

# road ahead

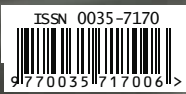
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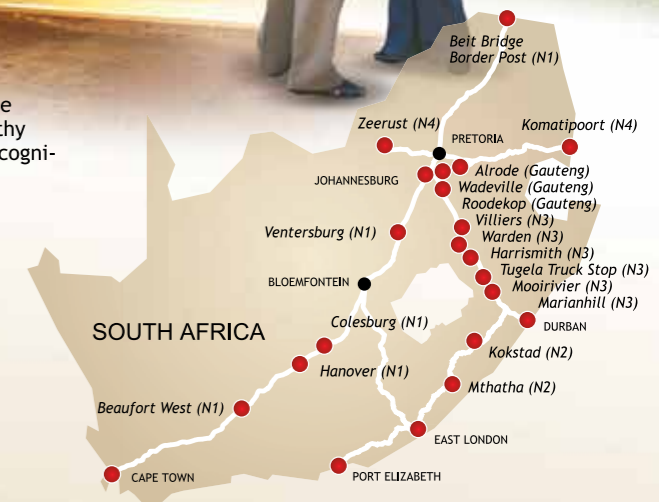
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**Trucking Wellness** is the HIV&AIDS solution to the Road Freight and Logistics Industry in South Africa and continues to expand its network through its partnerships with the following organisations - **Partners:** CMRA, Engen, IOM, Imperial Logistics, SA National and Provincial Departments Of Health, N3TC, Mercedes-Benz, SABCOHA, Shell, UTi. **Implementing Partners:** CareWorks, Corridor Empowerment Project. **Employer Representative Bodies:** Road Freight Association. **Employee Representative Bodies:** Motor Transport Workers Union, Professional Transport Workers Union, South African Transport and Allied Workers Union, Transport and Allied Workers Union of South Africa.

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Citroen SA has surprised the taxi market with an announcement that it is going to compete with its Relay range of 15, 16 and 19-seaters



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## Ed's Note



**South Africa claims to be the gateway to sub-Saharan Africa and, as such, facilitating interregional trade. But when it comes to the free movement of commodities, through its borders, it seems to have lost the plot by going for the exact opposite.**

A move by the Cross Border Road Transport Agency (CBRTA) to bulldoze through road permit tariff increases of up to 600% has caused an outcry in the road freight industry, which claims it was hardly consulted on the matter, if at all.

Now the Road Freight Association (RFA) of South Africa has sued the CBRTA and the Minister of Transport, who has approved the tariffs for gazetting.

The Federation of Southern African Road Freight Associations (Fesarta), of which the RFA is a member, has now written to the minister in support of the RFA, saying the agency had increased the permit fees by "unacceptable amounts" and that increases as high as 600% were "to say the least, incredible and surely impossible to justify."

## Losing the plot

"Transporters cannot absorb the high extra costs. Furthermore, they see little benefit from the services of the CBRTA."

Fesarta says the RFA's representation was either ignored or not considered important. It has appealed to the minister to halt the implementation of these fees until consultation with the road transport sector. The appeal by Fesarta cannot be ignored.

It points out in the letter that the SADC Protocol on Transport, Communications and Meteorology, to which South Africa is a signatory, calls on all member states to "...facilitate the free flow of goods and passengers in the region..." (Article 5.8.)

To achieve this, "member states shall comply with this chapter (Chapter 5), by concluding agreements based on the principles of non-discrimination, reciprocity and extra-territorial jurisdiction which address the following: (d) harmonised administrative (including consultative) procedures, documentation and fees..." (Article 5.4 (d)).

Fesarta quite rightly asserts that the SADC should have been informed and consulted, since the increases affect the cost of goods to the landlocked countries.

It has sent a copy of the letter to the SADC Directorate of Infrastructure and Services. Fesarta wants the implementation of the new permit fees halted and consultation with the road transport sector to begin. Another agency of the Department of Transport has been behaving in a similar high-handed manner by initially establishing exorbitant e-toll fees for the Gauteng Freeway Improvement Project.

We refer, of course, to the South African National Roads Agency Ltd (Sanral) which caused an outcry over ridiculous e-toll tariffs that it would not and could not justify to the press and other interested parties. These tariffs have since been reduced significantly.

Udo Rypstra  
Editor

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# Which van, which bakkie, which truck?

