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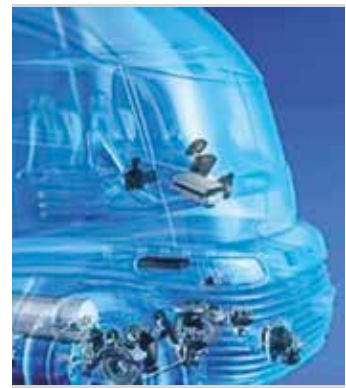
UD TRUCKS



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Transport on the move



Contents

- 08 Mercedes-Benz plays ball**
After a year of reporting only gross commercial vehicle sales, Mercedes-Benz SA is back with verified numbers per weight sector
- 28 Moving Marikana**
Rustenburg Municipality is to move ahead with its bus rapid transit system project
- 14 Africa rising**
DHL's Africa head and logistics guru, Charles Brewer, paints a bright picture of the continent's future – but has some reservations as well
- 32 New hope for Cape commuters**
City of Cape Town has launched a multimodal transport authority that has received the conditional buy-in from Metrorail and the taxi industry
- 20 Criminal behaviour**
Truck hijackings are down, but crime syndicates are getting more sophisticated, even sending in bogus subcontractors to secure a load
- 38 Long wait for passengers**
More than R123 million is to be spent on SA's new passenger rail network, but it will take two years before the new train sets arrive
- 22 And now for 'plastic' axles**
Axle manufacturing pioneer, BPW Axles, is to launch a new-era trailer design with axles that are lighter than the steel versions
- 44 More taxi models on the way**
Toyota SA's dominance in the taxi market is to be challenged by a Chinese-led consortium and the launch of Nissan SA's new model this year

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Transport on the move

Ed's Note



Buying a truck or a bus – or a fleet of them – is an exercise that needs to be tackled carefully, as no one wants to spend money on a vehicle that is not suitable for the task. Vehicle selection is a complicated process in which price is just one of the decision-making elements.

A recent study by Wesbank gives the surprising result that price, at 4.06%, is ninth on the list of most important factors influencing the acquisition of an extra-heavy vehicle. The study states that a lack of finance may be hampering sales but, for those who are buying these trucks, price is nowhere near the most important consideration.

It has identified three areas that are clearly of the most importance to operators: cost per kilometre at 17.14%, reliability at 16.5%, and after-sales service at 14.7%.

Brand loyalty, product quality, parts availability and value for money come in at fourth, fifth, sixth and seventh position respectively.

Timing it right

In the commercial vehicle segment, the focus is on spending money more efficiently, owing to the critical importance of the operational productivity of these assets. According to Chris de Kock, executive head of sales and marketing at WesBank, factors such as reliability and after-sales service are of greater importance when considering which commercial vehicle brands to buy.

So what is the importance of having proper, verified vehicle sales available for the annual, if not monthly, best seller list that ranks brands – even brand models – in various weight classes?

I asked myself that question this time last year when the National Association of Automobile Manufacturers of South Africa (Naamsa) advised that Mercedes-Benz SA (MBSA) would, as a result of a global directive by its parent company Daimler AG, discontinue participation in the industry's domestic new vehicle sales and export sales reporting for the interim. Instead, MBSA provided a single sales total for passenger cars and commercial vehicles.

The true value is offered in our cover story and elsewhere, where we report on investing in local parts manufacturing and even in vehicle manufacturing plants, as well as who has the biggest market share in each sector.

By the way, Naamsa has warned about possible hikes in vehicle prices because of rising inflationary pressures in 2013 and the associated risk of upward pressure on interest rates toward the end of the year.

“Furthermore, manufacturers and importers are under pressure from the weaker rand, and the relatively modest vehicle price increases over the past three years may not be sustainable,” says Naamsa.

That does not sound promising; it sounds like the time to buy is now.

Udo Rypstra
Editor



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M-B comes to the party

From February, monthly vehicle sales will again show properly verified sales stats of the Mercedes-Benz, Freightliner, Fuso and Western Star brands, not just estimates. This is set to show their true ranks on the best sellers list, especially in the heavyweight sectors

This time last year, the National Association of Automobile Manufacturers of South Africa (Naamsa) announced that Mercedes-Benz SA (MBSA) would stop participating in the industry's domestic new and export vehicle sales reporting. Instead, MBSA issued the total sales of passenger cars, commercial vehicles and its exports. This was a global directive by its parent company, Daimler AG.



Using historical sales trends and forecasting techniques, Naamsa's data analysis specialists compiled estimates for MBSA commercial vehicle sales by segment. The result was that the market was never sure of how each of MBSA's brands was performing in the light, medium, heavy and extra-heavy commercial vehicle sectors.

A further frustration to all market analysts was that the heavy commercial vehicle sector is divided into the truck and bus sub-sectors.

The good news is that these estimates will be replaced by actual verified sales numbers as before. Early in January, Naamsa reported that "following extensive discussions between the Department of Trade and Industry (dti), MBSA and the association – agreement has been reached on an arrangement which will enable (MBSA) to resume full reporting of the company's new vehicle and export sales".

In summary, with effect from 1 January, new vehicle sales and export data will be compiled, verified and distributed after the release, for public consumption of the data on the website of the dti. Naamsa's database will be updated with the actual historical MBSA monthly sales data.

"It is anticipated that this task will be completed before the end of January, and this is likely to result in the final verified 2012 industry sales numbers being adjusted, specifically in respect of the various segments."

MBSA, Naamsa and the authorities have welcomed the resumption of full reporting by the company and "acknowledge

that the domestic sales, export and production data is strategically important to enable effective monitoring of the performance of the South African automotive industry in terms of the Motor Industry Development Programme and the Automotive Production and Development Programme (effective from this year until 2020) as well as for purposes of policy formulation and review". Not only that: in terms of vehicle selection, it will also give the road freight industry an accurate indication of what the bestsellers in each market segment are.

MBSA alone offers four major brands in the medium, heavy and extra-heavy commercial vehicle truck sectors, namely the Mercedes-Benz, the Freightliner, the Fuso and the Western Star brands. So from now on, we will have verified brand sales figures for every sector again: let the battle for supremacy in the various weight divisions start all over again!

Meanwhile, Naamsa has reported that new vehicle sales (still based on MBSA estimates) ended the last year on a positive note, with aggregate industry new vehicle sales at 46 016 units recording an improvement of 825 vehicles or a gain of 1.8% compared to the total new vehicle sales of 45 191 units during the corresponding month of December 2011.

Statistics for the full year are given in Figure 1 (left), showing that in the two heavyweight sectors, a total of 17 931 units were sold. This is a slight improvement on 2011, but still far under the 22 529 units sold in 2008, before the double-dip economic global recession set in. It projects a total of 19 000 units to be sold this year. These figures include buses.

Late last year, MBSA vice president for commercial vehicles, Kobus van Zyl, told me during MBSA's Christmas function that he expected total bus sales for the year to be around 1 250 units. Not only

TOTAL VEHICLE SALES PER SECTOR (2012 UNVERIFIED)

	2008	2009	2010	2011	2012	% Change
Cars	329 262	258 129	337 130	395 429	439 997	+ 11.3%
LCVs	169 466	118 159	133 75	149 287	156 170	+ 4.6%
MCVs	12 130	7 229	7 557	9 259	9 816	+ 6.0%
HCV	22 529	11 705	14 464	17 440	17 931	+ 2.8%
Total	533 387	395 222	492 907	571 415	623 914	+ 9.2%



did he know MBSA's figures, but also those of his competitors who have been reporting verified figures all along, so one could argue that about 1 650 heavy and extra-heavy trucks were sold during 2012.

The two top heavy vehicle sectors of the industry normally constitute a main battlefield where manufacturers fight for glory with their flagship models.

This is where MBSA will again meet stiff competition from other European manufacturers such as MAN Truck & Bus, Scania, Volvo, with Iveco and DAF also nibbling at the pie.

Volvo is expected to introduce its new FH range later this year.

Arch rivals Mercedes-Benz and MAN normally vie for top position in both the truck and bus sectors, with Freightliner – the most popular American brand on our long-distance roads, – following somewhere behind. We will know their true market positions in February.

But do not underestimate the popularity of the Japanese brands from UD Trucks, Hino Trucks, Isuzu and Fuso, which already dominate the medium sector, with the Quon range introduced last year by UD trucks making serious inroads – if sales of 60 units in December last year are anything to go by. They all compete on the basis of their life cycle costs or cost per kilometre, service intervals, warranties and back-up support.

There is also Tata, which is more price competitive, as well as non-reporters such as FAW and Powerstar, the latter of which will introduce a new range this year.

Finally, South Africa's track record as a reliable manufacturer and supplier of high-quality vehicles and automotive components to world markets has been firmly established with vehicle exports currently destined for 148 international markets.

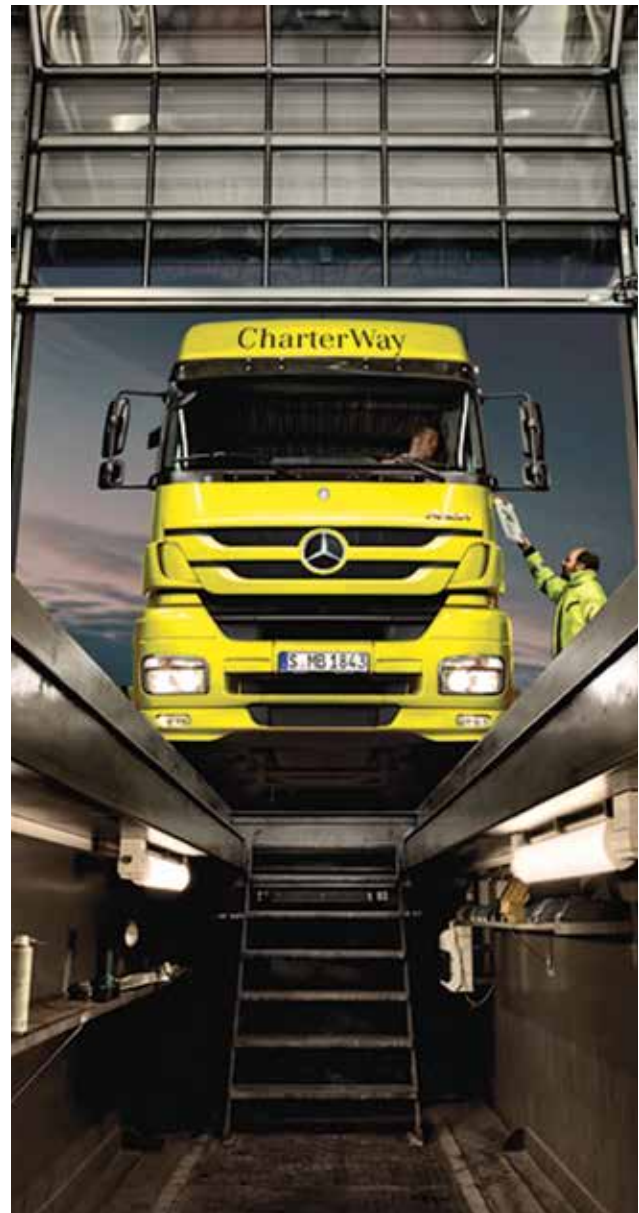
Higher exports into African markets, China and Australia – particularly light commercials – more than offset lower new car exports into Europe.

