contractor. In addition, separate electrical, mechanical, signalling and controls contracts will be issued.

Application for prequalification of contractors, which is required by the World Bank's procurement procedures, closed in June. Invitations to bid will be made during August.

The prequalification also requires the screening of potential bidders for projects involving loans from the International Bank for Reconstruction and Development (IBRD) which, in 2010 had already approved a \$3.75-billion (R32.6-billion) loan for Eskom of which \$440-million (R3.8-billion) has been

allocated to the Majuba rail project and other energy efficiency programmes. Shifting coal transport from road to rail forms part of these programmes.

About half of Majuba's coal is being delivered by rail. The other half has to be brought in by road due to a lack of TFR rolling stock and because the existing railway line cannot handle larger trains.

Rail deliveries to the Hendrina and Grootvlei power stations are not possible as the stations do not have the required rail infrastructure. The other Eskom power stations where rail off-loading is planned are all directly linked to the main rail network. A 34km railway link from Standerton to Eskom's Tutuka power station has been refurbished and commissioned in May.

Camden Power Station has a containerised rail solution which was officially launched in late 2010. But this is a short term alternative while the establishment of a higher volume long term rail facility is being investigated.

Apart from the railway line investment, Transnet has also revealed that it aims to procure 1 000 additional locomotives over the coming seven years for TFRs bulk and general freight business, which means other road transporters can expect increasing competition from rail. As for rolling stock, Transnet recently received nine bids in response to a Request



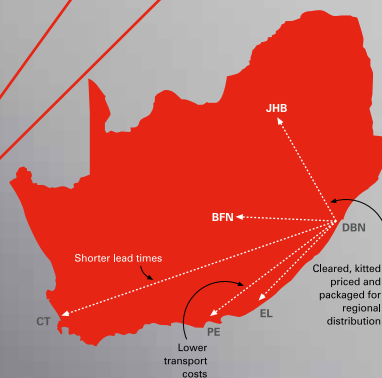
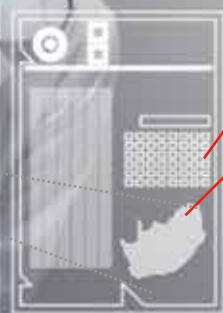
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For Proposals (RFP) for the purchase of the first 95 electric locomotives, which are expected to be delivered to TFR by the end of March 2014.

The locomotives will have to have a high local content with parts supplied by local companies, many of which will be operating from a locomotive manufacturing and assembly cluster near Pretoria and the Transnet Rail Engineering (TRE) division whose main workshops are located in Koedoespoort, north of Pretoria.



TFE is already achieving average localisation levels of more than 50%, having achieved as much as 67% in an agreement with General Electric for 43 Class 43-000 diesel-electric locomotives, which are being assembled by TRE at the rate of two a day. The unit is also working on an in-house locomotive design fit to suit conditions experienced in a number of African markets.

TRE also wants to get involved in the assembly of rolling stock for the Passenger Rail Agency of South Africa (PRASA), which has put out a RFP for a R123-billion, 20-year contract for 7 224 new commuter coaches for Metrorail. PRASA who recently announced that 3 860 coaches would be refurbished by 2015, has also come up with designs for its passenger trains.

TRE employs 13 000 people, and is involved in production; refurbishments; repairs; conversions and upgrades of locomotives, wagons and coaches at six production plants and 132 maintenance sites around South Africa. The oldest is the Salt River plant in Cape Town, which recently celebrated 150 years of operation and is expected to play an important part in the rail investment programme as it has been involved in producing the Shosholozza Meyl and Metrorail coaches for many years. It also provides maintenance support for locomotives and wagons on the Sishen-Saldanha iron-ore export corridor.

The Market Demand Strategy (MDS), which forms part of South Africa's bigger infrastructure drive, makes provision for major investments into railways (R201-billion), harbours (R47-billion), port terminals (R33-billion), pipelines (R11-billion) and rail engineering works (R4-billion).

Meanwhile, until TFR takes over most of the coal deliveries, road transporters specialising in this field still have plenty of work to do. Transport contracts are concluded either between Eskom and the transporters directly, referred to as Free On Truck (FOT) or between the collieries and the contractors (termed Delivered Coal). All transport contracts contain a list of requirements that need to be adhered to, for instance: preventing overloading, ensuring loads are covered, that drivers obey traffic rules and that trucks are roadworthy.

Comprehensive safety clauses have been included in new contracts over the past few years to encourage the transporters to take responsibility for the safety of their operation, especially towards the general public. Also, recognising the impact of increased heavy traffic on the roads between the collieries and the power stations, Eskom embarked on a road maintenance and repair programme for the coal haulage routes in Mpumalanga a few years ago. The programme was secured through the so-called Multi Year Price Determination 2 processes.

In fact, according to its company website, between 2007/08 and 2009/10, Eskom spent R548-million on Mpumalanga roads and an additional R100-million on pothole repairs, especially those leading to Majuba Power Station. This programme is implemented together with the South African National Roads Agency (SANRAL) and with full support from the Mpumalanga Public Works, Roads and Transport Department.



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Cargo Carriers on carbon crusade

Cargo Carriers says it takes all the right steps towards environmental responsibility with positive emissions results

Sustainability is gaining traction as the world begins to take more notice of carbon emissions and its impact on the environment. Major players across the board cannot afford to do business with organisations that are not environmentally responsible and do not demonstrate a firm commitment to reducing their carbon footprints, says Murray Bolton, joint CEO of Cargo Carriers.

“The supply chain industry is an obvious area to begin. Up to 75% of most South African companies’ carbon footprints derive from their logistics operations (5th Annual State of Logistics in South Africa survey). South Africa contributes to roughly 1% of the world’s annual carbon emissions and 13% of those emissions stem from transport.”

Bolton says that as a JSE-listed logistics and supply chain manager, Cargo Carriers has become a front-runner for environmental responsibility with the results of their third consecutive carbon footprint analysis conducted by Global Carbon Exchange (GCX). The results prove that Cargo Carriers is an example to be followed as every logistics company should strive for this common goal. “The objectives of this analysis was to prepare for potential regulation with plans to work more effectively in reducing our carbon emissions. In reducing our emissions through various efforts, we have gained new business and been awarded various tenders. This proves that high levels of environmental responsibility are synonymous with increased competitive advantage.”

“Cargo Carriers takes great encouragement from the GCX findings. The Group’s highest emitting source of GHG, as expected, stems from the revenue earning fleet at 31 865.09 tonnes CO₂e, followed by non-revenue earning fleet at 1 051.92 tonnes CO₂e and electricity at 933.66 tonnes CO₂e. The overall carbon footprint for 2012 increased by 1.32% from the previous year. The largest single emission source, fuel to power, showed a 1.85% increase. This is due to the increase in general business activity with the trucking fleet driving more kilometres. The distance driven by the fleet increased by 6.4% and as such the carbon intensity per 1 000 kilometres driven decreased by 7.73%. This shows the efficiency gains as the company grows and does more business.

Bolton says the result shows that working smart is as important as working hard to reduce ones carbon impact.

“The company has taken numerous steps over the years to reduce its carbon footprint. In 2010, Cargo Carriers developed a depot in Evander that ran completely off solar power. The depot was considered a giant step forward in the logistics industry and quickly became a key differentiator in tender processes.

“The highest levels of SHEQ (Safety, Health, Environment and Quality) are a non-negotiable,” explains Bolton. “The ability to offer our clients access to carbon neutral depots and a reducing carbon



footprint reinforces the overall drive towards sustainability.”

Ezethu Logistics, a subsidiary of Cargo Carriers, also introduced the Euro IV fleet in a contract in 2010.

Euro IV was at the time the latest standard set by the European Union for acceptable carbon emissions. According to Bolton, the Euro IV fleet upgrade, combined with Ezethu’s high SHEQ levels became another key differentiator when looking for new business.

“As we continue to work in industries such as gas, fuel, chemicals and mining, we have to adopt the most environmentally friendly approach possible,” says Bolton.

In order to further reduce its carbon footprint in the years to come, Cargo Carriers’ solutions division, CargoSolutions, has undertaken the task of researching and developing more practical solutions to implement measures that will result in quantifiable emission reductions.

“These solutions will not be found in the technical design of the vehicles we use but in the optimal design of the logistics solutions.”

The company is also looking into replacement fuels such as ethanol, biodiesel, liquid petroleum gas or compressed natural gas which will be investigated and tested over the coming year. Cargo Carriers also seeks to increase the frequency and level of driver training programmes in order to optimise operational efficiency, and thereby the company’s impact on the environment through potential incidents.

As Andre van Vuuren, Cargo Carriers’ marketing director puts it: “The age old truism holds for one of the newest challenges for the transport industry. ‘what you don’t measure, you can’t manage’, our benchmarks have given all employees a reduction target. We are proud of the results achieved so far and our clients are delighted.”