South Africa has been the playground of a number of European, Japanese, American and Asian commercial vehicle manufacturers for decades. The competition among them remains as fierce as ever.



## LIGHT COMMERCIAL VEHICLES MARCH 2013 SALES

	Local sales	Exports					
FIAT			MAHINDRA			RENAULT	
Fiorino	43	2	Bolero	64	0	Kangoo	17
Doblo Cargo	11	0	Genio	25	0	Trafic	5
Ducato	2	-	Scorpio Pik-Up	139	0	TATA	
FORD			Ssanyong Action Sports	5	0	Super Ace	98
Ranger	1818	3442	MBSA			Telcoline/Worker	24
Transit	139	0	Vito	69	0	Xenon	105
Mazda BT-50	211	23	MITSUBISHU			TOYOTA	
GMSA			Triton	150	16	Avanza	16
Lumina UTE	12	0	NISSAN SA			Landeruise SW	17
Utility	1465	7	Hardbody	33	2 537	Landeruise PU	95
Chev Spark	16	2	NP300 Hardbody	754	20	Hilux	3637
Opel Vivaro	15	0	Navara	382	41	Quantum	1142
Isuzu KB	897	21	Patrol PU	1	0	VWSA	
LANDROVER			NP 200	1712	40	Amarok	510
Defender	72	0	PCSA			Caddy	123
JMC			Citroen Berlingo	8	0	T5 Transporter	16
Boarding	10	0	Peugeot Partner	19	0	T5 Transporter PU	29
Carrying	23	0	Peugeot Expert	9	0	T5 Transporter Crew-Bus	20
			Peugeot Exper Tepee	1	0		

## MEDIUM COMMERCIAL VEHICLES

	Local sales	Exports			
FIAT			PCSA		
Ducato	7	0	Citroen Relay	8	0
GMSA			Peugeot Boxer	28	0
Isuzu N-Series	177	1	TATA		
IVECO			LPK	4	0
Daily	65	2	Mcv	56	0
Power Daily	40	0	SK	2	0
JMC			TOYOTA		
Carrying	10	0	Hino 300	199	0
MBSA			Dyna	45	0
Fuso Canter	39	0	UD TRUCKS		
Sprinter	198	0	UD-M	27	11
			VWSA		
			Crafter	78	0



People often ask me which van, which bakkie or which truck is the most popular and I always end up saying that sales figures are a most important indicator.

Last year, this advice was off the mark because Mercedes-Benz SA (MBSA) was instructed by its parent company in Germany, through some hassle with the EU, not to reveal its sales figures by market sector.

But as we reported in the previous issue, MBSA has come back into the fold and has been giving us figures for January, February and March and not only for that famous three-pointed star, which is a Mercedes-Benz, but for the Freightliner and Fuso range as well.

Never mind the Western Star, which is also part of the Daimler stable. So which are the most popular vehicles by sales?

January is not really a month to base it on because most employees in the industry only start work again on 15 January and then sometimes some manufacturers will also carry over numbers from December to make January look good.

February is a short month, so what I always look at is March even though this year, March had two fewer selling days than March last year. This explains why total sales for March, as reported by the National Association of Automotive Manufacturers of South Africa (Naamsa), are 2% down in March last year.

I will leave the passenger car section to the car magazines. This is commercial vehicle stuff. So let's look at the usual LCV star performers.

Which bakkie?

Naamsa commented that overall new car and commercial vehicle sales for the month had been in line with expectations, reflecting modest declines compared to the corresponding month last year.

In 2012 the Easter recess fell during the month of April, whereas this year the Easter break occurred during the month of March. As a result, March last year benefited from two additional selling days compared to March this year.

This would have contributed to the decline in aggregate industry sales of 1 206 units or 2.1% to 54 946 vehicles from 56 152 units in March last year.

However, on a daily selling rate basis, aggregate new vehicle sales for March showed an improvement of about 7.0% compared to the corresponding month last year. Export sales had registered another strong performance reflecting an improvement of 18.2%.

Overall, out of the total detailed (disaggregated) reported industry sales of 54 946 vehicles, 48 101 units or 87.5% represented dealer sales, 4.4% represented sales to the vehicle rental industry, 4.2% to government and 3.9% to industry corporate fleets.

During March a total of 37 596 new cars were sold which represents a decline of 1 400 units or a fall of 3.6% compared to the 38 996 new cars sold in March last year which had benefited from two additional selling days.