Naamsa forecasts that due to continued demand in most export markets, projected higher exports to African countries and, factoring in the growing contribution of light commercial vehicle export programmes, industry export sales during 2013 could improve by some 83 000 vehicles or about 30% more than in 2012. Total industry exports are projected to reach about 361 000 units during 2013.

“New vehicle sales over the medium term will remain a function of the performance of the domestic economy and, in the case of export sales, the performance of the global economy. Prospects for the industry for 2013 remain positive at this stage. However, volume growth is expected to be more subdued than the annual growth in total sales recorded over the past three years, namely 24.7% year-on-year in 2010, 16.1% in 2011 and 9.2% in 2012,” Naamsa says.

On the negative side, Naamsa warns about rising inflationary pressures in 2013 and the associated risk of upward pressure on interest rates toward the end of the year.

“Furthermore, manufacturers and importers are under pressure from the weaker rand and the relatively modest vehicle price increases over the past three years. This (situation) may not be sustainable,” Naamsa says.



TRUCK SALES (VERIFIED) FOR DECEMBER 2012

Brand	HCVs	EHCVs	TOTAL	EXPORTS
UD TRUCKS	70	81	151	1
TOYOTA	99	18	117	
MAN/VW	2	98	100	8
ISUZU	70	29	99	3
TATA	47	12	59	1
VOLVO		47	47	
RENAULT		35	35	2
NC2 TRUCKS		14	14	
DAF		6	6	
IVECO		2	4	

Five-year contract extension

Barloworld adds 44 Freightliner Columbia truck tractors to its fleet



Amid great excitement and enthusiasm, John Williams Motors Bloemfontein delivered a fleet of 44 Freightliner Columbia truck tractors to 27 owner drivers and 17 drivers of Barloworld Logistics, at the Pretoria Portland Cement (PPC) factory in Dwaalboom.

This significant handover marks the renewal of a five-year contract with Barloworld Logistics for rigs to service PPC Cement at its Dwaalboom factory. The 44 Freightliner Columbias replace a fleet of 44 Freightliner Argosy truck tractors that were handed over to the owner-drivers in 2007.

“Freightliner Columbia is an ideal vehicle for the PPC Cement application because of its lightweight MBE4000 engine. The 6x4 truck tractor is light enough to allow Barloworld Logistics to achieve its required payloads. The vehicles will transport 20 cement pallets with a 40 400kg payload on an interlink trailer,” says Godfrey Hani, the divisional manager for Freightliner, Fuso & Western Star at Mercedes-Benz South Africa (MBSA).

Barloworld Logistics, the transport operator, has a long-standing relationship with PPC Cement and this five-year contract extension will take the relationship to a milestone 20 years.

Francois van Rensburg, divisional director of Dedicated Transport Services at Barloworld Logistics, says: “Freightliner was an obvious choice. Reliability is very important for us to be able to deliver a superior service to our clients. The personalised service and product we get from MBSA and its dealer, John Williams Bloemfontein, is a winning formula – and the vehicles are a good match for the application.”

He adds that the relationship with MBSA is beneficial because the company knows what is important to Barloworld. Uptime is critical in the trucking industry, especially in the construction

industry where on-time delivery is imperative to customer requirements. Additionally, service levels need to be benchmark standards, and MBSA always delivers to expectations.

Given the size of the fleet employed in the PPC operation, John Williams Motors has operated an on-site workshop for the last five years where the existing Freightliner fleet is maintained. This has proven to be a highly satisfactory arrangement for Barloworld Logistics, as the vehicles do not have to travel long distances to the servicing dealer. The longevity of the previous fleet of Freightliner Argosy trucks, exceeding the one-million-kilometre mark, is testament to the fact that the MBSA-trained technicians employed by John Williams Motors at Dwaalboom have done an excellent job of maintaining the fleet.

Johann Liebenberg, sales manager for Freightliner/FUSO at John Williams Motors, says: “Barloworld Logistics and John Williams are sister companies, and the empowerment element of the partnership is important to us.”

Hani concludes, “It is very gratifying that, in the face of stiff competition, we can renew an existing fleet of Freightliners. The last five years of commitment by our dealership staff and Barloworld has kept the Freightliner Dwaalboom fleet operating efficiently, and we are appreciative that Barloworld Logistics has chosen to place their trust in us. We look forward to a productive relationship over the next five years that these trucks will be in operation.”

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Africa rising

The 'dark continent' has become the shining light for companies seeking large-scale growth outside the cash-strapped economies of the developed world

While opportunities abound, companies are still faced with a myriad of challenges to conquer the world's last remaining economic frontier. Doing business in Africa can be tough, where every victory is met by a new challenge and for every delight there is a tear to be shed.

DHL Express Africa managing director, Charles Brewer, is well positioned to comment on opportunities and the forces that are moulding the continent's future. As one of the world's leading express and logistics carriers, DHL has such broad reach that it is often used as a trade barometer by economists tracking supply and demand trends worldwide.

"Based on volumes moved over the past few years, it is clear to see economic growth in Africa is gaining momentum. In order to facilitate this trade, improvements are taking place wherever



you look and infrastructure is being continuously upgraded for easier access to the rest of the world," Brewer says.

Outlook

He continues that demand from the burgeoning oil and mining sectors are positively influencing infrastructural development in many regions and spurring the growth of supporting industries such as telecommunications and retail elsewhere.

The one billion inhabitants of the continent are being recognised as a large increasingly attractive market for technology and other consumer-based industry verticals. It is clear that despite challenges, the overall outlook for the continent is bright.

Based on current trends, Brewer foresees continued growth as a result of the continent's good relationship with major foreign trade partners, while intra-African trade will continue to grow, fuelled by improved intermodal logistics access.

"In the near term, countries with less exposure to Europe and developed economies that have been hard hit by the recession will strengthen their positions mostly buoyed by fellow African and Asian economies," he notes.

Countries with strong trade links with Europe are likely to grow more slowly, while markets with developing Asia and Africa trade links will deliver sustained growth.

"Chinese investment is everywhere, with a 77% increase in investment during 2011. Infrastructural improvements stemming from China are also giving rise to improved access for everyone to reach previously untapped markets," says Brewer.

"As a result of these and other investments, seven of the world's top 10 fastest growing economies are in Africa. In these countries, rising demand for consumer and luxury goods is having a knock-on effect – creating further opportunities for both intra-African and international trade. We are already seeing success stories

where access to global markets is enabling African companies to begin exporting their wares across the globe.”

These growing economies will play an increasingly important role in shortening trade routes, according to Brewer.

“Supply chains change constantly and it is likely that we will see far more direct-to-consumer and/or multi-hub entry points into Africa; as a result, South Africa’s position as the landing point for the rest of Africa will change.

“What is critical for Africa’s future development and realisation of potential is for African countries to develop seamless borders and efficient entry points. We must move Africa forward and make importing and or exporting simple, fast and efficient,” he states.

Sticking points

Speaking of the challenges, Brewer advises that apart from well-documented political instability and corruption, a number of other factors inhibit trade.

First and foremost is the tough logistics environment where clearing and forwarding in many countries remains extremely complex, costly and slow. In certain instances, red tape and inefficiencies at ports of entry are the main culprits, but in other instances inefficiencies are as a result of inadequate infrastructure. Apart from the slow pace of officialdom, infrastructure and resources are not geared to cope with increasing trade.

“Many African airports still only have two flights per week; and for those seeking fast-moving business-to-business services, this environment is woefully inadequate. Ports have similar challenges, with massive delays and inefficiencies still being commonplace,” Brewer says.

DHL initiatives

Companies such as DHL Express Sub-Saharan Africa play a significant role in facilitating business across the country by establishing their own trade routes with vehicle fleets and airplanes that can reach almost any corner of the continent.

By undertaking joint ventures with airline carriers, postal services, clearing and forwarding agencies, as well as working closely with border authorities, the company provides import and exporters solutions wherever it goes.

“We are a solutions-driven company; where others see problems, we look for solutions. In Africa, we continue to invest in people and infrastructure to open new territories and go the extra mile for our clients.

“When it comes to moving goods, we do not use the word ‘no’ very often – we pride ourselves on moving whatever our clients want to wherever they need it.

“Our operation is growing and expanding to meet the increasing demand from our customers on the continent and abroad.

“End-to-end services in every country means sending goods to and from Africa is no different to anywhere else in the world,” Brewer concludes.

Raymond Campling



Charles Brewer,
Managing Director,
DHL Express Africa

History of service

- Charles Brewer took up his current position in February 2011.
- Prior to this, he served on the board of DHL as the senior vice president and general manager of DHL USA.
- A supply chain professional and specialist in international shipping, he has over 28 years of industry experience, covering multiple global regions and disciplines.
- He has worked in multiple countries, but counts moving to sub-Saharan Africa as one of his highlights.
- Brewer started his career at DHL UK in 1985 as a customer service agent. He oversees a workforce of about 3 500 staff.