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Freightliner

Imperial swings to better fuel economy

Paarl, the third oldest European settlement in the Republic of South Africa after Cape Town and Stellenbosch and the largest town in the Cape Winelands is well-known for its haunting scenic beauty, viticulture and fruit growing heritage. Few know it is also the home and base of one of the most respected companies in the giant Imperial Logistics group.

Imperial Cargo operates some 470-odd truck and trailer combinations which each month travel an average of some 16 000km from there in all directions – like the spokes of a wagon wheel - to serve blue chip clients such as Distell, Consol Glass, Mondi Versapak, Nampak Tissue, Goodyear Tyres and many others.

With depots in Bellville, Worcester, Port Elizabeth, Alrode and Windhoek, Imperial Cargo provides line haul and local transportation and warehousing – full supply chain solutions – across South Africa and Namibia, including cross border transportation to Lesotho, Swaziland and Botswana. The company also handles containers in Cape Town and Port Elizabeth.

The company is an amalgamation of five relatively small, but reputable companies that took place in 1997. These were Heavy Transport, Long Distance, Normans, ITS and Highway Carriers. The trucks they used were of various brands including an American brand featuring the famous Cummins–Eaton-

Meritor driveline on which the new company came to depend.

Freightliner had not made in roads into Imperial Cargo's fleet until the spectacular launch of the new Generation Freightliner Argosy in Namibia earlier this year. That's when CARGO Commercial Vehicles, based in Germiston and headed by Brand Manager, Rob Woods, Freightliner Sales Manager Willie Froneman and 30 year veteran executive Wim Froneman finally persuaded Imperial Cargo's group MD Christo Theron and his management to try out the CPK, smooth performance and class-leading fuel efficiency of the improved Argosy.

It took less than three months of testing for the company to decide to switch to the new Freightliners, which are 800kg lighter than the average comparable European model and can therefore carry more payload.

"A saving of 0.2% on fuel, multiplied by 470, times 16 000, is a big saving for us. The price (of the trucks) was also very competitive. And the drivers love the trucks," Theron said.

In fact, the trucks feature all the safety and premium comfort features, including two sleeping bunks.

It was on a recent, very rainy day that six statuesque, brand-new Argosy 6x4s' in white Imperial Cargo livery – the first of a total of 17 units on order – moved in convoy over slippery dirt roads through the green vineyards of the beautiful Rehbokskloof wine estate near Paarl for the first official handover to Imperial Cargo.

According to sales manager Willie Froneman, they feature a 500hp Cummins ISX EURO III turbo-charged, water-cooled direct Injection diesel engine coupled with an Eaton Fuller Ultrashift Plus transmission. The Ultrashift plus transmission adjusts gear shift point based on five different variables including incline and available engine torque. The trucks also feature, Michelin tyres on Alcoa rims, electronic traction control, and ABS braking system.

Christo Theron and, the Froneman pair say it was also the package offered – extended service intervals of 25 000km, extended warranties, accreditation of Imperial Cargo's workshops, with full technical staff training provided and competitive pricing that swung the deal.

It was after the speeches and lunch-time festivities that we caught up with an elated Froneman Snr. "For us this is a breakthrough. When a big operator like Imperial Cargo chooses the new Freightliner, other operators will know it must be a good truck," he said.

"Yes, the sky is now the limit," commented Richard Stewart, national sales manager for Freightliner/Western Star, referring to future sales.

The sun broke through the clouds shortly after he spoke – too late, however, for a better picture shoot as the convoy had already left for the tarred roads to hook up with tautliner trailer interlinks to prove why they remain the best-selling line-haul brand in the over 400hp heavy 6x4 truck market sector in southern Africa.



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The use of light materials such as aluminium and other innovative ideas have seen the appearance of some unusual on-off road vehicles in the South African mining industry recently

Rising fuel costs have driven operators to look for areas in which to reduce their input costs and gain the competitive advantage in a tough market. The use of aluminium in the construction of load bodies provide operators with a substantial payload advantage over equivalent steel constructed load bodies. This payload advantage has been proven in the aggregate, mining and construction markets.

What therefore drew a lot of attention at the Electra Mining exhibition at Nasrec recently was Alutip's new GR8-8 aluminium side-tipping tandem interlink, claimed to be the first of its kind in the country which, if linked to a Renault Premium Lander 380.26 6X4 truck-tractor, offers a massive maximum payload of 38 tons. Alutip says this translates into 8% more legal payload than usual and savings of 8% each on fuel and toll fees and 40% on licensing fees.

Founded in Waltloo, Pretoria, just over five years ago, Alutip has become one of South Africa's leading manufacturers of lightweight, yet heavy duty aluminium tipper and load bodies.

Alutip says its load bodies are heavy duty units constructed of hard wearing alloys to provide operators with durable and tough products combined with the payload advantage of aluminium. All products have been designed by experts and field tested under tough conditions to prove the durability and reliability of the designs.

At Electra Mining, some of its bodies were displayed at the stand of Renault Trucks, which is well-known in the mining sector for its relatively light but robust Kerax range of trucks as they can be adapted for a wide variety of application needs.

At Electra Mining, Renault featured three of its units – one was the Kerax 440.42 8x4 rigid powered by a 321kW, six-cylinder DXI 11 Euro III turbocharged, intercooled diesel engine with electronically controlled fuel injection through a 12-speed electronically controlled Optidriver gearbox. The torque offering is 2 000Nm at 1100-1400rpm. The Gross Vehicle Mass (GVM) is 42 000kg and Gross Combination Mass (GCM) is listed as 70 000kg. It comes with a three-year /400 000km warranty as standard. The second unit was a Kerax 380.34 6x4 rigid with the same engine, but this time offering 1800 Nm through the same gearbox and it was fitted with an Alutip rear-end tipper body. The third was the Kerax 440.34 6x4 truck-tractor (same engine again).

The Renault Kerax, manufactured by Renault Trucks, is a medium- and heavy-duty truck aimed at the construction industry and is available as a rigid or tractor configuration. It was originally launched in 1997 and underwent a full upgrade in 2006. Prior to 2009, the Kerax was powered by Euro 3 DXi11 10.8 L engines used in South Africa but since 2009 the Kerax is powered by the DXi11 11.1 L 6-cylinder diesel engine which is Euro 5 compliant.





There is a choice of a 16-speed manual gearbox and the automated 12 speed gearbox. Suspension varies depending on model; parabolic on the 26t version and semi-elliptical for the 32t version. There are three cab options, all 2.3mm (90.6in) wide and vary from 1.6mm (63.0in) to 2,200mm (86.6in) long. Wheelbase can vary between 3.2mm (126.0in) and 6 000mm (236.2in). The Kerax is manufactured in the Russian city of Kaluga at the Volvo Trucks factory which opened in 2009.

Another innovative product that has been revealed recently is a mobile Schramm T685W drill rig mounted on a Western Star 4900 chassis cab that will be used for drilling boreholes for mine de-watering at iron ore mines in the Northern Cape.

The Western Star rigid has specifically been customised with numerous components that are common to both Western Star and Freightliner trucks, so that it can easily be supported by one of fifteen approved Freightliner / Western Star dealers nationwide. This special Western Star has also been specified with three of the four axles on the truck being driven to provide outstanding traction when the truck is operating in difficult terrain as encountered on open cast mines.