Interestingly, the daily selling rate in respect of new cars in March was around 5.5% higher than during the corresponding month last year.



HEAVY COMMERCIAL VEHICLES

	Local sales	Exports
FAW		
CA	9	0
GMSA		
ISUZU F-Series	2	4
IVECO		
Eurocargo	6	3
MAN		
CLA	5	0
VW Constellation	3	0
MBSA		
Fuso HCV	18	0
Atego	29	0
Unimog	1	0
TATA		
LPK	7	0
LPT	41	0
TOYOTA		
Hino 500	157	0
UD TRUCKS		
UD-H	60	18



EXTREA-HEAVY COMMERCIAL VEHICLES

	Local sales	Exports			
BABCOCK			NC2 Trucks		
DAF FIT	4	0	International Nacistar 9800	25	2
DAF XF	6	0	International Workstar	2	
FAW			POWERSTAR		
CA 28	3	0	Beiben	46	9
GMSA			RENAULT		
Isuzu F-Series	31	0	Kerax	3	0
Isuzu FX	14	0	Midlum	10	0
Isuzu Gigamax	2	0	Premium	5	2
IVECO			SCANIA		
Eurocargo	0	2	G-Series	43	0
Stralis	13	0	P-Series	9	0
Trakker	5	0	R-Series	85	0
MAN			TATA		
TGS	93	22	LPT	3	0
TGA	9	0	Novus	15	0
CLA	3	3	TOYOTA		
VW Constellation	5	0	500 Series	6	0
MBSA			700 Series	36	0
Actros	67	0	UD TRUCKS		
Freightliner Ar	93	0	Quon	111	0
Axor2	101	0	UD-X	7	1
Fuso XHCV	21	0	VOLVO TRUCKS		
			FH	114	0
			FM	49	0



**LCVs**

Sales of industry new light commercial vehicles, bakkies and mini buses at 14 794 units during March, reflected an increase of 189 units or 1.3% compared to the 14 605 light commercial vehicles sold during the corresponding month last year.

A star performer in the half-ton category is the GMSA's Utility with no fewer than 1 465 local sales.

If it's a bigger bakkie with or without canopy you need for business, or a double cab for a family car, the Japanese manufacturers continue to offer the best solution.

Toyota SA, with its Hilux pick-up range, is undoubtedly the star performer in this category with 3 637 local sales alone in March and a further 7 843 for export.

But don't underestimate the Ford Ranger, which sold 1 818 units and 3 442 for exports, just beating the Nissan NP200 at

1 710. However, sales of 754 units of the NP300 Hardbody would put Nissan into second place.

The new Isuzu KB range came in at a healthy 897 units, but it's early days, as is the case with the VW Amerok, with its sector-leading payload of 950kg, which came in with 510 units.

Looking at vans and minibuses in the LCV sector, first prize again goes to Toyota SA with 1 142 units sold locally of the Quantum – most into the minibus taxi market no doubt – with European manufacturers trailing far behind.

**Medium**

Sales of vehicles in the medium segment of the industry at 1 015 units recorded an increase of 32 units or 3.3% compared to the corresponding month last year. This segment is again heavily dominated by Japanese manufacturers whose vehicles are

favoured as distribution vehicles by wholesalers and retailers and utility vehicles by municipalities.

The class leader here is the Hino 300 – 199 units were sold whereas 45 units were sold of its entry level little brother, the Dyna. But close in their wake is the Isuzu N-Series 177.

This sector is also home to vans and midibuses, and is dominated by European manufacturers with the Mercedes-Benz Sprinter in the lead with 199 units sold, followed by the Iveco Daily at 105 units, and the VW Crafter at 78.

**Heavy**

Sales of vehicles in the heavy truck segment of the industry at 1 541 units, had recorded a decline of 27 units or 1.7% in the case of heavy trucks and buses, compared to the corresponding month last year.

Japanese manufacturers are the market leaders in this sector, with the Hino 500 Series having sold no fewer than 157 units, followed by Isuzu at 62 with its F-Series and UD Trucks at 60.

Again, this is distribution territory, but also the domain of utility vehicles used in construction and by municipalities, in which European, Chinese and Indian manufacturers also compete.

They are Tata (48 units), MBSA with its Atego (29), Fuso (18), FAW (9), MAN (8) and Iveco (6).