DHL Express Africa has:

- approximately 14 937 customers;
- 17 dedicated aircraft;
- over 250 daily flights (average network and international);
- over 1 000 vehicles;
- approximately 250 facilities and 750 service points;
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Crossroads, a prominent logistics solutions provider, has won the tender to distribute fuel from Engen East London to their constituents across the Eastern Cape, Northern Cape and the Transkei. This contract involves the transport of over 70 million litres of fuel per annum, traversing a distance of more than 1.3-million kilometres.

Around 60% of this three-year contract involves bridging fuel from Engen to its constituents in the Northern Cape, while the rest of the contract pertains to the distribution of fuel to retailers (garages), generally in and around the Transkei area.

When it comes to distributing fuel, there can be no shortcomings when standards are involved. The dedicated fleet, containing nine vehicles, is regularly assessed to conform with the highest safety standards. It is also absolutely imperative that

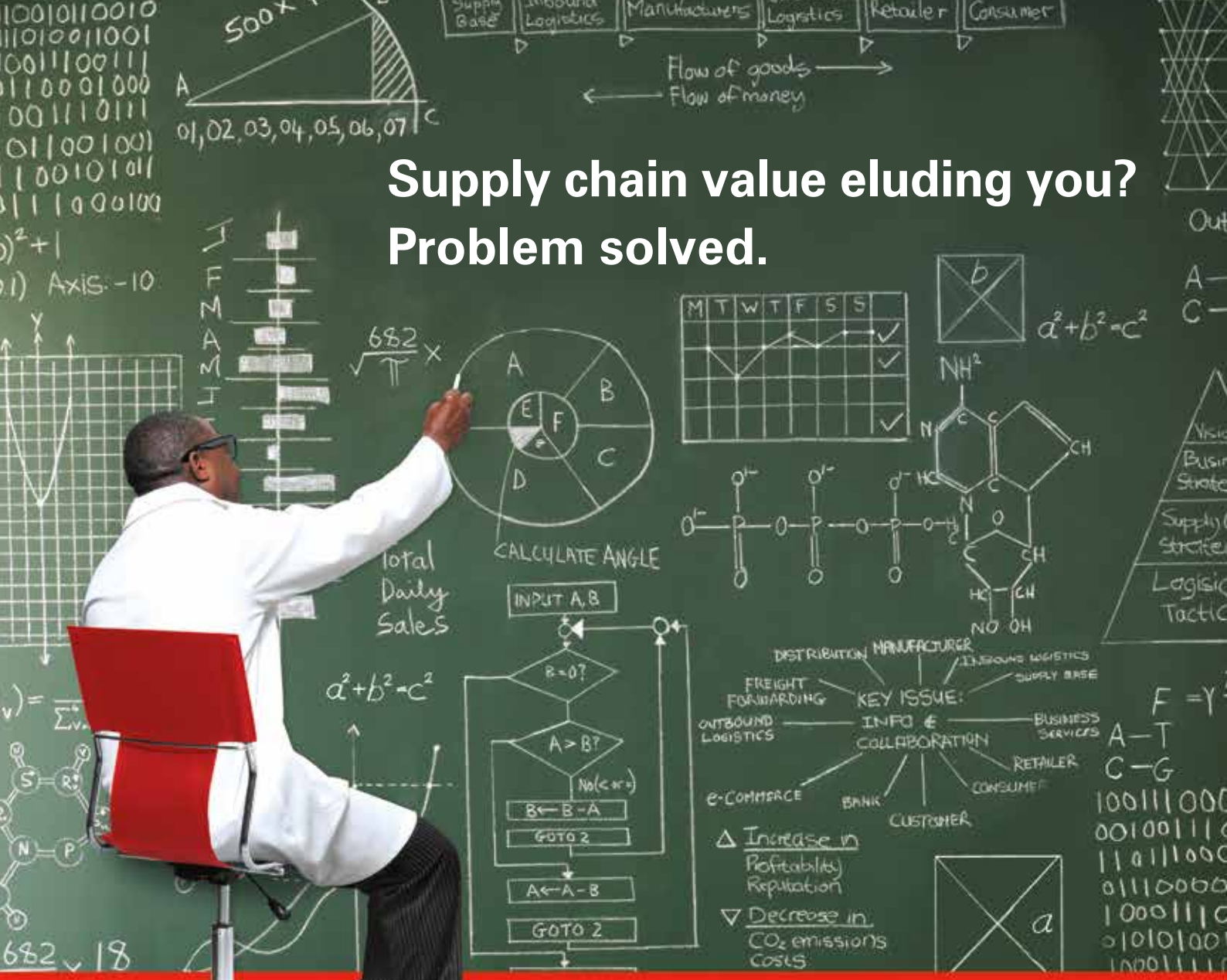
all drivers transporting fuel be accredited with Dangerous Goods training and that trucks be equipped with the right technology to handle such long distances.

“We conduct SHEQ audits quarterly through internal committees,” says Jeanne Kruger, Contract Manager: Fuel Distribution, Crossroads. “Twice a year external audits are performed on management and operational systems, vehicles and equipment. These audits ensure that we maintain our high standards to comply with the sustainability requirements of our customers.”

Crossroads has a well-established relationship with Engen having been previously contracted, bridging fuel from Engen’s Durban depot.

“Our standards in the fuel sector are second to none,” says Kruger. “Our safety, driver training, and track record in previous contracts with Engen all played a big role in winning the tender.”

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Criminal behaviour

Crime statistics show truck hijackings are down since 2010, but crime syndicates are very sophisticated – even posing as subcontractors to hide their intentions

When he released the 2011/12 police national crime statistics in Parliament late in September, Minister of Police Nathi Mthethwa was happy to report that car hijacking had decreased by 23.6% during 2010/11 and that, following strategies that have been put in place over the past three years, car hijacking had further decreased by 11.9% and cash-in-transit heists by 37.5 during the same period.

Not much, if anything, was said about trucks that had been hijacked. Closer inspection reveals that truck hijacking have also decreased further from a staggering 1 412 in 2010 to 999 in 2011 and 821 cases reported during last year.

Gauteng remains the main target with 443 cases reported last year, down from 600 in 2011. Mpumalanga was second with 149 cases reported, down from 163 in 2011.

The good news is that the police seem to be doing their job, with their “war rooms”, as Mthethwa put it – but especially with anti-hijack devices.

Digicore, supplier of the popular Ctrack system used by the police in their vehicles, also reports recovery rates of hijacked vehicles of up to 93%. The load is not always recovered, however.

The bad news is that the hijacking of trucks has become more sophisticated and continues to be a threat to – and a stressful experience for – the South African transport industry, as was reported to *Road Ahead* by a victim, and advertiser, who asked not to be named for personal reasons. We will call the business Company A.

According to police reports, the most common modus operandi is that a car full of occupants overtakes a truck. One of the passengers then tells the truck driver he has a flat tyre. The driver stops, checks his tyres, and is suddenly hijacked. The second plot takes place at a robot or intersection, where a truck driver may have to stop, only to be invaded and mugged inside the cabin by AK47-wielding assailants.

In each case, installing an anti-hijacking and vehicle tracking device could have led to instant police action and the recovery of the truck and its cargo. Now criminal syndicates have devised

a new scheme. One of the gang members poses as an agent or owner-driver of a transport business.

The swindler poses as a legitimate contractor – with what seems to be all the right credentials, including a business card with cell number and e-mail address – and gets subcontracted by a legitimate transport operator to take a load to Zimbabwe or Mozambique.

It happened to Company A which, as part of its preferential procurement obligations, secured the services of a black owner/driver to haul 32 tonnes of seed, worth more than R300 000, to Zimbabwe and paid him R15 000 up front as a deposit.

“The day after the cargo was loaded, we received a frantic call from our client who had received a call notifying him that the cargo had been hijacked and that it was in an undisclosed location,” Company A’s owner told *Road Ahead*.

It was discovered later that the subcontractor had misrepresented himself as such and had subcontracted another transport operator who, in turn, had subcontracted to yet another operator who allegedly was still owed money for a previous contract.

“We tried involving the police, but they could not help us. We were advised that we could go to the High Court and spend R10 000 to get an order for the goods to be released. Instead, we hired a private investigator to find out where the cargo was being held – which he did – only after using extreme tactics. Even then, numerous phone calls and threats were made to us until eventually a lawyer for the original contractor told him to release the cargo. But our R15 000 deposit was not returned, despite numerous requests.”

Two months later, Company A used two operators to haul frozen food and cargo to Zimbabwe.

“All parties involved were investigated, and the contract was signed. However, one of the vehicles was delayed due to a so-called issue with petrol and tyres. While the new truck was being loaded, the agent went home. When he returned, the CCTV cameras had supposedly been turned off and the truck had vanished.

“The stress that our team was put under to find the truck is indescribable. As the hours went by, our representatives in Johannesburg tried to get customs officials involved, but no one would help us unless we paid bribes of up to R10 000.

Truck hijacking: 2009/10 – 2011/12

TRUCK HIJACKING: REPORTED FIGURES

PROVINCE	2008/09 Baseline	2009/10	2010/11	2011/12	Deviation 08/09 - 11/12	Deviation 10/11 – 11/12
Eastern Cape	30	57	27	29	-3.3%	7.4%
Free State	93	67	27	54	-41.9%	100.0%
Gauteng	906	860	600	443	-51.1%	-26.2%
Kwazulu Natal	133	127	94	64	-51.9%	-31.9%
Limpopo	27	19	20	19	-29.6%	-5.0%
Mpumalanga	172	197	163	149	-13.4%	-8.6%
North West	49	70	47	28	-42.9%	-40.4%
Northern Cape	0	1	4	4		0.0%
Western Cape	27	14	17	31	14.8%	82.4%
RSA	1 437	1 412	999	821	-42.9%	-17.8%

“Our client made his own inquiries, and although we were supposedly kept in the loop, it is still unknown as to whether they themselves were in on the theft or even if any enquiries were ever made. The truck was eventually found in Zimbabwe – empty of all cargo.

“Perhaps if the client had trusted us and brought us in on our investigation, we could have found the cargo before it was lost.

“Our company was put through the shredder. Living and working in Africa is dangerous on a personal and a professional basis. Our company could have closed its doors, had it not been for some clarity of thought and undertaking on how to get bank involvement to carry our cash flow (problem) while we now scramble to get back on our feet.

“Since then, we have had the same people – the same transporters – contacting us for more work,” the owner said.