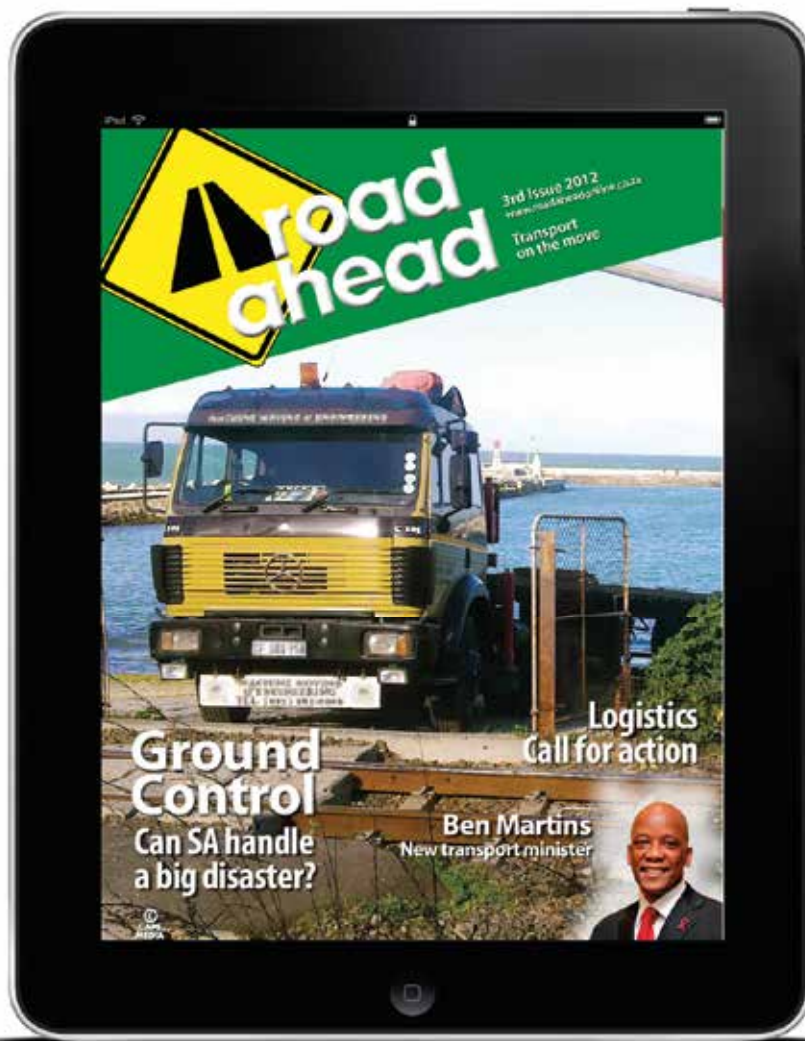
This unit has also been specified with an Allison RDS4500 six speed automatic transmission which makes the 35-tonne mass of the vehicle easy to handle for an inexperienced driver even when running on steep inclines.

As an added safety measure the transmission has an integral hydraulic retarder which doubles up the margin of safety offered by the already powerful Jacobs Engine brake fitted to the Detroit Diesel Series 60 engine fitted to the truck. This approach of having a dual auxiliary braking system has been adopted to ensure safety when the rig is descending steep inclines into open cast mine pits.

The T685WS is the drilling contractor's rig of choice for mineral exploration, shallow oil and deep water well applications among others. Offering a pull-back force of around 40 metric tonnes the T685 is capable of handling a string of drill pipes up to more than 1km deep.

Heavy duty factory installed components and accessories are trading to meet a wide range of arctic, desert and tropical conditions. Western Star Trucks is a brand of Daimler Trucks North America, and imported by Mercedes-Benz South Africa.

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Green light for Redisa

Waste tyre management through recycling rubber into fuel, bricks, tiles and other products is set to take off in 2013 through the Recycling and Economic Development Initiative of South Africa (REDISA), whose plan was gazetted for comment recently

After some hiccups with legal procedures earlier this year, it looks like the Recycling and Economic Development Initiative of South Africa (REDISA) is gearing up for the implementation of its controversial waste tyre management programme.

The Minister has approved the REDISA plan and it was gazetted on 23 July 2012, commencing a 60-day period for affected parties to comply and for producers to subscribe.

“We will be getting our systems ready for implementation over the next few months and anticipate starting operations on the ground early in 2013,” Redisa has announced.

Eddie Jordaan, currently sales director of Continental SA, will join Redisa on September 1 and will be responsible for the roll-out and implementation of the plan as legislated by the Department of Environmental Affairs.

Piet Swart, currently MD of Alliance Tyre Africa, will head up the recycling technology division of Redisa.

Background

The tyre industry produces over 10 million scrap tyres every year, tyres which end up as an environmental problem, both as pollutants and as creating breeding grounds for mosquitoes. Tyres are such a problem because they cannot, with current know-how, be economically recycled. More accurately, they cannot be economically recycled when the cost of not dealing with the problem is ignored. However, as a nation we are paying the cost of ignoring this problem, and it's a cost that will rise over time. There are an estimated 60 million scrap tyres lying in stockpiles (many illegal and unsafe) or in the veld.

The REDISA plan aims to remove waste tyres from the South African environment. The basis for this is to subsidise the collection and recycling process by attaching a value to scrap tyres: Once they have a value, individuals and small entrepreneurs will seek out and remove tyres from their community and deliver them to a collection point.

A key element of the REDISA plan is that it will specifically and exclusively target the small and very small businesses. The main aim is to address the waste tyre problem whilst at the same time creating jobs in the areas where they are needed most: in the informal and SMME (Small Micro and Medium Enterprise) sectors.

A network of collection depots and recyclers will be established, and part of the operating cost of the REDISA NPC plan will be devoted to training and support of the SMMEs. Another component will be allocated to Research and Development to create recycling processes. These processes for handling scrap tyres will be prioritised based on where they sit in the waste management hierarchy:

First prize: avoid the scrap in the first place, which will be supported by education programmes for the general user on how to maximise tyre life.

Next: re-use. REDISA says retreading is used far less in South Africa than in European countries, where even, and sometimes especially, high-performance tyres are re-treaded. We need to fight the bad name that retreading has here, as well as drive the economics and volumes to make it more attractive.

The next step is to recycle into other forms of rubber, reclaim the steel and finally energy recovery, by converting the scrap tyres into fuel.

Employment

The plan creates employment opportunities with training and support (ranging from advice to financial) to entrepreneurs, one- and two-man operations, and the informal sector.

REDISA estimates it will create approximately 15 000 jobs, of which around 5 000 will be existing people – many operating illegally – who will be drawn into the plan.

“In other words, about 10 000 new jobs, in the skills range where they are most needed. We think it is very important to distinguish between creating jobs and creating vacancies. Creating vacancies means creating job opportunities in segments where there is already full employment, and a lot of so-called job creation is doing exactly this. All this achieves is to move people around between jobs and create more cost pressure for organisations chasing the limited skilled person talent,” REDISA says.

The plan is specifically focussed on creating a greener South Africa through dealing with existing waste rubber tyres across the country and creating a sustainable plan for the management of future tyres. Moreover, the plan will research and support initiatives to create products from waste tyres such as rubber, oils, bricks and tiles.

Funding

The funding of the plan will be through a per-kilogram levy on tyres manufactured in or imported into South Africa.

“It’s important to understand that one way or another, the country will have to carry the cost of dealing with waste tyres. This approach puts the cost where it belongs: if you introduce tyres into the market, you must contribute up front to the cost of the eventual disposal of the tyres,” REDISA concludes.

Source: REDISA

Belshina tyres expand into Africa

Road pedigree on all fronts

Beltyre Africa (Pty) Ltd is the official dealer for the European company JSC Belshina and represents the African market. Demand for Belshina tyres on the African continent is handled by Trading House (based in Durban, South Africa) a company created five years ago to market Belshina tyres in Africa. JSC Belshina has a huge plant in Belarus, 40 years experience in tyre manufacturing and a staff complement of 14 000 employees. They develop new technologies in tyre manufacture and are acknowledged in former Soviet Union countries as an industry leader.

Belshina's 'bias OTR tyres' are well known all over the world and the biggest South African contractors say that Belshina achieved the best results on these tyres when compared to other major brands. The mining industry now requests 'radial OTR tyres', and here Belshina does not fall far behind world market leaders. The last tests results of Belshina's 'radial OTR 27.00R49' in South Africa show over 4 000 working hours, under hard working conditions, which is an excellent result for huge dump trucks.

Africa is a continent with big deposits of mineral products. Belshina recognised this market and supplied OTR tyres for mining applications, establishing themselves in this tyre market niche. Future expansion into agricultural, truck, passenger and tyres for road building machines is planned by the company.

Belshina's plant is based in Belarus, mainly an agricultural country, which has meant they have achieved excellent results in the manufacture of agricultural tyres. The tyres lifetime is comparable with the lifetime of the tractors themselves. The Belshina plant plans to increase their truck tyres segment by widening its tyres range, as demanded and requested by foreign markets. One of the latest additions is a new size – '315/80R22.5' developed for drive and steer axels of trucks. Introduced to the South African market two years ago the tyres continues to show excellent results under South African conditions. Belshina tyres for road-building and industrial machines are already well known all over the world, but the demand for distribution in the South African market is not high enough.

With a reasonable stock level available locally Beltyre Africa is approaching retailers and end users and aims to bring tyres to South African clients on time. Because of Belorussian legislation



Andrey Kleinov, Director of Beltyre Africa Pty. Ltd.

tyres have to be paid for within 60 days after despatch from the plant. Therefore planning when the tyres arrive in port and subsequent sales is important.

One of the main issues in the African market is competition with Chinese manufactured tyres. They offer uncertain quality with unbelievably low prices, and a lot of transporters prefer this option because of perceived lower running cost. This is easy to understand when you look at prices of major truck tyre brands. Beltyre offer the same quality as top brands, but with much better prices – that is the third option between two extremes. I would like to suggest that Belshina is the best choice – they offer the best correlation of price and quality available.