**Extra heavy**

Finally, we get to the big league – the Titans – and here the Europeans and Americans reign supreme with MBSA in the lead with 168 units sold of its Axor 2 and Actros models.

But the Scandinavians are in hot pursuit with Volvo Trucks a very close second with 163 FH and FM units and Scania with 137 units of its G, P and R-Series.

Always a big rival, MAN was fourth with 112 units of the TGS and TGA series, but watch out: one big order can upset

the apple cart as far as rankings are concerned. UD Trucks seems to be doing exceptionally well with its Quon range of which it sold 111 units.

Last but not least, MBSA's Freightliner Argosy sold 93 units, thereby maintaining its claim to being the best-selling American truck in SA as opposed to the International Navistar 9800, which has been around for some time (with great engines) but still notched up 25 units.

**Exports**

Industry new vehicle exports during March, at 28 338 vehicles registered substantial gains rising by 4 370 units or 18.2% compared to the 23 968 vehicles exported in March last year.

The momentum of vehicle exports was expected to improve further over the balance of the year and particularly exports of light commercial vehicles should increase substantially during 2013. The near term outlook for the automotive sector would be affected by upward new vehicle pricing pressure as a result of the weaker exchange rate and the April increase in CO<sub>2</sub> vehicle emissions taxes on cars and certain categories of light commercials.

This could result in some moderation in the rate of growth in sales over the balance of the year.

There were a number of factors, however, that should lend support going forward and these included the low interest rate environment, continued strong replacement demand, a highly competitive trading environment with attractive incentives, low debt servicing costs and high tech new model introductions.

On the negative side, however, rising inflationary pressures facing consumers would dampen growth in real disposable income. New vehicle exports and industry production, however, should register strong growth in 2013.

Udo Rypstra



Scania R-Series 6x4 truck-trailer



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# Beware of young drivers

Apart from soaring fuel prices, traffic congestion and other transport logistics challenges, an acute shortage of skilled drivers is putting fleet operators in South Africa at serious risk

A shortage of drivers in South Africa has led to the employment of young drivers who, at the qualifying age of 18, have just obtained an ordinary Code 8 driver's licence to drive a car or a light commercial vehicle, such as a van or bakkie, that does not exceed a gross vehicle mass of 3 500kg GVM.

A valid drivers licence is usually a pre-requisite for employment, especially when it involves a company car or commercial vehicle. In such a case, employing a youngster with little driving experience brings along several pitfalls.

Most motor insurance companies will not insure a vehicle or walk away from a claim if, after an accident, it turns out that the vehicle was used for business purposes and not private use and even more so if the regular driver of the vehicle was not Mom or Dad, in whose name the vehicle was registered, but their 19-year-old son or daughter.

This may sound like age discrimination but two recent international surveys show that drivers under the age of 25 are a high risk. One of the surveys, which was conducted by Goodyear South Africa, suggests that younger drivers are not prepared for high stress or long-distance driving and "should consider going back to driving school to hone their skills and feel good on the road again. "Our study was specifically designed to explore a wide range of factors from driver training through to general concerns amongst young drivers," says Lize Hayward, Goodyear South Africa Group brand communications manager. "As part of Goodyear's commitment to understand and address driver safety, it probed the behaviour of 6 400 drivers under the age of 25. The survey covered 16 markets (15 European countries and, for the first time, South Africa) and was designed to get inside the brains of young drivers and shed light on their behaviour.

"South Africans scored highest in several misbehaviours, including speeding up to make it through an orange traffic light (83% vs 73% global average) and weaving from lane to lane in order to get ahead (48% vs 28% global average)."

Goodyear's study showed that 90% of young South Africans are fully comfortable to drive on their own after completing their training – the highest score among the surveyed countries (global average: 78%). Yet more than a third admitted that if they were

to take their driving test again, they wouldn't pass it (37% vs global average: 27%).

In South Africa, 82% of young drivers passed their theoretical test on the first try (global average: 84%) while 59% succeeded in passing their practical test on the first attempt (global average: 68%). At the same time, 79% of them believe that many people in South Africa give bribes to obtain a licence more easily. Nationally speaking, 76% say it is very expensive to get a licence. When driving training has been insufficient, the mindset seems to be that experience helps to compensate. Only 44% of young South Africans learnt to drive in heavy rain when there is a risk of aquaplaning, yet 85% say they are comfortable driving in heavy rain today. Similarly, only 39% learnt to drive at night time – not surprising as most lessons take place during the day – but 90% declare they are comfortable doing so. Emergency manoeuvre training has been given to 58% of young drivers and 89% said they were comfortable with it at the time of survey.