Company A has learnt some bitter lessons. While the first case could be a civil matter, it had been reported as a hijacking to Company A by the driver. But the second case is not, and one wonders if an anti-hijacking device could have prevented it.

What has the company learnt?

This is what the owner says he has learnt from this ordeal:

- Even if a prospective transporter or client has a registered close corporation and bank account, this does not mean the person is legitimate. Always get at least three trade references.
- Always have someone on the inside whom you can call upon to do investigative work at the drop of a hat. When a truck gets hijacked, no one can help you unless you have a support structure.
- Try to have a member of staff or a professional connection who speaks the same language as the transporter. Some transporters act as if they do not understand English, and nothing can be more infuriating or confusing.
- Ensure you have a good lawyer on hand who knows and understands the transport industry in Africa.
- Ensure you have strict guidelines and policies in your terms and conditions concerning hijacks.
- No matter how hard you have tried, the client will blame you for the hijack. So do your homework.

Plastic axles for trucks

A highly elastic, light, break-resistant material has been used as a leaf spring in the Mercedes-Benz Sprinter, but has not faced any load-bearing functions. BPW Axles is going to change all that



South Africa's leading trailer manufacturers are well-known for reacting quickly to international developments in trailer design and component manufacturing, and incorporating these in their designs. Part of their ongoing research and development is visiting commercial vehicle shows in America and Europe to study product innovations, as revolutionary developments are rare in trailer engineering. These shows normally feature big stands by world-renowned trailer component suppliers such as WABCO and BPW Axles.

One of them is the biannual IAA, the world's largest commercial vehicle show in Hanover, Germany, which was again held in September last year; and the forthcoming Mid-America Trucking Show in Louisville, Kentucky in March this year.

Those who visited the Hanover show must have come away very impressed, if not excited, by the display put on by the BPW Group (BPW Bergische Achsen Kommanditgesellschaft) whose products usually feature in the latest trailer designs – here in



German component manufacturers were well represented at the IAA Commercial Vehicle show in Hanover last year. Top: The WABCO stand featured the latest in braking systems. Above and right: The BPW Axle featured the latest in axle and air suspension components including the ECO Air Vario.



South Africa as well as overseas. It presented two new, futuristic concepts in trailer design and manufacturing as well as product upgrades. The stand was a beehive of activity, with the major draw card being BPW's new ECO Vision, which was awarded the "trailer innovation prize" at the fair.

The premium manufacturer, based in Wiehl, has opted for an elegantly shaped axle body consisting of glass-fibre reinforced materials (GFRP) instead of the characteristic square steel section, heralding a new era in trailer axle construction.

Because with the ECO Vision GFRP air suspension module, BPW has succeeded in achieving a weight range that has never before been seen in trailer running gear.

Today, conventionally built air suspension modules weigh at least 400kg. ECO Vision weighs 320kg, which amounts to a weight reduction of about 20%.

Apart from being even stronger than steel as a result of its specific properties, the composite material is very highly resistant to corrosion, weather and chemicals. This makes it extremely robust and durable.

The axle and running gear components, subjected to high levels of deflection and torsion, are configured as GFRP elements in ECO Vision.

Weight-optimised conventional wheel ends are integrated in this GFRP element. The connection to the running gear is via air suspension hanger brackets that are compatible with BPW's standard ECO Air COMPACT air suspension.

The ECO Vision innovation offers many advantages: The weight reduction of about 80kg per axle module, representing 240kg in a three-axle unit, allows the payload to be increased significantly, while fuel consumption is reduced when transporting a partial load.

The weight reduction is also important for the unsprung mass of the axle, wheels and suspension.

Both comfort and driving safety are increased, at the same time as reducing noise levels as well as wear and tear on the road surface and substructure.

The design of the GFRP air suspension module combines mechanical advantages and material resilience with significant

weight reductions and obvious visual benefits. ECO Vision is designed for axle loads of up to nine tonne, and disc brakes.

The configuration as well as the installation and operating specifications are in line with the current specifications for conventional air suspension systems.

ECO Vision is not without its challenges, as production of the unit is very labour-intensive and time-consuming.

And up to now, the composite material has not faced any load-bearing functions as in BPW's GFRP axle.

The only role played by the highly elastic, break-resistant material was as a leaf spring in the Mercedes-Benz Sprinter and on an experimental basis in the heavy MAN TGX.

BPW also presented ECO Vision E, a concept study showing energy recovery on a trailer in conjunction with the University of Bremen, which works through generators installed in both hubs of the ultra-light GFRP axle.

The surplus of up to nine kilowatt-hours of energy is stored in a battery and can be used to power customer-specific electrical components such as the compressed air system for the air suspension, cooling units or to assist the engine with resultant fuel savings.

Another product shown at the IAA Commercial Vehicle Exhibition 2012 was a solution-oriented modular system for the entire range of air suspension applications, production of which will start next year. It will replace the current Airlight II and SL air suspension configurations.

BPW will be taking a first step in this direction with the launch of ECO Air COMPACT, the new standard in BPW air suspensions.

Commercial vehicles are as diverse as the goods they carry. As well as standard trucks, there are a host of vehicles that are precisely tailored to their specific transport task.

For this, they need suitable running gear that is capable of withstanding all loads. BPW claims the ECO Air VARIO trailing arm concept is the right solution for this.

More than 30 years of experience in developing air suspensions has been channelled into the new concept. A modular system allows ECO Air VARIO to meet the requirements of individual



solutions for the trailer running gear – from 9t on-road to 14t off-road operation. Thanks to the new innovative suspension concept, BPW has succeeded in improving the system integrity as well as significantly reducing the weight of the air suspension.

BPW says that by using ECO Air VARIO, hauliers will achieve weight savings of about 10kg per module.

If required, the weight can be reduced by a further 20kg using an optional aluminium package. This means the entire module weighs only 370kg, depending on the configuration. It is an advantage that has a direct payoff.

BPW is relying on tried-and-tested characteristics in the new air suspension as well as: the 5-year and the 3-year warranty will offer the highest possible peace of mind.

Customers will benefit from the new air suspension because it is totally maintenance-free in on-road operation.

Maintenance is completely straightforward because of the system's modular structure.

Individual parts can be replaced quickly and easily in case of repair. This ensures particularly low operating costs.

In addition to the above, BPW displayed its new ECO Turn self-steering axle which does not require lubrication, as it makes use of steel-rubber-steel bushes, which are absolutely maintenance-free and have very high life expectancy. They can be easily exchanged when repairs are necessary.

Another advantage of the new system is a weight saving of up to 10%. There were a number of other new products on display, including the ECO Tronic TCONTROL telematics, with integrated tyre pressure monitoring; a new BPW Mobile app and the ECO aluminium-forged wheel.

The stand of WABCO vehicle control systems, a global technology leader and tier-one supplier to the commercial vehicle industry, also drew much attention as it showcased, among others, its new innovative electronic trailer air suspension control system (eTASC), which offers advanced functions and benefits compared with conventional and electronic trailer air suspension systems.

WABCO is well known for safety and control systems for commercial vehicles. For over 140 years, WABCO has pioneered breakthrough electronic, mechanical and mechatronic technologies for braking, stability and transmission automation systems supplied to the world's leading commercial truck, trailer, and bus manufacturer markets.

eTASC is the first system in the global trailer market that integrates conventional suspension functions and best-in-class electronic suspension functions into a single offering.

Five major suspension functions enabled by eTASC are now offered together through WABCO's OptiLevel™ functionality:

- More efficient electronic air suspension that reduces air consumption during driving, resulting in higher fuel saving, compared with conventional systems.

- Operators can lift and lower the trailer at any time without electrical power.
- Return-to-Load Level automatically maintains trailer height at the required level while (un)loading.
- Memory Level function adjusts trailer height automatically to programmed levels such as (un)loading levels.
- Return-to-Ride Level adjusts the trailer chassis to a safe driving level when the vehicle starts driving.

WABCO's eTASC featuring OptiLevel is part of the company's award-winning "intelligent trailer programme", a suite of applications for safer, more efficient and more innovative operation of all types of trailers.

Trailer builders and fleet operators can select those functions most relevant and cost-effective for their needs through separate or combined modules.

"WABCO's new eTASC significantly advances several air suspension functions on trailers, further extending WABCO's technology leadership toward safer, more efficient operation of all types of trailers," said Nick Rens, WABCO vice president of trailer systems and aftermarket.

"WABCO's OptiLevel module shows how trailer fleets can boost fuel economy and reduce carbon dioxide emissions. It also increases driver comfort and effectiveness, while further improving vehicle safety, through innovations in air management," Rens said.

WABCO Automotive South Africa is a partnership between Sturrock and Robson and WABCO Vehicle Control Systems in Germany. It distributes air brake components manufactured by WABCO to all the major vehicle manufacturers and distributors of automotive components in Southern Africa.

WABCO provides several product support services including hands-on training at the fleet's depot, various air brake courses and advanced Electronic Braking System and Anti-lock Braking System diagnostic courses at WABCO centres nationwide.



The ECO Vision

WABCO

Operating Data Recorder - A host of valuable information at your fingertips!

The ODR collects trip data and trailer related events, providing the following information to the operator:

- Total brake application data
- Maximum and average speed
- Roll Stability Support (RSS) interventions
- Average load per trip
- Last 200 trip data
- System fault recording

How would this benefit you?:

- Investigate and improve driver behaviour
- Investigate and optimize load utilization
- Optimize maintenance planning and costs.

How it Works:

- WABCO's EBS-E system records all events in its electronic memory.
- Data is analysed via ODR Tracker software, diagnostic software or using your SmartBoard.

Visit our website for the full list and contact details of our Distribution Network

Main Branch: 011 450 2052
Pinetown Branch: 031 701 6351
Cape Town Branch: 021 552 1231

Email: wabcosa@wabco.co.za
Website: www.wabco.co.za



ROSE Foundation

Responsibilities of waste managers for hazardous waste

The Department of Environmental Affairs plans to formalise the revised waste classification system being developed for South Africa into regulations under the Waste Act. What does this mean for the managers of hazardous waste?

Storage

Waste managers should not store waste for more than 18 months after it has been generated. Any container or storage facility holding waste classified as hazardous, must be labelled and where labelling is not possible, records must be kept, reflecting:

- The date on which waste was first placed in the container.
- The period that waste in the container or storage facility has been stored for.
- The specific category of waste in the container or storage impoundment as identified in terms of the National Waste Information Regulations.