"The economies of South Africa and Belarus are very different. We know the requirements from the Belorussian side and are looking at the requirements of local customers. Our goal is to meet these two different mentalities and create a fruitful system of business co-operation. After two years in the South African market we are learning local business trends and local businesses needs all the time. We are now starting to understand the tyre sales business into Africa."

Belshina JSC is one of the largest enterprises in Europe producing over 200 tyre types for passenger cars, trucks, heavy duty dump trucks, industrial and road building machines, buses, tractors and farm machines.



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New axle plant for SA

SAF-Holland SA proves commitment with a new local assembly line and a KZN branch



With operations on six continents, SAF-Holland is an established leader in the manufacture and supply of innovative premium-class truck-trailer running gear, helping transport operators realise new payload efficiency benchmarks using low tare-mass trailer components. *Road Ahead* takes a closer look at the strides being made by the organisation's South African subsidiary, SAF-Holland SA.

Based in Germany and boasting a corporate history dating back over a century, SAF-Holland supplies truck-trailer axles, suspension and braking systems, fifth wheels, kingpins, landing legs and other trailer ancillary products to both truck OEMs and trailer manufacturers. In 2005, SAF-Holland identified southern Africa as a key growth market and established a South African subsidiary as part of its global expansion programme.

In it for the long-haul

"Getting a foothold in the local market was by no means easy," says Jo du Toit, managing director, SAF-Holland SA. "Transport operators in South Africa are relatively conservative and generally sceptical of new products that offer 'more for less'. Brand loyalty on their part is extremely strong and we had to prove that we were serious about servicing the local market; that we were in it for the 'long-haul'."

Following a trip to SAF-Holland head-office in Germany in 2010, where du Toit conveyed local market feedback to his CEO, Detlef Borghardt, a strategic decision was made by the SAF-Holland Board to elevate both the marketing and production capabilities of the South African subsidiary through the appointment of a South African director (du Toit) and additional personnel, the acquisition of new premises and the building of a state-of-the-art SAF-Holland truck-trailer axle assembly line.

“We moved our headquarters from Alrode to newer, bigger premises in Ormonde in Johannesburg last year and tasked our new technical manager, Simon Dolphin, to source local suppliers to help with the installation of our assembly line,” du Toit explains.

“After nearly a year of installation work according to German specifications, the assembly line is now complete and has commenced operations. Moreover, the line has been comprehensively inspected and audited by our parent company and not only conforms to, but exceeds SAF-Holland quality, safety and accuracy criteria.”

For du Toit and his colleagues, the new assembly line offers many benefits, for customers and for the country. “Government has targeted the automotive industry as a key area for job creation and skills development via its Local Content programme. Our assembly line in Johannesburg is just the beginning and promises technical jobs for as many as eight individuals, who will all acquire valuable skills and experience based on world-class equipment and assembly processes,” du Toit adds.

The new assembly facility comprises three work stations equipped with the best precision tooling money can buy, says Dolphin. “The line includes overhead cranes, assembly jigs and benches, welding equipment, a compressor with all the necessary piping and an electrical system powering four independent three-phase outlets. At the heart of the assembly

line is the cutting-edge Tools Net 4000 computerised production system from Atlas Copco that controls every aspect of the axle assembly process according to predefined sequences. Every nut and bolt that is fastened is digitally recorded by a Central Controller which is connected to a server which is connected to the SAF-Holland network. This ensures 100% traceability, safety and accountability.

“A digital scanner records the barcode of each axle unit as it enters the line, enabling the system to set required torque specifications for each tool used to fit trailing arms, U-bolts, pivot bolts, shock absorbers and airbags. The integrity of the system obviates any human error and ensures step-by-step quality throughout the axle assembly process. All welding work done on the line will be independently tested by a metallurgical laboratory for penetration and strength,” Dolphin explains.

From a customer service perspective, du Toit states that, “having the new assembly line located in South Africa gives SAF-Holland SA the ability to swiftly respond to local market requirements, allowing axles to be tailored to meet specific trailer OEM specifications. We expect the line to fully assemble 20 axle units by the end of July this year”.

A prerequisite for any company supplying products to the truck transport industry is the ability to service vehicles as quickly as possible to ensure maximum uptime of all trucks and trailers.

Much of SAF-Holland SAs customer base deploys long-haul

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truck-trailer combinations and to date, du Toit has established a network of independent dealers around the country to not only supply and rapidly service SAF-Holland running gear, but to provide technical training to transport operators on how best to maintain and service SAF-Holland components.

“Our dealer network has helped us build the SAF-Holland brand and we will continue to expand our network using independent dealers. However, it is essential for us as a subsidiary of a global operation to establish proprietary branches in major centres in SA to effectively satisfy market demand. The opening of our office in New Germany, Pinetown, in 2011 has boosted our speed-to-market and thus, our ability to further the adoption of SAF-Holland products by both transporters and trailer manufacturers in the province.”

Situated just off South Africa’s primary truck logistics corridor, the N3 highway, SAF-Holland SA’s Pinetown office holds several million rands’ worth of inventory and is headed by sales manager, David Wallace, who has represented SAF-Holland as an independent supplier since 2005.

“Durban is the country’s second largest trucking node and we are ideally positioned to service both operators and trailer fabricators in the region. In an industry where turnaround times are critical, being on the doorstep of so many top fleets is definitely assisting our market penetration. The general trend amongst the more professional hauliers is to regard the total-cost-of-ownership of the truck-trailer combination as the primary buying criterion, rather than simply buying the cheapest product out there. Buying premium-brand running gear falls squarely into this approach.

“Operators are constantly looking for better ways to make their rigs more productive and cost-efficient to boost bottom line performance. SAF-Holland is able to meet these objectives by offering market-leading product warranties, significant gross-vehicle-mass reduction through low tare-mass components, lower trailer servicing costs, faster trailer repair times and greater longevity across its product range. Being on-hand to back up these inherent product qualities makes all the difference in such a competitive market,” says Wallace.

As South Africa emerges as a global economic player, its supply chains will increasingly fall under the auspices of international regulatory frameworks that safeguard both human

and environmental sustainability.

For du Toit and his team, SAF-Holland SA is at the vanguard of new truck transport methodologies being adopted by premier fleets to lessen the impact heavy trucks have on society and the environment. “As the road freight industry in South Africa evolves, it looks for better ways to carry more payload using fewer vehicles; an approach that is both economically and environmentally beneficial. By expanding our supply and service capabilities through the new assembly line and our Pinetown branch, SAF-Holland SA has not only proved its nay-sayers wrong, but has made a significant leap towards positioning itself as key partner to truck transporters with a forward-thinking approach,” concludes du Toit.

Company Profile

With sales of approximately EUR 831 million (R9.3-billion) in 2011 and over 3 000 employees, SAF-Holland SA is one of the world’s leading manufacturers and suppliers of premium product systems and components primarily for trailers as well as trucks, buses and recreational vehicles. The product range encompasses axle and suspension systems for trailers, coupling devices, kingpins and landing legs. SAF-Holland sells products on six continents to Original Equipment Manufacturers (OEMs) in the initial equipment market and to their Original Equipment Suppliers (OESs) in the Aftermarket as well as over a global sales and service network. Through this network SAF-Holland distributes its products to end users and service centers. SAF-Holland has thus established itself as one of the few manufacturers in its sector that is internationally positioned with an extensive product range and a broad service network. SAF-Holland SA has been listed in the Prime Standard of the Frankfurt Stock Exchange since June 2007 and the shares have been in the SDAX since December 2010.

More information is available at www.safholland.co.za



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Indwe Risk Services

Why insuring an unroadworthy heavy commercial vehicle is like pouring money down the drain



Heavy commercial vehicles are true mobile assets and owners of these assets do their utmost to ensure they ‘sweat’ their assets. As margins are generally tight, every transport operator should focus on optimising all operating costs.

When it comes to heavy commercial insurance, a crucial element of the insurance cover relates to the roadworthiness of the vehicle(s) at the time of the accident or incident.

Unlike most commercial fleet policies or personal insurance policies, roadworthiness is an absolute prerequisite for the cover to apply and not just if the roadworthiness or lack thereof contributed to the accident. One can understand that for insurers to be able to provide lower cost insurance premiums, they need to be a lot stricter in enforcing the terms at which they accept risk. Also noting that it is illegal for a public transporter to operate an unroadworthy vehicle.

What are the implications for the Public Transporter?

Low premiums with excess buy-down or waiver covers and some fancy policy benefits mean nothing when the insurer rejects the claim due to unroadworthy vehicles at the time of the claim.

Not only is this a problem when one’s own vehicles are involved,

but the potential loss becomes catastrophic when other third party vehicles and property are damaged, because the insurer will not end up paying for any of this. In addition, the Public Transport is likely also to be criminally prosecuted for a number of crimes, both common law and statutory.