In addition to a low level of knowledge of some of the trickier elements of driving, it seems that young drivers are not well trained in some of the wider motoring skills either. Of those surveyed, South Africans are most anxious about security issues, such as breaking down in an unsafe part of town (78% vs 45% global average) or being hi-jacked (71% vs 38% global average). Yet only 23% of South African youngsters were taught to change a tyre during their driving training (even lower globally at 20%), 34% learnt the frequency of car check-ups, and anti-hijacking or security awareness seems only to be taught on specialist courses.

"Young people are disproportionately involved in road accidents and fatalities, making it crucial to ensure that they are trained adequately in driving school. With safety at the core of our tradition, Goodyear works with the European Driving Schools Association (EFA) in Europe, the Volkswagen Driving Academy (VWDA) in South Africa and Goodyear 4x4 Academy in the



Only 39% of young drivers learn to drive at night time, but 90% declare they are comfortable doing so

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# The Rise of Driver Science in Africa

Skilled commercial vehicle drivers are critical elements in the global logistics chain and every measure needs to be taken to ensure their efficiency. In South Africa, Drive Report has for over a decade been pioneering better ways for fleet operators to coach and upskill truck and bus drivers.

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Drive Report's Integrated Driver Management service delivers unprecedented visibility into driver productivity and safety. Combining its 'Report My Driving' bumper sticker and 24/7 call centre service with the revolutionary DriveCam solution, Drive Report is now a clear leader in the field of Driver Science in Africa, with over 18 000 DriveCam units now deployed in top truck and bus fleets in 17 countries across the continent.

"The demand for aftermarket technologies and services that enhance driver safety and efficiency has never been greater. In 2012, Drive Report registered a 70% growth in the adoption of DriveCam, compared to 2011. This clearly shows that fleet owners are embracing the concept of Driver Science; proactive driver-coaching interventions based on unbiased analysis of behaviour-based video data," says Louis Swart, managing director, Drive Report.

In February 2013, leading truck and bus manufacturer, Volvo, became a minority shareholder in DriveCam Inc. (based in San Diego, USA), further spurring the global evolution of Driver Science towards a vision of 'zero accidents on the road'.

Driven by ongoing technological development, DriveCam combines in-vehicle and on-road video data with intelligent web-based software that via advanced analytics is able to pinpoint where drivers present risks to both safety and cost efficiency.

"This year sees the release of upgraded DriveCam hardware and software solutions. The 3G and Wi-Fi-enabled video camera (DC3P) now has a wide-angle interior-view lens, better voltage regulation, improved processing capabilities and enhanced day/night video capturing functionality. The new unit also boasts a 'speed violation' function, recording a clip every time the driver exceeds the speed limit," Swart explains.

The DriveCam software, DriveCam Online (DOL), is now a bona fide predictive tool, identifying which drivers, based on repeated risky driving behaviours, are most likely to cause an accident. The DOL single-view web interface enables quick visibility of individual driver profiles and associated video footage, as well as batched reporting from local to national level. The software also gives fleet managers the ability to benchmark drivers against their peers.

"DriveCam is extremely reliable, with a national uptime record above 96%, which for all hands-on fleet managers is invaluable. As fuel prices climb and road accident risk increases, I believe that Driver Science will become the de facto method of ensuring ongoing fleet safety and profitability," Swart concludes.



To drive on a public road in South Africa, transporting goods for an income, drivers must have a professional driving permit

Western Cape, to provide young people with more training on driving safely and responsibly, as well as ensuring optimal knowledge and maintenance of their cars and tyres. Antoinette Hurter, VWDA managing member, said bad habits had been allowed to develop amongst South African drivers.

“You need to start with the basics. In my opinion, driver training is nowhere close to international standards and the K53 testing system is inconsistent across the country. Just because you haven’t had an accident does not mean you’re a good driver! I am often shocked when licensed drivers have their skills evaluated with our instructors.

“Our standards are very strict and we force corporate clients to come back to renew their certificates every two years. Sadly, many big companies do not insist on screening their employees’ driving or medical levels before they get into company vehicles.