Waste that has been subjected to any form of treatment must be re-classified in accordance with SANS 10234 within 180 days of generation, and waste must not be diluted solely to reduce the concentration of its constituents for the purpose of classification.

Treatment

Under the draft regulations, waste must not be mixed or otherwise treated where this would reduce the potential for re-use, recycling or recovery, or result in treatment that is not controlled and not permanent. Waste may be blended or pre-treated to improve potential for re-use, recycling and recovery or treatment, or reduce the risk associated with the management of the waste.


Disposal

Under the Waste Disposal Restrictions, used oil as well as oil filters may not, under any circumstances, be disposed of in a landfill.

Waste Manifest System

Waste managers will be required to provide information for the waste manifest system, which is required to track hazardous waste management cycle from generator, transport and final management. When completed the waste manifest will contain the following information from the waste management facility:

- Receiving waste management facility name, address and contact details.
- Waste management facility licence number.
- Date of receipt.
- Quantity of waste received by weight (tonnes) and volume (m³) if applicable.



Collector's details
Name and contact numbers


COLLECTION **103954**

CERTIFICATE OF SAFE DISPOSAL

GENERATOR:	Name of business
PHYSICAL ADDRESS:	Street address and not PO Box address
MUNICIPALITY:	In which business is licensed
PROVINCE:	In which business operates
TELEPHONE NUMBER:	Of business
DATE & TIME:	When oil was collected
WET VOLUME RECEIVED:	Litres of oil collected
GENERATOR'S VAT NO:	
GENERATOR CONTACT:	Of owner/manager
GENERATOR SIGNATURE:	Of owner/manager

You should file this copy as a disposal certificate.

This Collector is a member of the National Oil Recyclers' Association of South Africa and subscribes to the NORA-SA code of conduct to ensure responsible safe disposal of all used lubrication oil and associated effluent water received in accordance with all laws to licensed disposal sites or permitted users in terms of the Environmental Conservation Act. This certificate is based on condition that the disposer (generator) makes a full disclosure of the source, nature and chemical composition of all contaminants other than used lubrication oil and water.



The ROSE Foundation, Tel: 021-448 7492, Fax: 021-448 7563, E-mail: usedoil@iafrica.com

NORA-SA collectors issue the above disposal certificate

- Type of waste management applied (re-use, recycling, recovery, treatment, disposal).
- Any discrepancies in information between the different holders of the waste.
- Waste management reporting description and code in terms of the Waste Act.
- Details on any waste diverted to another waste management facility, and details of the facility.
- Certification and declaration of receipt and final management of the waste.

Waste Managers must not accept waste classified as hazardous unless the waste manifest document accompanies the waste.

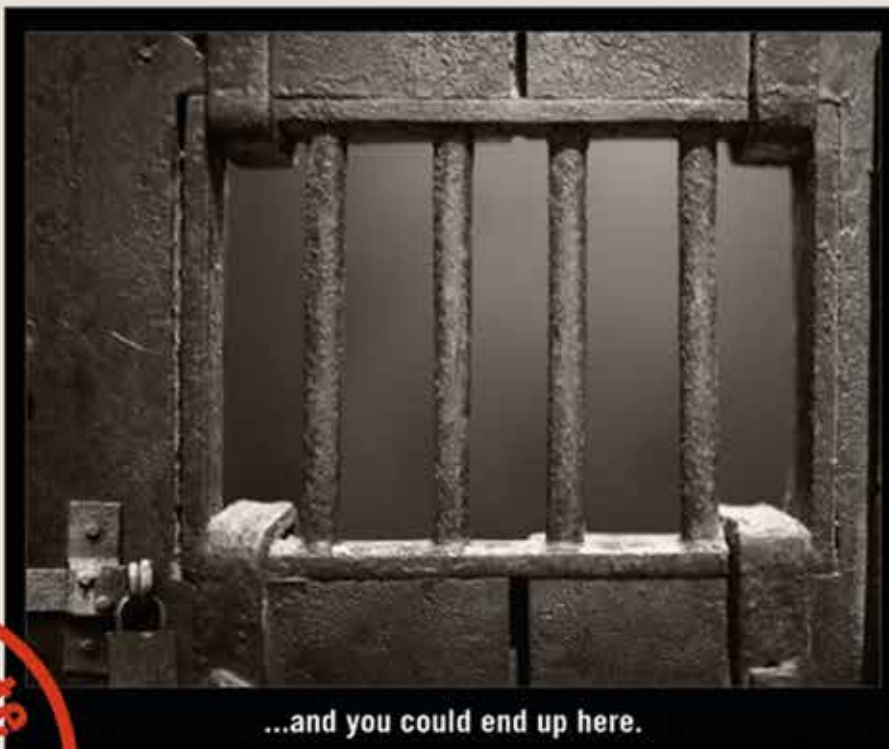
Offences and penalties

A waste manager is guilty of an offence if he/she fails to comply with regulations or provide incorrect or misleading information in any record or document required or submitted in terms of these regulations. The penalty for committing an offence is imprisonment not exceeding 15 years, an appropriate fine or both.

For more information visit www.rosefoundation.org.za or email usedoil@iafrica.com.



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Moving Marikana

Marikana along with Monnakato and Rustenburg in the North West province are to benefit from a R3 billion bus rapid transport system project described as “a benchmark for Africa”

Cities in South Africa are at various stages of developing their bus rapid transport systems. They include Johannesburg, Tshwane and Ekurhuleni, in Gauteng; eThekweni and Msunduzi, in KwaZulu-Natal; Cape Town, in the Western Cape; Nelson Mandela Bay and Buffalo City, in the Eastern Cape; Mangaung, in the Free State; Polokwane, in Limpopo; and Mbombela, in Mpumalanga.

This year, the focus will be on the platinum-rich North West province and specifically the Rustenburg Local Municipality.

Marikana (part of the Rustenburg Local Municipality) was the scene of last year's mining tragedy in which 34 striking mine workers were shot dead by police. Now the needs of its impoverished residents have grabbed world attention.

The municipality claims it is one of the fastest growing cities in the country. With an estimated population of more than 500 000 and an area of jurisdiction covering approximately 3 500km² over 38 wards, it will now benefit from the so-called Rustenburg Rapid Transport (RRT) project, which is due to launch in 2015 to service 200 000 passengers daily through an integrated transport network that will include BRT trunk corridors, direct routes and feeder services.

The RRT project is not a reaction to the Marikana tragedy. In 2007, Rustenburg was identified as one of the 12 cities that would benefit from an integrated rapid public transport network.

Its RRT project will differ from other cities' BRT systems.

More than half of the 500 000 residents work on the region's famed platinum mines, and 83% of all inhabitants are reliant on public transport and non-motorised options such as walking or cycling.

Therefore, the routes will provide services to all the existing mines and shafts, and the actual services and times will be determined in consultation with the mines.

Off-peak services will have to be subsidised by the mining companies to make the route financially viable.

Shift workers, for example, will need off-peak and very early morning services. There is also a thriving informal trade network, with entrepreneurs determined to provide goods to commuters at the start of their journey. Because this agricultural and rural area is a major destination centre, the mobility options must cater for Friday shopping days as well.

Construction work on the Rustenburg R3-billion flagship public transport project, which began at the end of June last year, is well under way. The first section includes two truck

routes that will link the settlements of Phokeng, capital of the Royal Bafokeng Nation, and Kanana to the Rustenburg central business district with multiple feeder and direct routes, 32 main stations and 500 other stops.

The project is being spearheaded by local councillor, Amos Mataboge, mayoral committee member for human settlements and transport, and Marks Rapoo, the director of the project, both of whom believe the Rustenburg BRT system will be a benchmark for Africa.

In a joint statement, they said integrated public transport should be a priority local economic development investment for African municipalities.

“It has been five years since the Department of Transport's Public Transport Action Plan was approved by the Cabinet. In that time, we have seen an unprecedented acceleration in public transport development across the country, including upgraded infrastructure, the Gautrain, and bus rapid transport systems in several cities.

“The government's investment in public transport aims at improving mobility and accessibility, with a view to enabling economic activity, alleviating poverty, improving safety and providing for community needs. Reduction of carbon emissions is also on the agenda.

“The vision of the department's public transport strategy is well in line with international consensus that economic growth is heavily dependent on having good transport networks in place, a view iterated by Minister of Transport Ben Martins, who says that transport policy is a pivotal catalyst for socio-economic development in South Africa,” the statement said.

Minister of Finance Pravin Gordhan told the ANC's national policy conference in June last year that inadequate transport infrastructure, along with our skills shortage, is limiting the country's economic growth.

“At the same time, we still have a long way to go to reach the level of public transport that is needed to fully address our socio-economic challenges,” he said.

It is thus critical that the public sector should not lose momentum in its investment in transport infrastructure.

Since infrastructure investment is one of the six sectors earmarked for job creation in the government's New Growth Path plan toward 2020, local governments can do much to leverage this opportunity to direct state funding to public transport infrastructure in their own communities.

Taxi and bus services will continue to operate as normal as possible with some minor route deviations around the



Rustenburg's new BRT system centre will connect rural settlement and mines with one another as well as with the city centre, home to one of the 2010 Fifa World Cup stadia

construction zones. Only once the system launches, will certain taxi and bus routes be taken off the roads in phases to ensure people are not inconvenienced.

Routes

Route planning is complete, but the phasing and financial viability of routes and negotiation with the taxi industry will all influence the finalisation of the routes.

Bicycles

Routes for bicycles have not been mapped out as yet – but information shows a greater need and use of bicycles on the Kanana route. These routes will be revealed once surveys and planning is complete.

Fares

The zonal fare system will need to be properly communicated through a dedicated education campaign. The system will be cashless from day 1 and use a bank-approved 'pay-as-you-go' card.

Wherever they go, a 'tap on-tap off' routine and habit needs to be developed. The price of the fare still needs to be modelled according to financial viability and the likelihood of securing subsidies – but the principle is that the fares will be affordable and in line with current fares, with concessions for young

children (under 5) and the elderly to be factored into the business model.

Taxis

The existing rank will continue to operate, providing long-distance, metered taxi or charter services.