If in the above scenarios, not only is property damaged but people injured or killed the charges can extend to murder or culpable homicide.

In addition one can include breach of Occupational Health and Safety Legislation, Labour Relations, Compensation for Occupational Injuries and Diseases, Road Traffic legislation amongst others. In terms of the Transport Contractors financing arrangements with the banks, they will still have a claim against the transporter even if the insurance fails to pay. The picture is dismal to say the least.

Indwe promotes fleet risk management as a priority, not only from the point of view of attempting to reduce the total cost of risk for our clients but also to ensure that hard earned money being spent on insurance is not wasted because either vehicles are unroadworthy or the administration around COFs, PDRPs, driver’s licences, tracking devices and other risk related measures do not comply with the requirements of insurers.

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Tshwane opportunities galore

In addition to an automotive hub, Tshwane plans a locomotive manufacturing hub



Photography: Francesca van Rooyen



Tshwane, the capital of South Africa, is on a roll. It is looking at establishing a number of major industrial, agricultural, mining as well as tourism projects for which billions of rands in investment areas needed. And with most of these investments having to be funded, partly through full financial government backing and partly through public-private partnerships, there will be business opportunities galore not only for major companies, but also for Small, Medium and Macro Enterprises (SMMEs) which wish to come to the party.

It's a super project which will, if it comes off, not only boost Gauteng's – and therefore the country's – economy, but which will also create jobs for Africa, help level equality issues and thereby reduce poverty.

What is most important: the Government has come to the party with the Department of Public Enterprises (DPE) having initiated a number of supportive management projects.

Another plus: with the Gauteng-Durban corridor being extremely important in this Grand Plan the DPE's State-Owned Company (SOC) Transnet is to set the ball rolling by investing R38.5-billion in the Durban-Gauteng corridor to increase both capacity and efficiencies.

A key element of this will be the upgrading of intermodal terminals in Gauteng as part of the process of establishing a seamless rail ring around the province.

What's more, Transnet has also completed a concept study to establish a super-intermodal terminal handling both container and automotive cargo at Pyramid facility.

It is now also promoting the establishment of a locomotive manufacturing cluster near the capital.

This is in addition to the automotive and aerospace industry clusters that already exist and are being expanded.

Last but not least, Transnet has also initiated a study to enhance the corridor between Ngqura and Gauteng.

This was revealed by Public Enterprises minister Malusi Gigaba when he addressed the fourth Tshwane International Trade and Infrastructure Investment Conference at the CSIR Conference Centre in Tshwane (Pretoria) recently.

Gigaba spoke before Tshwane's executive mayor Kgosietso Ramogopa, who had described, in his keynote address, the city's vision of becoming the industrial and economic growth hub of the country as well as the continent in an 'unwavering' endeavour to serve as a catalyst for job creation and the fight against poverty.

Tshwane has been forecasted to achieve 4.6% growth this year, almost double above SAs projected growth. Now the city has



committed itself to cumulatively creating a total of 375 000 jobs by 2016 through many projects that are to be funded in the medium term with up to R10-billion from the capital markets. In fact, it is currently involved in its first-ever issuance of a bond of R1.5-billion in this fiscal year, to be listed and traded on the JSE in the hope this will bring down the cost of funding over time.

According to Ramokgopa the R10-billion sought for Tshwane's projects was only 'a drop in the ocean' given all the backlogs the City had to address in the area of expanding of infrastructure, provision of housing, formalisation of informal settlement, densification and public transportation, etc.

He assured potential investors that with improved good governance, the city was a safe investment, confirmed by rating agencies as well as sustained unqualified audit reports.

Backing Tshwane's ambitions, but looking at the bigger picture against a background of global economic conditions, Gigaba spoke about the Government's infrastructure roll out programme and acknowledged that Tshwane played a major role in it.

He said the Tshwane economy was characterised by unusually high levels of international trade with exports almost forming half of the city's economy. The automotive, iron and steel, machinery, equipment and the furniture manufacturing sectors were all very significant exporters based in Tshwane.

In addition, there was a range of other, more niche manufactured exporters including, for example, electrical machinery and transport equipment. Similarly, imports both as inputs for manufacture and as consumables were a vital component of the economy.

"The quality of the logistics link between Tshwane and the ports are therefore extremely important to the city economy," said Gigaba.

Elaborating on Transnet's R38.5-billion investment in the Durban-Gauteng corridor and other projects, Gigaba said the Pyramid facility would be developed in partnership with the private sector and be linked to the Blue IQ supported Automotive Park and terminal at Rosslyn.

"However, a key insight is that for the process of promoting investment to be optimised in both our customer and supplier communities, we cannot just announce high level plans and hope that the market will respond.

"In other words, we need dialogue and co-ordination with the private sector so that the SOC investment programme and operations results in predictable and sustained investment and competitiveness improvements in our customers and suppliers.

"In order to systematise the process of collaborating with customers, we have, and will continue to be establishing,



Photography: Francesca Van Rooyen

project based forums between SOCs and key customer sectors.” In this respect, he said, his department had established an Automotive Forum involving the Department, Transnet and the key Original Equipment Manufacturers (OEMs) that would focus on improving operational efficiencies on rail and at the ports, increasing investment in specialised automotive related rail and port capacity and ensuring security of electricity supply.

He said the forum would produce quarterly reports that would allow him to systematically track and add value to priority projects. “In this way, we hope to be able systematically to promote additional investment in the automotive sector – which will clearly be of benefit to Tshwane.”

Long-term fleet procurements had also been introduced to enable the development of strategic partnerships with suppliers to develop national industry. In this regard, Transnet was planning the procurement of a fleet of 1 064 locomotives in the next quarter which would result in a seven year strategic partnership with selected companies.

From an energy point of view, Eskom was also planning long-term power station filter bag procurement with similar industry development objectives, Gigaba said. He encouraged the City of Tshwane and all those present at the conference to engage with the Department’s SOC Competitive Supplier Development Programme.

He gave the example of Tshwane already being host to a major Transnet Rail Engineering (TRE) locomotive and wagon manufacturing facility. In the context of TRE’s upcoming locomotive fleet procurement, the TRE facility could form the anchor for the development of an extensive supplier cluster.

“The development of this cluster will be significantly enhanced if a cluster park is established to house suppliers in close proximity to TRE and supporting infrastructural investments in roads, electricity distribution and water is made by the City. We can only enhance the impact of our programmes through effective co-ordination,” Gigaba said.

And that’s not all, as the TV add goes. In this regard, the department had also established forums to enable collaboration between the provinces and the SOCs. These forums had the objective of aligning and co-ordinating the investment programmes of different stakeholders, providing support for the implementation of the build programmes and enhancing communication in order to rapidly resolve service delivery problems, design flagship projects and build business relationships between the SOCs and the provincial governments.

“I am pleased to say that the response from the provinces to this initiative has been very positive and we can already see the benefits flowing from enhanced communication.”



Furthermore, a new unit called 'Strategic Partnerships' had been established to provide systematic oversight and support for these investment promotion processes.

Finally, the department was establishing an Integrated Project Office to focus on providing more effective monitoring of the infrastructure roll-out, to unblock bottlenecks in the process, enhance joint learning as the roll-out progressed and to support the supplier development process with the SOCs.

However, coming up with ideas and putting projects together is one thing – funding them is another.

South Africa needed to find innovative ways to encourage private sector participation in infrastructure development in order to increase the level of private sector investment in the local economy.

This had become even more crucial with Government having identified R3.2-trillion for 17 key infrastructure programmes around the country. He said that while some of the money was available for this infrastructure roll-out programme, much still needed to be funded and that the Government had identified various funding models. These included the possibility of an infrastructure fund, public-private partnerships, public-public partnerships, and "other models in order to unlock the balance sheet of the private sector".

He said such infrastructure programmes also related strongly to growing intra-African trade, which should be a key focus, particularly within transport and energy infrastructure.

Gigaba said it was not viable to invest R3.2-trillion in establishing the road, rail and energy infrastructure that was needed, without ensuring the development of related jobs and skills via the rollout of such programmes.

The three-day conference, which was hosted by the City of Tshwane and organised by the events management division of Cape Media Corporation, with well-known TV presenter Peter Ndomo as anchor, drew more than 600 delegates from about 450 companies and was a roaring success.

Projects discussed during the conference included those in tourism, agriculture and the automotive industry and positioned Gauteng as the leader in the Knowledge and Green Economy.

While most of the major projects were aimed at promoting the clusters and beautifying the inner city (making it more pedestrian friendly, attracting restaurants and improving public transport through BRT and 'Hop on-Hop off' transport), Ramokgopa and other speakers stressed that a natural process in the development of these and other projects was also to stimulate small, micro and medium-sized enterprises development, as well as skills and job creation.