“VWDA addresses specific South African road situations too. Our hi-jack prevention programme boosts security awareness on the road and equips people to handle such situations. We are soon to launch our first night driving course too, which teaches emergency manoeuvres and other safe driving techniques in the dark. We won’t take our clients out on the road at night though – it’s too dangerous – so training will take place on our track and skidpans at Kyalami,” says Hayward.

But it’s not as easy as that. To drive on a public road in South Africa transporting goods, dangerous goods or passengers for an income, the driver must have a professional driving permit (PrDP), which is issued in addition to an ordinary driving licence.

**A PrDP applies to the following motor vehicle categories:**

- A goods vehicle with a gross vehicle mass exceeding 3 500kg;
- A breakdown vehicle or a bus;
- A minibus weighing more than 3 500kg or designed to carry 12 or more people (the driver included);

- Light motor vehicles, indicated in the economic sector for carrying passengers for reward (taxi-cab);
- A motor vehicle designed to carry 12 or more people;
- Any vehicle for which an operating licence is issued; and
- A dangerous goods vehicle (e.g. fuel tanker).

**Age restrictions for the motor vehicle categories:**

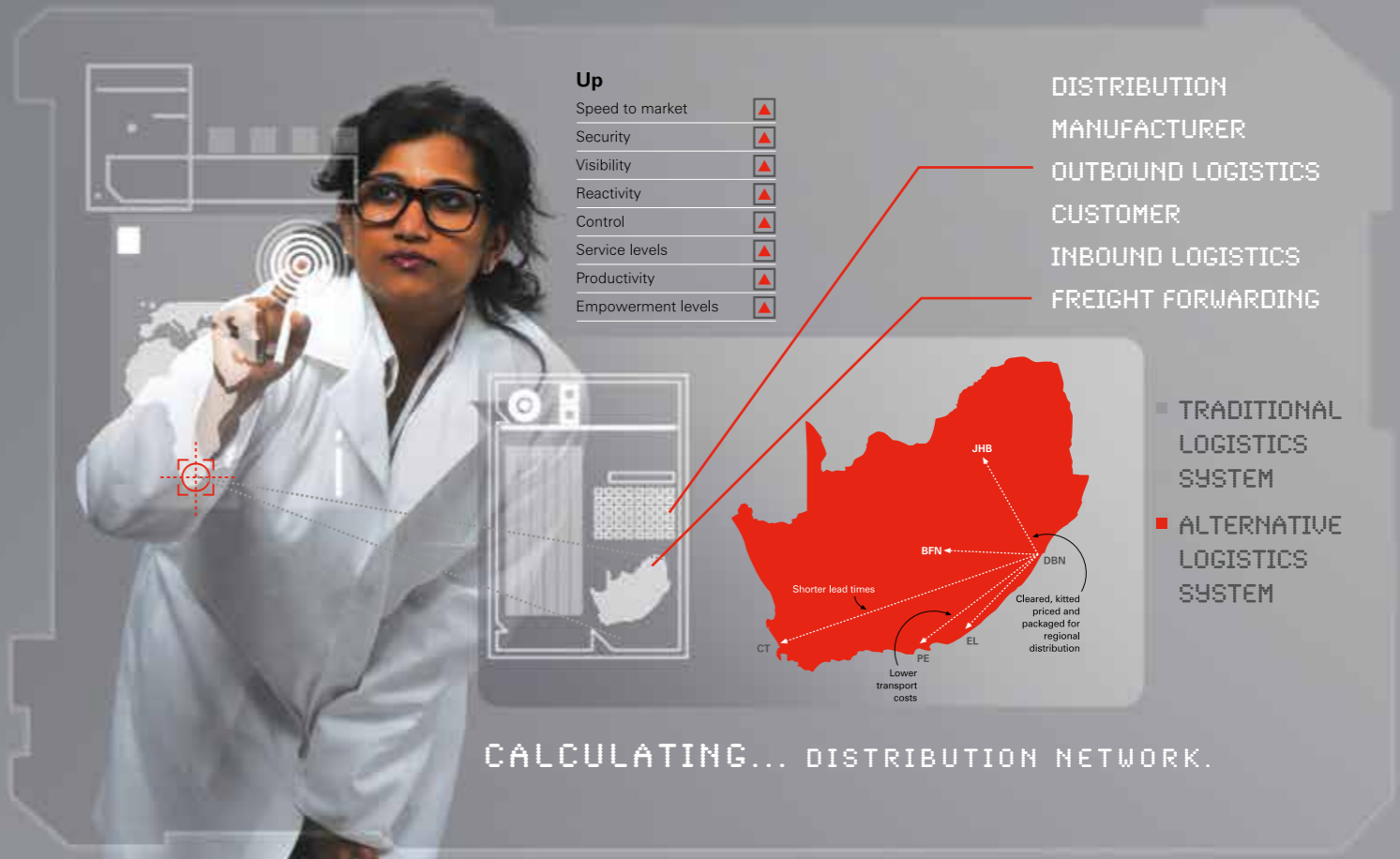
- The driver should be 18 years or older to hold a PrDP for a goods vehicle.
- The driver should be 21 years or older to hold a PrDP for a passenger vehicle.
- The driver should be 25 years or older to hold a PrDP for a dangerous goods vehicle.