Buses

All buses will be universally accessible and there will be three kinds: articulated 110-seater buses, standard 60-seater buses and midi 30-seater buses.

Fleet needs are determined by the phasing of the project and the availability of funding. Buses need to be ordered early this year in order to launch the system by 2015.

Strong motivation for spending on public transport infrastructure is that the average return on investment in this sector has yielded 24.5% in the past, one of the highest on state spending, according to Peter Copley, operations evaluation specialist at the Development Bank of Southern Africa. He says the humanitarian returns are as impressive as the monetary ones and that public transport can play a crucial role in alleviating poverty in marginalised communities.

Udo Rystra

Transport management solutions with long-term benefits

Designed by
OPSI Systems



Transportation in Africa is prone to many costs, both common and unique – whether it is late or non-delivery, inefficient fuel usage or the ever present threat of hijackings and fraudulent driver activity, transport managers can be hard-pressed to improve their margins. This may lead them to explore various software solutions to better their operations. Too often, however, the focus falls onto the technical features of the software, rather than whether it can deliver the desired long-term benefits.

OPSI Systems provides routing, scheduling and distribution management systems for distributors in the primary and secondary distribution market, and their well-established credentials among clients throughout Africa is proof of their ability to deliver effective solutions that enhance transport managers ability to quantify and measure the cost of their operations.

Working closely with Sunstone Logistic Systems – specialists in tracking and transport management services, and the official OPSI partner in the sub-Saharan region outside of South Africa – OPSI provides a full suite of routing, scheduling, execution management, tracking and reporting tools to aid transport managers.

Adherence is critical

How closely do you stick to your transport plan? How frequently do your deliveries leave on time and arrive on time? How often do the routes of your vehicles differ to what was planned?

PLATO and FLO – OPSI's scheduling software for primary and secondary environments – offer clients powerful route optimisation tools which takes your pool of deliveries and create shorter routes, improve vehicle utilisation and reduce fuel costs, while taking various constraints (delivery windows, vehicle size restrictions and product mix) into account.

OPSI's solutions integrate with various tracking providers allowing managers to monitor route adherence. Deviations – such as unauthorised stops – are shown on an interactive map that displays planned and actual routes for easy comparison.

A rich reporting environment allows for pro-active management by exception, improving customer service and allowing your team to manage problems before these get out of hand. Debriefing becomes more accurate and fleet controllers can address problems and act on this with accurate information.

The knock-on effect

Transport managers want to reduce kilometres driven and fuel consumption, improve on-time deliveries and minimise



deviations – but if the plan is not adhered to, these objectives are futile.

Most transport managers are aware of the 'knock-on effect' of poor transport management in their company. Late or failed deliveries result in double-handling of goods, unnecessary storage back at the warehouse, overtime wages and possible penalties against client contracts.

Drivers taking longer than expected to return back to their depot means additional vehicles and drivers are required to complete all deliveries. Clients whose load and offload times are erratic create unexpected delays in your schedule, and then there is the ever present threat of fraud.

Being able to identify where and when such events occur empowers transport managers. Reports let the manager assess whether delays are occurring – en route versus at the client, for example – and actively address them. Likewise, positive behaviour can be rewarded and encouraged.

Proven results

OPSI clients can attest to the impact of their software within their organisation. A well-known beverage distributor, operating from various countries throughout Africa, has seen significant improvements in their operations. Their local on-time deliveries increased to 87% and route adherence was up to 97% in 2010. Many of OPSI's clients have utilised their consulting services to get critical insight into their operations.

Make the first step of any plan to contact OPSI Systems on 011 880 7951 or visit our website at www.opsisystems.com for more information.

Thinking ahead? Consider OPSI's transport management software



We love when a plan comes together

Because we know how difficult it is to achieve. Transport management is fraught with choices - where, when, what to move. OPSI's routing, scheduling and transport management software is helping transporters across Africa create shorter routes, deliver more loads on time and ensure their plans are followed to the letter.



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Intermodal hopes

Cape Town's plans for intermodal and better commuter transport have received the buy-in from Prasa and the taxi industry – as long as they all agree on the way forward

Cape Town's ambition to become the first city in South Africa with a fully integrated public transport system is approaching reality – not only following the launch of its new intermodal transport authority, Transport for Cape Town (TCT), but also with the expansion of its MyCiti Bus Rapid Transport (BRT) system and the rollout of a bus feeder system with 145 stops, which is now in progress.

There are job opportunities in the pipeline all-round, with the supplier of the feeder buses, Gauteng-based Busmark 2000, having announced plans to establish a bus manufacturing and assembly hub in the Western Cape.

Since its launch in October, TCT has been having more formal discussions with the Passenger Rail Agency of South Africa (Prasa), which wants to start building the Blue Downs railway line in the Western Cape. It has also agreed to move from informal to 'formal' discussions with the taxi industry to plot the way forward.

TCT aims to bring the city's public transport network under one management system, with a single contracting authority.

It also intends to introduce a single timetable, ticket and communication system for all public transport. TCT now seeks to be in charge of the allocation and dissemination of all subsidies for bus and commuter rail transport.

"This network will link the various modes of transport in this city into one system. That means one authority for taxis, buses and trains. It means improved connections for people along most major routes, without over-servicing of some routes and under-servicing of others. It means greater safety measures and better facilities across the board," City of Cape Town Mayor Patricia de Lille said at the launch.

As part of the intermodal plans, the City recently adopted a recommendation to prioritise the development of a new Blue Downs rail corridor, in an effort to make it easier for Cape Town's residents to move in and around the city.

The Blue Downs decision followed an urgent request to TCT by Prasa to prioritise the next major rail intervention in the metropolitan area. It coincides with Treasury's allocation of more than R120 billion to invest in Metrorail commuter rail networks.

"A number of new rail line extensions and improvements have been identified for Cape Town under the city's Integrated Transport Plan (ITP) as well as in Prasa's strategic rail framework for the Western Cape. Both these processes have consistently identified the three priority corridors as the Blue Downs, Atlantis, and Fisantekraal lines," said Councillor Brett Herron, mayoral committee member for transport, roads and stormwater.

The City's website reports that the transport department's assessment and studies of the situation recommend that the Blue Downs rail link is the most in demand, and will benefit the highest number of people.



The Cape Minstrels lead the motorcade to celebrate Cape Town's new transport authority

It will also provide travelling opportunities for latent demand, which will unlock many more opportunities to a substantial proportion of Cape Town's population.

"The department has recommended that smaller scale interventions be implemented along the Atlantis and Fisantekraal lines, firstly up to Parklands and secondly up to Fisantekraal.

"This will meet growing demand for existing development rights along the corridors served by these lines."

The intention of TCT is to centralise and co-ordinate decision making on the implementation of all transport infrastructure and operations, including bus and rail subsidies, in Cape Town, regardless of the agency involved.

In this regard, TCT will exercise that authority to make a formal request to Prasa to implement infrastructure under its control in line with the City's priorities.

In the past, the authority rested with Prasa to decide what it deemed a priority for Cape Town.

In terms of this new arrangement, the City will request Prasa to prioritise the design and construction of the Blue Downs rail link between Nolungile and Kuilsriver Stations and improve and provide additional station facilities on the existing Fisantekraal line to improve and increase the rail services.

It will also ask Prasa to initiate the provision of station facilities along the existing Atlantis line and introduce an appropriate rail operation to service passengers along the line.

Taxis

The City seems to have achieved the co-operation of the taxi industry after a street protest following the launch of TCT and claims by the leadership of the SA National Taxi Council, that they had not been consulted on the City's plans, specifically in relation to the further rollout of the MyCiTi to the Metro Southeast.

But following 'formal' and 'constructive' meetings late last year, a working relationship has been developed by the parties on the way forward.

It was agreed that all future information, communication, consultation and negotiation with the mini-bus taxi industry would be elevated to and co-ordinated from the office of the executive director of transport, roads and stormwater, Melissa Whitehead.

Specific meetings around the BRT rollout to Hout Bay, Atlantis and Sea Point will be scheduled to discuss the implications for the industry. These meetings will run parallel to the broader consultation process.

"I would like to state categorically that we cannot take public transport to the next level of integration in our city without the mini-bus taxi industry – this industry is a crucial part of our future plans for public transport," Councillor Herron said after these meetings.

Udo Rystra



The Optare Solo BRT feeder bus from Busmark 200 of which 190 units have been ordered

Top-class electronics service provision

Midtronics is the world's largest supplier of battery testers for lead acid batteries. It provides products to the automotive, heavy truck and motor sports vehicle manufacturers; battery manufacturers; distributors and dealers worldwide, and most of the world's major telecommunications companies that service distributed power systems.

The company's diagnostic chargers are used in many major automotive service organisations as well as the automotive original equipment manufacturers (OEMs). Its monitoring equipment is used in embedded vehicle applications as well as wireless applications in UPS systems.

Midtronics' electrical system testing technology is used by six major automotive manufacturing facilities in South Africa in on-vehicle equipment, recording events that may lead to battery or electrical system failure. In addition, two leading South African battery manufacturers and distributors have committed to using the Midtronics technology in their facilities and distribution outlets.

The company is entirely focused on the development and marketing of technology products for manufacturers, distributors and users of lead acid batteries, and continues its aggressive research and development of products for alternative chemistry batteries.

Taking a battering

Rozone, a battery management company, recently gave a passionate presentation on the up-selling opportunity for body shops in a battery charging/replacing service, which had our review team convinced it was a good idea. But we do not need convincing, so we want to share this opportunity with you, the reader.

Statistics have shown that at least one in three vehicles entering body shop premises has a flat or faulty battery, the majority of which slip through unnoticed – leaving the customer unaware of the potential risk of an imminent 'non-starting' vehicle or that the battery is in need of replacement. There is an opportunity here which body shops are missing out on, and they are losing increased operating revenue and profit.

What's the idea?

Body shops should identify and seize opportunities of increasing sales revenues and customer satisfaction, by introducing battery testing and charging plus subsequent replacement of faulty

batteries – where needed – to its customers. Ultimately, this will add value to the service offered and increase revenue.

The service minimises roadside breakdown for customers and the equipment is cost-effective for the body shop.

And the method?