Electric avenues

Evolving electrical systems need a new generation of chargers and testers

Anyone questioning the need for the latest generation of chargers and testers should look no further than the growing complexity of today's electrical systems.

Batteries that were once responsible for little more than starting power are now tasked to feed a growing list of accessories, from heated seats to navigation systems. Every new connection leads to a system more complex than the one it replaces.

"The electrical demand on a vehicle today is so much greater than it was even 10 years ago," says Jim O'Hara, vice-president of marketing at Clore Automotive. He references non-traditional starting batteries such as absorbed glass mat (AGM), gel cell, or spiral-wound designs as just a few examples of the way equipment has recently changed.

Luckily, the latest testers available to automotive companies are able to respond using a combination of menu-driven tools, long cables, and equipment that simply hooks up to the battery transforming many two-person tasks into one-person jobs.

Of course, users still need to be aware of some fundamental differences in the equipment they test and you still need to ask questions like 'What kind of battery am I testing?', so the tester knows how to evaluate the results it sees."

Alternator thinking

Fortunately, the right testing equipment plays a key role in lowering the number of returns or callbacks, says Phillip Falk, strategic product development co-ordinator at D&V Electronics. An accurate test must be a better alternative to swapping a component two or three times before discovering the real source of a fault.

But the related testers have needed to evolve to address changes in the components themselves. Traditional alternators are analogue components. Today's versions control charging voltages with power control modules or engine computers, and transfer information over LIN (local interconnect network) buses. You need to simulate the same input control signal that you would have on the vehicle, which needs to match the protocol of the vehicle..

Technicians who once checked the condition of alternator diodes by looking for a specific level of ripple voltage also need to look more deeply into the results, using tools like the Midtronics EXP testers to monitor a signal's pattern rather than the magnitude alone. "You can clearly see when you've got open shorted diodes and diode issues, versus just looking at a level," says Will Sampson, executive director of marketing for Midtronics.

Even the connections to the testers have required updates. The shape of two plugs may look identical, but the "pin outs" may serve different functions. "It's not just a matter of, 'Does the alternator charge the battery?'" Falk notes. "Is it compatible with the rest of the electronic system on the vehicle and other factors?"

Testers are also now being asked to take a closer look at vehicle wiring. "One of the capabilities we built into our product was doing a conductance version of a cable drop test to make it simple to check certain wiring, whether it's between the alternator and the battery, or the battery and the ground," Sampson says. "Grounds have a huge effect on vehicles now because of all the computers in them. A bad ground circuit can create all sorts of havoc.

Charging ahead

Chargers have required improvements of their own, largely to respond to the growing array of battery designs that require precisely controlled charging curves.

"Different battery technologies, construction methods or chemistry will affect the battery's internal resistance," Falk explains. "[With] some of these new technologies, if you use a voltage regulator with a voltage set point that's too high, you will damage the battery."

"You know, it used to be, hook up to the battery, tell it what the battery's rating is, and move on. Now you need to know is it an AGM battery or not? Is it a different type of system: a start-stop system or a normal system?" Sampson says. The latest chargers monitor batteries through an entire charging cycle. "Because of the testing and diagnostic capability, we can charge that battery at high current safely and quickly, so you can shorten the amount of time it takes to get that customer going again if the battery was only discharged."

As the number of AGM batteries grows, and the widespread use of start-stop systems spreads, the focus on diagnostics and charging will quickly increase, Sampson suggests. "These systems will use up the battery a lot more. Charging is going to become more important, and probably even become a preventive maintenance offering.

If you're going to have the vehicle in the garage for some period of time, and the vehicle system is putting that much strain on it, it's a good opportunity to condition the battery and get it better charged. And on the testing side of it, you can continue to find different failure mechanisms because of how the battery is being used. It's now going to operate much more in a partial state of charge than it has before, which will have different implications on when and how it fails."

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ROSE Foundation

Waste generators to start registering and reporting in 2013

The National Waste Information Regulations 2012 have been passed and will take effect from 1 January 2013.

“The purpose of this revised legislation is to control the collection of information on waste and waste management in South Africa to fulfil the objectives of the National Waste Information System (SAWIS),” explains Raj Lochan, CEO of the ROSE Foundation.

Some of the most important points for waste generators

One of the most telling new requirements under this recent legislation is that generators of hazardous waste in excess of 20kg’s a day are required to register on the SAWIS.

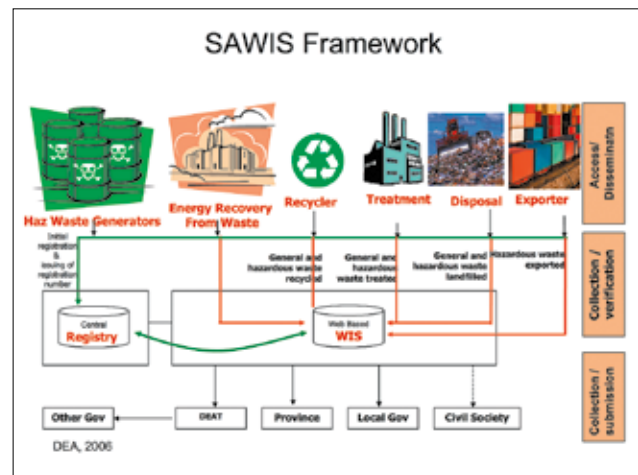
(This equates to only four car oil changes per day or one truck oil change per day)

“From January 2013 anyone generating this volume of used oil per day will need to apply to the SAWIS to be registered,” says Lochan. “Once registered, these generators will need to submit information to the SAWIS within 90 days and the information needs to be based on actual volumes and not estimates.”

Lochan also explains that this information then needs to be retained by the waste generator for five years, and produced for inspection if and when asked.

The Hazardous Waste Manifest for generators of used oil

As used oil is a hazardous waste, generators will be required to report to the SAWIS through a Hazardous Waste Manifest, a document that will track the used oil from cradle to grave and offer a clear snapshot on how it has been managed.



Some relief for generators of used oil

“By using a National Oil Recycling Association of South Africa (NORA-SA) collector, the generators of used oil will also be able to confidently verify the accuracy of the information being reported – thereby avoiding having to possibly undergo a waste quantification survey and waste audit which may be required if the Department feels that the volumes reported are incorrect or misleading.”

“As has been witnessed, regulations pertaining to Waste Management in South Africa are ever evolving and fast changing,” concludes Lochan. “However, the ROSE Foundation has worked tirelessly to stay abreast of changing legislation and we will continue to do so, so that the used oil industry, the NORA-SA collectors and their clients remain compliant.”

Information that the generators of a hazardous waste need to provide on a Hazardous Waste Manifest include:

- A unique consignment identification number in the form of a bar code;
- The generator’s contact details, including the contact person, physical and postal address, phone and fax number and email address;
- The physical address of the site where the waste was generated;
- An emergency contact number;
- The origin/source of the waste (how it was generated);
- A description of the waste (waste classification and waste category)

- Waste risk profile if relevant;
- The chemical composition of the waste;
- The physical nature / consistency of the waste (liquid, solid, sludge; pumpable, non-pumpable);
- The quantity of waste;
- Packaging (bulk, small containers, tank);
- Transport type (tanker, truck, container);
- Special handling instructions;
- The date of collection / dispatch;
- The intended receiver (waste manager); and
- A declaration that the content of the consignment is fully and accurately described, classified, packed, marked and labeled, and in all respects in proper condition for transportation in accordance with the applicable laws and regulations.

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Is wireless tracking the way to go?

Wireless vehicle tracking devices with their own internal power are becoming increasingly popular in SA, giving battery powered systems a run for their money

Securing vehicles and assets in transit has become a necessity for businesses in South Africa with the continued high levels of theft and hijacking. Criminals are not only after vehicles, but often are more interested in the goods being transported, abandoning the vehicle as soon as is convenient.

Traditional tracking technology makes use of GPS transmitters hidden in the vehicle in an attempt to provide the location of the vehicle at all times. Unfortunately, the criminal element understands this and will often steal a vehicle and park it under roof for a few hours to prevent the owners from tracking it via GPS.

“During this time, the thieves can trace the GPS device by following the wire linking it to the vehicle’s battery,” explains Deon Bayly, MD of Mtrack. “These devices require a significant amount of power to operate and therefore need to be hooked up to the battery at all times, making it fairly easy to find.

“Moreover, the size and the requirement for an external power source make it impossible to hide a GPS device inside the goods being transported. This means that once offloaded, the goods are gone forever.

“This also means that the real recovery rate of stolen assets using GPS devices is not as good as some vendors would like you to believe.”

Bayly advises transportation companies to rather consider smaller wireless devices with internal power sources. These can be more easily hidden, even inside packages being transported, and remain independently active for longer, meaning they can be reused for multiple trips and in multiple vehicles.