Test every vehicle battery as part of the pre-inspection. The testers are simple safe and easy to use:

- Test results and give them to the customer
- Advise the customer of the results
- If the battery requires charging, ask the question: Can we charge the battery for you to help maintain it?
- If the battery requires replacing, ask: Can we replace the battery for you?

How do you set this up?

Using the very latest in diagnostic testing and charging technology, Midtronics offers a battery care programme using a variety of instruments that look at your body shop's specific requirements. Its distributor in South Africa, Comtest, will visit you to discuss the equipment you need and the return on investment you can expect from your purchase.

Attracting customers to your shop

- Offer special promotions throughout the year, offering to check your customers' battery, starter and alternator free when they visit you.
- Promote your company by personalising the printout of battery test results with your company's contact details.

How reliable and safe are these testers?

The Midtronics battery conductance and electrical system testers are safe to use, even in front of customers, and provide fast and accurate testing of the battery or electrical system in seconds. They are approved and used by OEMs across the world, offering user-friendly and accurate analysis every time.

So next time you visit a body shop, make sure it is one that offers a battery charging/replacing service using the latest technology.

Comtest (Pty) Ltd is Midtronics' accredited partner in southern Africa

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measure with confidence



A promising year ahead for the Road Freight and Logistics Industry

I am proud of everything that we achieved as the National Bargaining Council for the Road Freight and Logistics Industry (NBCRFLI) during the previous year.

Besides contributing to the stability of the industry through managing the conditions of employment between industry employers and employees, we continued to provide a high level of service to our members, thereby making their lives much easier.

I am particularly proud of the new wage negotiation agreement in which we played a facilitating role. The new Agreement, which was concluded between all parties to the NBCRFLI in October last year, is the first of its kind in our Industry. It is a multi-term agreement which extends over a period of three years, offering stability to the Road Freight and Logistics Industry for a long time to come. Once the agreement is promulgated, hopefully with effect from 1 March 2013, we will strive to enforce the provisions thereof.

Protecting the minimum standards and conditions of employment within the Road Freight and Logistics Industry is one of our most important mandates. Our designated agents will continue to work hard to promote, monitor and enforce compliance with all collective agreements concluded in our Council amongst all stakeholders within the Road Freight and Logistics Industry. This includes conducting educational inspections of companies in the industry, interpreting and explaining the provisions of the collective agreements, investigating complaints and enquiries, and effectively concluding enforcement, conciliation and arbitration matters.

Although a new CEO will be appointed to lead the Council within the next few months, I am confident that the Council will continue to function effectively, providing our members with the high level of support that they have come to know us for.

I look forward to a successful year ahead. As the National Bargaining Council for the Road Freight and Logistics Industry, we pledge to continue protecting and furthering the wellbeing of our members and the Industry as a whole.

Tersia Ströh
Acting National Secretary and CEO
NBCRFLI



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.nbcrlfi.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.nbcrlfi.org.za

Commuter reprieve

More than R123 billion will be spent on new rolling stock for South Africa's commuter trains, which will form the core of a national, intercity, suburban and inter-modal transport network



On 26 December last year, close to a thousand holiday-makers waited patiently on Platform 1 of Kalk Bay railway station – and in the main road outside the station itself – for Metrorail’s late afternoon train to take them back home to Cape Town and its southern suburbs. When the graffiti-clad, eight-car, ageing apparition eventually arrived from Simonstown, having stopped at Glencairn and Fish Hoek along the way, it was already full – with standing room only.

There was a mad scramble as passengers – young and old, including breast-feeding women – jostled for the remaining space, not only inside but between the cars as well. Some daredevils actually forced the doors open from the other side after scaling over the train’s rooftops, careful not to touch the electric wires overhead.



Picture: Sian Coultts

It was chaotic, but I believe Metrorail sent in two more trains that evening. As I walked home toward Fish Hoek, I had to step over grown-ups and children who had just given up – this time having made their beds on the pavement. When will Metrorail get its act together?

Being a regular but often frustrated Metrorail commuter, the memory of that day’s events crossed my mind again that night, but I am also aware that Metrorail is working on the problem as I see railway stations along the line being refurbished and tracks upgraded (concrete sleepers instead of wooden ones) as the Passenger Rail Agency of South Africa (Prasa) prepares for greater things to come.

It was in early December last year that Minister of Transport Ben Martins announced the preferred bidder for the new passenger rail transport network’s train sets, and said it would take a few years before we see the new units.

“Let us remind ourselves again that this process is much more than a train purchase: we are reviving our rail engineering sector, and contributing to skills development and job creation, among other bigger objectives. A long journey still lies ahead of us. We will walk with our fellow citizens and keep them informed. Forward to a modern, affordable, comfortable, safe passenger railway system,” the minister said.

Truth is that Prasa has in the past two years intensified its efforts to invest significantly in new rolling stock over the next 20 years, with the first trains expected to be delivered in 2015.

The overall investment by Prasa spans several aspects of the commuter rail services, including support infrastructure and rolling stock.

Underpinning Prasa’s ability to achieve its strategic objectives and deliver on its mandate is the renewal of the rolling stock fleet.

The ageing fleet combined with rapidly growing passenger need has led Prasa to focus on upscaling the rolling stock investment as part of a broader strategy.

Prasa’s Rolling Stock Fleet Renewal Programme is the catalyst for the transformation of Metrorail’s services and public transport as a whole.

According to a statement by Prasa, it is a critical part of the rollout of the government’s comprehensive rail programme over the next two decades.

“While the urgent challenge to improve passenger services remains primary, the Rolling Stock Fleet Renewal Programme has been designed to achieve a number of key government objectives such as the delivery of quality services to citizens, revitalisation of South Africa’s rail engineering industry through local manufacturing, and ensuring local content (65% minimum local content is set) as part of the government’s Industrial Policy Action Plan or IPAP2, employment creation, skills development and broad-based black economic empowerment.”

In the last quarter of 2010, Prasa commenced with a process to procure the services of a transaction adviser to undertake

Prasa's impression of SA's new trains



a feasibility study for the Rolling Stock Fleet Renewal Programme.

In December 2010, the KPMG consortium consisting of Interfleet Technology, Arcus Gibb, Edward Nathan Sonnenberg and KPMG services was appointed to undertake a feasibility study on the acquisition of the new rolling stock, with the work starting in January 2011. The work on the feasibility study was completed in June that year. Prasa currently has 4 638 coaches for Metrorail operations in Gauteng, Durban, Western Cape and Eastern Cape. About 90% of the rolling stock currently in operation dates back to the late 1950s.

The last new trains comprising only 2% of the commuter rail fleet were purchased in the mid-1980s. The systems technology on this fleet is old and inherently obsolete.

Rolling stock is expected to be upgraded at mid-life to guard against technological obsolescence and thereby ensure optimal performance and exploitation of the fleet to the end of its lifespan.

Of the total number of coaches, 2 200 coaches are older than 36 years. At this age, it is not economical to upgrade the fleet within the parameters acceptable in the upgrades for the purpose of realising economic life extension.

“The average age of the current coaches is 39 years while the lifespan of railway rolling stock is in the order of an average 46 years. The railway industry norms and standards are that the coaches will be upgraded when they reach 27 years, and overhauled every nine years, so as to ensure the structural and sub-

systems integrity is not compromised by metal fatigue, age, wear and tear or environmental condition. However, it would not be economical to continue with the upgrade work,” the minister said.

The Rolling Stock Fleet Renewal Programme envisages the acquisition of 7 224 electric multiple units (EMUs) with projected investment of R123 billion over a period of 20 years (between 2015 and 2035) to progressively replace the existing fleet and allow for expansion to accommodate demand growth and planned extensions to the Prasa network. The programme has been designed into the following three components:

- 5 256 vehicles to satisfy existing rail passenger demand on the current network until the year 2020;
- 456 vehicles to satisfy growth in rail passenger demand to the year 2030 on the existing network; and
- A possible further 1 512 vehicles to satisfy long-term rolling stock needs on new corridors to be constructed as part of a possible future expansion of the existing network and the development of a new network.

In addition, the study concluded that:

- New trains be procured ‘on balance sheet’ (Prasa becoming asset owner on delivery and payment for each train).
- A high proportion of the value of the train should originate in South Africa (65% local content trajectory over the first 10-year contract term) in line with government localisation requirements.



New seats for Metrorail suburban trains



The new interior envisaged by Prasa

- The new fleet will require variants to support both 3KV AC and 25KV AC traction systems, but no need was identified for dual voltage stock. It is anticipated that the new stock would be mainly delivered in six-car formations, readily joined for 12-car formation during peak hours.
- The feasibility study concluded that new depot facilities would be required to maintain the new stock, with locations to be in Gauteng, Western Cape, KwaZulu-Natal and Eastern Cape. These are being procured separately from the EMUs.

In April last year, then Minister of Transport, Sibusiso Ndebele, launched Prasa's request for proposals for the fleet renewal programme. That launch brought to a close an extensive technical process and an extensive consultation process with all stakeholders.

Bidders

The following parties submitted bid responses by the closing date of 30 September 2012: Gibela Rail Transport Consortium, CSR WICTRA, Bombardier Transportation South Africa, Bombardier Dudula Rail, China CNR Corporation Limited, CSR EMU Supply, and Construcciones y Auxiliar de Ferrocarriles SA.

Gibela was the preferred bidder, having offered to deliver 3 600 vehicles over a 10-year period from 2015 to 2025, with a cost implication of R51 billion; maintenance, spares supply and

technical support on vehicles over an 18-year period (2015 to 2033) and the creation of 8 088 direct jobs.

In terms of ownership, 30% is to be set aside for equity partners, plus additional broad-based black economic empowerment participation in its structure (2.3% effective black shareholding through Actom).

A total of R797 million is to be spent on skills development initiatives, R32.8 billion on subcontracting to black-empowered entities, R5.3 billion on subcontracting to qualifying small enterprises and exempted micro enterprises, and R1.6 billion on subcontracting to entities owned by black women. Local content of 69% is to be reached in the second year and the Transnet rail engineering factory is to be utilised for production. Financial close of the deal is to be reached by the end of June, with the delivery of test trains to start in the first quarter of 2015 and that of operational trains during the fourth quarter 2015.

Metrorail was tasked with the responsibility of leading the evaluation of the Gautrain Rapid Rail Link in 2005, and its integration with the rest of the public transport system in Gauteng.

In 2004, the Cabinet approved the consolidation of passenger rail entities into a single passenger entity reporting to the minister of transport.

Udo Rypstra

Willard Batteries

Initiative to stop fleet down-time



Driven by Powertech 



One of South Africa's largest logistics and transport companies – and leading supplier of supply chain solutions – approached Willard Batteries to bring its expertise to bear in a fascinating exercise, where a range of tests were conducted on its Gauteng fleet. The idea behind the initiative was to discover what proportion of the fleet's vehicle batteries were on the verge of giving problems that could result in down-time and even costly and disruptive roadside repair.

A number of tests were carried out to measure the state of charge, the life span and the stage of life of each battery. This information then enables the decision to recharge or replace any underperforming batteries.

It also highlights possible swap-outs – replacing a new battery with an old one – and incorrect applications – where a wrong or inappropriate battery has been fitted to a vehicle.

A sample of approximately 100 trucks was used in the exercise.

Without this proactive undertaking, there was a strong likelihood of impending downtime due to battery failure in 28% of the sample.

The Midtronics EXP 1000 model was used in the survey to capture the results of the battery test as well as the results from testing the vehicle starter and charging systems. This data was then collated to determine the condition of the batteries in relation to each vehicle tested.

Willard Batteries offers a range of value-adding services to their business partners through commitment to a range of service offerings.

Batteries can give incredible insight to the maintenance and care levels of a fleet and can reveal not only practical management information but can even expose hidden malpractice or neglect.

Fleet managers who are interested in benefitting from a fleet battery assessment exercise or programme, may contact Errol Innes at Willard Batteries on 011 776 4300. (Willard Batteries is a Powertech Batteries brand).



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Taxi revamp

Competition in the minibus taxi manufacturing industry is likely to increase this year with BAW South Africa launching a factory in Springs, and Nissan SA in Roslyn also planning to enter the market

The implementation of South Africa's Industrial Policy Action Plan 2, which includes a medium and heavy commercial vehicle development action plan, seems to be bearing fruit with the taxi manufacturing industry now also a beneficiary.

This follows the announcement of a new light vehicle manufacturer, Beijing Automobile Works SA, having been established by the Beijing Automotive Industry Holding Company (BAIC), the Industrial Development Corporation (IDC), and China Africa Motors (CAM).

Then Toyota South Africa opened the R70 million Toyota Ses'fikile minibus taxi assembly line at its manufacturing plant at Prospecton in Durban in July last year.

Nissan SA spokesperson Veralda Schmidt has confirmed that the company will introduce a minibus taxi into the local market.

A total of R196 million has been invested in BAW-SA, which will employ 469 people. When suppliers and dealers are factored in, over 1 000 new jobs will be created.

According to the chief executive at the IDC, Geoffrey Qhena, this partnership falls under the local bus, truck and minibus programme initiated by the Department of Trade and Industry in 2010.

"The investment underlines the continued strong co-operation between the BRICS countries (Brazil, Russia, India, China, South Africa). The assembly plant is expected to provide many benefits to South Africa, including increased localisation of the automotive industry and export opportunities," he said at the plant opening.

BAW-SA CEO James Chung said the project is one of the first significant investments by a Chinese original equipment manufacturer in the South African automotive industry.

The total project investment is estimated at R196 million from all shareholders. The IDC will contribute R22.9 million in equity as a 24.5% shareholder in CAM, as well as debt facilities of up to

R98.6 million. Following the launch, there was confusion about the quality of the vehicle, which centred around the assembly of CAM's Inyathi minibus, which the South African National Taxi Council (Santaco) had told its members to avoid due to its 'unsuitability' for the local taxi market.

There are around 20 000 CAM/BAW vehicles currently on the road in South Africa, with CAM having started operations in South Africa in 2005. This has led to BAW abandoning its plans to assemble the Inyathi and build a more modern minibus, the Sasuka (also known as the 009), instead.

The first phase of the assembly plant will involve the establishment of a semi knock down (SKD) facility in the New Era industrial site in Springs – with an annual capacity of 9 600 vehicles – operating over the next three years.

Thereafter, the plan is for BAW-SA to move to complete knock down (CKD) manufacturing at far greater capacity levels.

Head of sales and marketing at BAW-SA, John Jessup, the taxis are just the beginning for the company.

"We will also be entering the light commercial vehicles (LCV), sport utility vehicles (SUV) and passenger car markets from next year, although the decisions whether to fully import or assemble locally is still under review," Jessup said.

He believes that there will soon be annual taxi replacement demand to the tune of 25 000 units in South Africa alone.

"Then there is the sub-Saharan market, which will experience replacement demand in excess of this," he told reporters.

BAW hopes to appoint 30 dealers initially, located in all the major centres, and have service dealers in important rural areas.

BAIC is China's fifth largest automotive manufacturer, with annual sales revenue of more than 200 billion RMB, sales of 1.54 million complete vehicles and a number one profit increase ranking amongst China's six largest automotive groups.

The company has joint ventures with Mercedes-Benz and Hyundai. It owns BAW, which produces a range of vehicles



including Jeeps for the Chinese military, LCVs, SUVs, minibuses and medium commercial vehicles (MCVs). BAIC also co-owns Foton Trucks with Daimler.

BAW's entry means taxing times lie ahead for Toyota. The BAW function was attended by a number of local and Chinese VIPs, including Minister of Economic Development Ebrahim Patel, who described the BAW investment as "a concrete step in the move to 're-industrialise' South Africa.

"Taxis are a vital part of our public transport system. We require a market that makes affordable, safe and reliable vehicles," he said.

The local taxi market is relatively small — about 20 000 to 25 000 units a year — and with the opening of the Springs assembly plant the government is hoping for increased 'price competition' as well as innovation in the local minibus taxi market.

Meanwhile, the Toyota plant in Durban has begun SKD production of the popular 16-seater Quantum Ses'fikile, which has one seat more than the imported 15-seater variant.

A total of Ninety new jobs were created in the assembly line's start-up phase, as well as 210 new positions in up- and downstream suppliers and service providers support the line.

The Ses'fikile joins Toyota SA's local production of the Hilux, Fortuner and Corolla model ranges, which are locally manufactured, and its entire range of Hino trucks, which are locally assembled — strengthening the company's position as South Africa's largest vehicle manufacturer and exporter.

Toyota's made-in-South Africa models are currently exported to 57 countries, and the Ses'fikile and Hino-ranges are exported to neighbouring Botswana, Lesotho, Namibia and Swaziland.

Once the first phase of localisation has been completed, Toyota will have the ability to deliver up to 15 000 Ses'fikile units to the southern African market. Initial production volumes are estimated at 10 000 units.

According to the Minister of Trade and Industry, Rob Davies, the government's policy has always been to create a "window of opportunity" for minibus manufacturers to make the necessary investment to localise their production facilities.

Advertorial

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*Andrey Kleinov,
Director of Beltyre Africa*

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Belshina's customers were completely satisfied with the good quality of our products, and surprised in our pricing in comparison with other top brands, that then allows for having less cost per hour of operation.

Belshina's goal was to create representation in South Africa and to expand the brand to southern African countries, offering a full range

Belshina offers lower operation costs

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reasonable price**

of Belshina tyres to companies in Africa. Belshina has established itself in the mining sector, and now thinks it is time to use its base of Belyre Africa to penetrate the truck, tractor and passenger tyres market. The company has official technical representation residing in countries of usage of its products, so customers have immediate access in case of any technical or commercial questions.

Belshina acknowledges that there is huge competition from the Chinese tyre manufacturers, but also acknowledges that most users prefer to have better quality product, for a higher price, as it is a matter of safety on the road.

In this situation, Belshina may be the best decision for transport companies to save a significant amount of their budgets on Belshina tyres and provide the same quality that top brands do, but for much less cost.

The company positions itself in between the Chinese tyres and the top brand tyres. Belshina is relatively unknown in South Africa, and would like to correct this with the help of locally based retailers and service providers.

Currently, Belshina is offering more popular tyre sizes in Africa, which are 315/80R22.5, 385/65R22.5, and 12.00R20 for both – steer and drive axis – and looking to approach transport companies, retailers and service providers. Together, the company will be able to supply enough Belshina tyres for every customer in Africa, wherever they are.

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On the right track

GIBB poised to meet State's rail sector demands

With Eskom, Transnet and the Passenger Rail Agency of South Africa (Prasa) driving demand for rail services in South Africa over the next few years, GIBB has positioned itself to respond to any railway engineering challenge sent its way by the state-owned entities.

Transnet's Market Demand Strategy will see the utility spend R300-billion on rail infrastructure over the next seven years, and Prasa has earmarked more than R130bn for infrastructure improvements and the refurbishment of its rolling stock fleet.

GIBB's Railway Engineering Services general manager, Johann Rauch, explained that because the rail industry is exceptionally capital-intensive, any expansion to the rail network requires thorough planning and financial analysis.

GIBB has been involved in an impressive array of rail projects in recent years.

Current general freight projects include GIBB's appointment as the engineering and construction management contractor for the Kalagadi Manganese railway siding, connecting to the main manganese corridor from Hotazel in the Northern Cape

to Port Elizabeth, and the Umlabo coal-loading siding project in Mpumalanga. "Our flagship projects in passenger rail include our appointment as technical adviser for the Rolling Stock Financing and Procurement Project for Prasa, as well as its Signalling Upgrade Projects. Other projects include station planning, corridor planning, infrastructure upgrades, and signalling upgrades," says Rauch.

"From a light rail perspective, we have been involved in a 2.6-kilometre monorail project in Port Harcourt, Nigeria."

GIBB's competency covers all railway engineering disciplines: from railway maintenance and construction, permanent way, structure and civil engineering design and implementation, to rail electrical engineering among others.

Importantly, the government is urging business to reconsider rail as an effective means of transporting goods as well as a means of enhancing public transport.

"With an improved rail infrastructure on the cards, other businesses will be able to follow suit, which will mean less congested roads and a more effective transport network," concludes Rauch.

The Intelligent Choice

With a solid track record spanning over half a century, GIBB has established itself as a partner of choice. Backed by a Level 2 BBBEE rating, GIBB provides engineering solutions to a diverse range of markets across the African continent.



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