Mtrack is a self-contained, self-powered wireless location unit that not only meets these criteria, but uses cellular networks to determine its location. Cellular signals are not as easily blocked in parking blocks or garages, making it harder to hide stolen goods and vehicles.

The size of the Mtrack device also makes it easy to hide and difficult to discover. Its minimalist installation requirements mean the unit can be fitted into most assets quickly and covertly, and it is a fully portable solution that can be easily moved from asset to asset. Possibly its best feature is that its battery life lasts, on average, one year.

The unit can also be set to detect movement. The movement sensor capability allows the unit to go into alarm mode if it moves when it should not – such as when it should be spending the night in a warehouse.

“The results achieved by Mtrack after 10 years of service in South Africa and 15 years internationally is an unbeaten 98.4% recovery rate,” adds Bayly. “These are proven statistics that no other vehicle tracking technology can match.”

Because Mtrack can be hidden in a load as easily as it can in a vehicle’s cab or trailer, it is a suitable technology for use in dealing with high-value robberies as well as simple vehicle theft. Previously, the truck could be recovered without the trailer and goods. With Mtrack, owners are now able to track and recover the goods in transit as well as the trailer and truck should there be a unit in each.



Trucking Wellness

Ensuring responsibility and maintaining health in eThekweni trucking sector

Pressure has been placed local governments to mainstream HIV & AIDS initiatives into their activities. Road Ahead spoke to the eThekweni Municipality Trucking Sector HIV & AIDS Programme's facilitator, Mr Seelan Naicker on the impact the project has made in the community.

What are your main responsibilities as facilitator for the HIV & AIDS programme in business and labour?

As facilitator, my key responsibilities are planning, co-ordinating and facilitating business and labour sector HIV & AIDS programmes within the eThekweni municipal area. The reason for that is to strengthen the fight against HIV & AIDS. I work with various sectors of the business community and the trucking sector is one of those sectors. My prime responsibility is to offer guidance to forums on HIV & AIDS programmes by providing information on HIV & AIDS policies, programmes and services to encourage organisations to implement workplace programmes, to promote screening for various conditions.

Can you tell me more about the eThekweni municipality HIV & AIDS trucking sector programme?

We started this programme in 2008, which led to the establishment of the eThekweni Trucking Sector Wellness Forum. This forum consists of representatives from the various trucking companies, unions and representatives from the National Bargaining Council for the Road, Freight and Logistic Industry, including representatives from the fuel industry like Shell. This is the only known forum that exists in South Africa to undertake programmes in the trucking industry. We address wellness issues by inviting speakers to present a specific topic that will be applicable to the trucking industry and plan events (wellness and sports days).

What inspired the founding of the programme and why was it founded?

The Centre for Municipal Research and Advice (CMRA) is an NGO that receives funding from international government,

especially from the Dutch embassy to undertake programmes within the various municipalities in South Africa. The aim of this CMRA project is to strengthen the capacity of local government to respond to HIV & AIDS issues. Global research has shown that truck drivers tend to be at higher risk of contracting HIV than the general population and at that time there was no HIV & AIDS programme in place for the eThekweni trucking sector. This is a very vulnerable sector because most truck drivers are sexually active and they are away from home most of the time. Wherever they stop to rest, they are approached by commercial sex workers.

From the research conducted by CMRA, two interventions that were adopted by the management of the eThekweni Municipality to deal with HIV & AIDS in the work place: a site based strategy and a sector based strategy.

Give a brief description of the site based strategy and the sector based strategy.

Site based strategy, refers to the setting up of a wellness centre in eThekweni where truck drivers could – wherever they are resting – go and access primary health care services. The sector based strategy focuses mainly on capacity building the trucking companies. In Durban we conducted a study at the Marianhill Truckstop which is one of the busiest truck stops in the Durban area and which was identified as a spot to set up a wellness centre to provide these services.

Can you tell us more about your partnerships and forums in the freight industry and other municipalities?

We have very good support from Trucking Wellness, an NGO managed by Corridor Empowerment. They have approximately 22 trucking wellness clinics in South Africa based at various truck stops that have been identified. Trucking Wellness manage the trucking wellness centre at Marianhill Truckstop which is part of eThekweni.

They support us at our wellness events by providing mobile teams to conduct HIV & AIDS counselling and testing services and approach individual companies in eThekweni to provide mobile services which is all provided free of charge. We work



Seelan Naicker, HIV & AIDS Programme facilitator

closely with North Star Alliance, a non-governmental organisation which has roadside clinics in the areas surrounding Namibia, Zimbabwe, Swaziland and Mozambique (SADC region). The national bargaining council for the road freight and logistic industries, is also part of the forum. They have a wellness fund, whereby the employer contributes 1% of the employees salary towards the fund and the employee contributes half a percent of his salary towards the wellness fund. They provide a very basic medical aid package for the members and have appointed Care Works based around Cape Town as a service provider to roll out ARV treatment. Shell Chemicals, one of our partners is keen to roll out the same programme that we have here in eThekweni (Wellness and Sports day event) in other provinces. We have encouraged them to consult with other municipalities in Cape Town and Gauteng for assistance.

What is the current status of the HIV & AIDS peer-education programme in trucking?

It is an ongoing programme driven by the management of the trucking companies on a regular basis. They hold toolbox talks – these are very short simple discussions which are held regularly with drivers, focus on HIV and provide regular updates and advice.

Briefly note some challenges you have faced and how you have overcome them?

We are finding it very difficult to recruit smaller companies to join our forums as they do not have the luxury of specialised

personnel. For example the owner is the SHEQ manager as well as the HR person, he or she has many responsibilities within their organisation. This makes it difficult for them to release staff or for them to attend our forum meetings.

To deal with those kind of issues, I send them regular updates via email informing them about the municipal clinics that are providing treatment or information on what is happening in the trucking industry.

Tell us more about the wellness and sports day event.

Annually, we have a wellness and sports day event. The aim of this event is to promote wellness and a healthy lifestyle amongst the trucking fraternity, we involve truck drivers and their families in the fight against HIV & AIDS. The families are encouraged to know their status.

Who funds the programme?

At the moment we do not have any funding for this programme but when we started it was funded by the Centre for Municipal Research and Advice (CMRA). They paid for the consultants to do research; they purchased the container that was converted into a clinic and furnished the clinic.

The training of the peer-education and management of HIV & AIDS was funded by the Durban Chamber Foundation so it was a public-private partnership. We also had Engen on board who helped with the electricity and water connections, put a stable base for the container. The monthly cost of water and electricity is paid by Marianhill truckstop. The wellness and sports day event is sponsored by individual participating companies who sponsor prizes and the costs of hosting the event. The National Bargaining Council for the Road, Freight and Logistic Industry provide sponsorships and organisations such as Shell Chemicals contribute financially to our projects as part of their corporate social responsibility programme.

Is there any other additional information that you would like to add?

The forum is in the process of launching a website to promote the forum activities and to encourage new membership. The website will provide information on who we are as the forum, what we are doing, the municipal clinics that are providing free treatment, where they can access the treatment, provincial hospitals, medical male circumcision facilities and a template for developing an HIV & AIDS policy.



NBCRFLI

National Bargaining Council for the Road Freight and Logistics Industry

Your Road Freight Partner.

Urgent Reminder of 13th Cheque Payouts for Industry Employees

This is a notification to all road freight industry employers and their respective employees that the NBCRFLI 2012 year-end payout is currently underway.

As from December 2012, 13th cheques (holiday pay bonuses) must be paid directly to employees. Without the correct details, it will not be possible for the Council to payout these 13th cheques.

For the payouts to be processed efficiently and timeously, it is imperative that the correct details be provided to the Council:

1. Outstanding employee banking details must be submitted through the online e-Business Solution by logging on to **www.nbcrfionline.org.za**.
2. Outstanding foreign employees' banking details must be forwarded to your regional funds administration office with the following supporting documents:
 - Copy of the employee's passport
 - Letter from the bank confirming account holder details (member surname, initials, passport number, account number, branch code) and bank stamp.

Please take note that the NBCRFLI does not make payments to spouses and family members' accounts or to the following banks:

- Foreign bank accounts
- BOE

Should you have any queries, please direct them to your designated agent.



NBCRFLI SERVICES



The National Bargaining Council for the Road Freight and Logistics Industry (NBCRFLI) provides an effective service to road freight and logistics industry stakeholders, thereby contributing to labour peace. We achieve this through our various service offerings which are accessible via our 18 offices countrywide to all our employer and employee members.



Funds Administration

Effectively and efficiently processes all annual leave, sick leave and 13th cheque funds.

Disputes Management

Assists in the resolution of a dispute, over which the Council has jurisdiction.

Enforcement

The NBCRFLI administers the Industry's Collective Agreements. In addition, designated agents ensure compliance and enforcement of the Collective Agreements within the road freight and logistics industry through conducting proactive and on-going educational inspections, investigating complaints or by any other means that the Council may adopt.

Road Freight & Logistics Industry Provident Fund (RFLIPF)

Provides our members and their dependants with Retirement, Death, Funeral, and Disability Benefits. The Council offices provide a client liaison service, while the provident fund administrators pay out benefits to its members.

Trucking Wellness

Provides road freight and logistics industry employees – who fall within the Council's registered scope – with HIV counselling and testing, HIV/AIDS treatment, education and training via our Roadside Wellness Clinics and Mobile Wellness Centres.

Wellness Fund Health Plan

Entitles Eligible Principal Members, together with one eligible spouse (or common law wife), to Primary Healthcare Benefits, 24-hour emergency assistance through ER24, Accidental Injury Treatment and a family benefit Hospital Cash Back Plan.

Contact us for further information about our service offerings, visit our website www.nbcrfli.org.za or contact one of our regional offices.

Registered Office 31 De Korte Street, Braamfontein, Johannesburg, 2017

Private Bag X69, Braamfontein, 2017 **Tel** 011 703 7000 **Fax** 011 403 1555/1726 **Website** www.nbcrfli.org.za



in partnership with **TOMTOM** 

Tracker in partnership with TomTom unveil the future

The new link 510 is a vehicle tracking device that helps companies gain control over fuel cost and fleet safety

The new LINK 510 vehicle tracking and communication device will help businesses contain the rising cost of fuel. Presented at the Commercial Vehicle Show in Birmingham recently, the LINK 510 offers greater control over driving efficiency for every car, van or truck by monitoring driver behaviour, as well as the vehicle's position and movement.

Fleet owners and commercial vehicle transport companies can utilise the Link 510 to report fuel consumption, over-revving and fuel levels by utilising a truck's standard Fleet Management System (FMS) interface. This allows detection of fuel drops and refills and triggers automatic notifications to help managers detect incidences of fuel theft, which has become a growing concern for businesses across the world.

Tracker, in partnership with TomTom, offer fleet management technology to help manage the risk of scarce resources such as fuel, human capital, time and cash more effectively.

"The latest LINK device highlights our commitment to constant innovation, providing easily implemented products which offer a significant boost to businesses' bottom line," said Thomas Schmidt, managing director of TomTom Business Solutions.

"The soaring cost of fuel has made it the number one concern for many fleet operators and the LINK 510 builds on Trackers and TomTom's existing product portfolio to give fleet operators even greater power to improve efficiency, monitor driver behaviour and deliver cost savings."

"We believe that every company that uses vehicles for business will become more profitable by putting the LINK 510 at the heart of their vehicles."



The slimline device can be quickly installed into any vehicle and works alongside Tracker and TomTom's online fleet management system WEBFLEET® to provide detailed reports on all aspects of vehicle utilisation and driver behaviour and has a proven track record in delivering businesses significant efficiency gains and increased billable time of their mobile workforce. Used with a PRO navigation device it also offers job dispatch, ETA communication and working time management functionality.

Custom features, to enhance security and remote vehicle monitoring, are made available through integration with the digital inputs and output of the LINK 510. This would enable businesses to, for instance, protect high value cargo by setting a vehicle's cargo doors to unlock only in authorised zones.

The Link 510 will be available across South Africa as of 1 November 2012 from Tracker exclusively.

Let's drive business™

www.tracker.co.za

How do you save fuel?

- Smarter routing - reduce mileage, avoid traffic and cut costs
- Safer routing - avoid road restrictions, monitor driving time
- Stay in control of your fleet



Get intelligent fuel consumption and carbon footprint information in real time. Monitor driver hours and driver behaviour with the LINK 510 and digital tacograph integration, whilst avoiding traffic and road restrictions with truck navigation. See for yourself how your company can become more efficient with professional solutions from TomTom Business Solutions, distributed exclusively by Tracker Fleet.

Contact us on 0860 60 50 40

www.tracker.co.za

Vehicles to cater to all needs

Hyundai's Panel Van, H100 and HD 72

Hyundai understands the needs of your business and have developed an award winning range of vehicles with your needs in mind. They have vehicles to suit a customer's needs, the H1 Panel Van, the well known H100 1.3 tonne bakkie and two truck models namely the HD65 and HD72.

Starting with the H1 Panel Van, this 3-seater is more than just a sensible business tool. While it is primarily a practical, hardworking load carrier, those seated up front will appreciate the high degree of comfort and convenience that feature in a beautifully appointed passenger cabin. Behind the cabin is a giant cargo area that is more than 2.37m long, 1.62m wide and 1.35m high. For added convenience there are sliding cargo doors on each side, double swing doors at the rear, a flat floor with tie downs and a solid bulkhead for occupants' safety. The Panel Van also comes standard with a five year 90 000km service plan and a 5 year 150 000km roadside assistance plan.

In the busy city or out in the country, Hyundai's latest van is the lifeblood of commerce. With a spacious cargo area, low running costs and high levels of refinement, this is the vehicle you told us you needed and so, Hyundai brought it to you. Available in petrol and diesel derivatives there is an H1 for any application or specific conditions.

Next in line from Hyundai comes their extremely reliable H100 workhorse. Just one look at the H100 and you begin to redefine your expectations of a light truck. Tough and versatile enough to match almost any challenge. Compact enough to cope with limited spaces, but with a payload and crew capability usually confined to much larger vehicles. Extra seat and shoulder width adds freedom of movement and a driver orientated console and car-like instrument cluster, puts comfort and control at your drivers' fingertips. One of the major selling points apart from the 1.3 tonne carrying capacity is the loadbox, being flat without wheel wells protruding into it there is so much more space for cargo. This tough bakkie has really been tried and tested and has operated under the toughest working conditions in South Africa.

This has also elevated the Hyundai workhorse to a position amongst the toughest light commercial vehicles available today.



Hyundai is very proud of this 1.3 tonne bakkie and it comes standard with a five year 150 000km warranty and roadside assistance plan and a three year 60 000km service plan. The reliable Euro 2 engine in the H100 makes for a perfect match between economy and functionality, the 58Kw engine delivers 167Nm of torque that moves loads with ease.

Finally, the newest introduction to the Hyundai Commercial range – the mighty HD65/72 medium commercial vehicles. If you are looking for rugged trucks that fulfil every trucking expectation meet the Hyundai Mighty HD series. With two gross vehicle weights of 6500kg and 7200kg you have real cargo shifting flexibility in this range of medium commercial vehicles. Hyundai understands your requirements as a successful business operator and knows that regular preventative maintenance reduces the cost of service and increases operating revenue.

For this reason Hyundai Trucks are designed for simple and easier regular service and pre-trip inspections. Regular inspection items such as the coolant reservoir, the washer fluid tank and the brake fluid reservoir are positioned and designed for easy inspection and replenishment. When you step into the interior of the Hyundai Mighty HD series, you are offered one of the safest and most ergonomic cabins available. The curved instrument and switch panel layout means less reaching and more instinctive control and when it comes to driver comfort and convenience, Hyundai is always right out there at the forefront. If its power you are after, the Hyundai D4DB Diesel engine delivers powerful performance, developing 95kW and 372Nm of torque combined with exceptional reliability and durability which makes Hyundai Trucks so appealing.

All Hyundai Mighty HD Trucks comes with an industry leading 3 year/200 000km warranty, roadside assistance plan and a 1 year/60 000km service plan. This extremely fuel efficient engine also comes standard with a turbo protector. The cab rests on oil filled mountings which ensures drivers are treated to a comfy ride and because the cab is so well insulated from the chassis, cab life is drastically improved due to less vibration and harshness caused by rough roads.

Find out more information today at Hyundai.co.za.



The Right Technology Matters.



Whether it be long distance on-highway heavy-duty haulage, abnormal loads or off-highway operation, Cummins is always there to provide the best solutions.

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Panel Van from R241 900

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You want indestructible? Hyundai knows engineering. We know payloads and workloads. We know heavy. That comes from being the world's biggest shipbuilder, and it goes into our commercial vehicles. And yes, all brought here on a Hyundai ship.

Panel Van: 3 Seater: 2.4 GL, Petrol, 4 000 litres of space. Also available in diesel: 5-year/90 000km Service Plan, 5-year/150 000km Warranty and Roadside Assistance Plan.

H100 Bakkie: 2.5 Deck, Payload of 1.3 Tons, 3-year/60 000km Service Plan, 5-year/150 000km Warranty and Roadside Assistance Plan.

HD Truck: HD65 Chassis: 95 kW. Also available: HD72 Chassis, 95 kW, 1-year/60 000km Service Plan, 3-year/200 000km Warranty and Roadside Assistance Plan.

Visit www.hyundai.co.za/commercial or call 0861 MIGHTY (644489)

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