**A PrDP can only be obtained if the driver:**

- Has a valid driving licence for the type of vehicle in question;
- Has been certified as medically fit by a doctor;
- Has been certified by an approved training body (only required for category D [dangerous goods] vehicles); and
- Does not have a criminal record, in the past five year, for any of the following:
  - driving a motor vehicle while under the influence of intoxicating liquor, or a drug having a narcotic effect.
  - driving a motor vehicle while the concentration of alcohol in his/her blood or breath exceeded a statutory limitation.
  - in the case of an application for a category P and D permit, an offence of which violence was an element.
  - never having a driving licence suspended.
  - never been convicted of a criminal offence or paid an admission-of-guilt fine.

As the operator or owner of the motor vehicle for which a PrDP is required, a driver may not let another person drive the vehicle on a public road unless they have a valid PrDP for the appropriate category.

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# World-class quality



## International trucks exclusively powered by Cummins engines

**Global truck manufacturer Navistar International in South Africa exclusively powers its model range with engines manufactured by Cummins – a global leader in the manufacture, sales and servicing of diesel engines and related technology.**

According to International SA Sales and Marketing General Manager, Sally Rutter, the company has been fitting Cummins engines to its range of vehicles since the early 1970s.

“International was among the first companies to fit Cummins engines in the USA, and the relationship has continued and flourished across the globe since that time,” she explains.

The International® product line includes the 9800® series, the WorkStar® and the TranStar® 6x4 truck tractors. Rutter points out that all International vehicles consist of the well proven and durable North American Driveline, consisting of the Cummins engine, Eaton-Fuller 18 speed auto shift transmission, Meritor drive axles and Hendrickson HAS 460 air suspension.

“The 9800 series has two models, namely the 9800i and the 9800e. Both vehicles are powered by the Cummins ISX 15l big bore engine, rated at 450Hp and 400Hp respectively.”

Rutter adds that both models are available with a spacious Midroof double bunk sleeper cab.

“The 9800e is also available as a flat roof option with a single sleeper cab. The 9800i is an on-highway vehicle suitable for long haul applications and the 9800e is also an on-highway vehicle suitable for regional haul applications.”

The International TranStar model, which is one of the most-fuel efficient trucks on the road today, is powered by the Cummins ISM engine.

“Cummins ISM has one of the highest power-to-weight ratios of any engine of comparable displacement. Combined with an advanced fuel-injection system and the patented Variable Geometry Turbocharger (VG Turbo), this results in superior performance over every terrain, in all weather conditions. Reduced turbo lag, improved transient response and increased vehicle performance is another benefit.

The International WorkStar model, which is also powered by the Cummins ISM engine, is available as a single sleeper cab designed for numerous applications, including; short-haul or regional distribution incorporating tankers, refrigerated and

flat deck applications. Driver comforts on the TranStar and WorkStar include a tilt steering wheel, wide cab steps, wide door openings and interior grab handles that allow for easy entry and egress.

The HVAC system offers a high-efficiency heater and cooling system to provide peak performance, in addition to a double-sided galvanised steel cab built for quality fit and finish, and long-term protection from corrosion.

Rutter indicates that Cummins has remained the engine of choice in South Africa for International over the decades, due to the fact that the brand has a proven reputation for being durable and easy to maintain. “The Cummins range of engines are renowned for their quality and reliability. The product has been well proven over the years with engines in the market clocking up a million kilometres and over.”

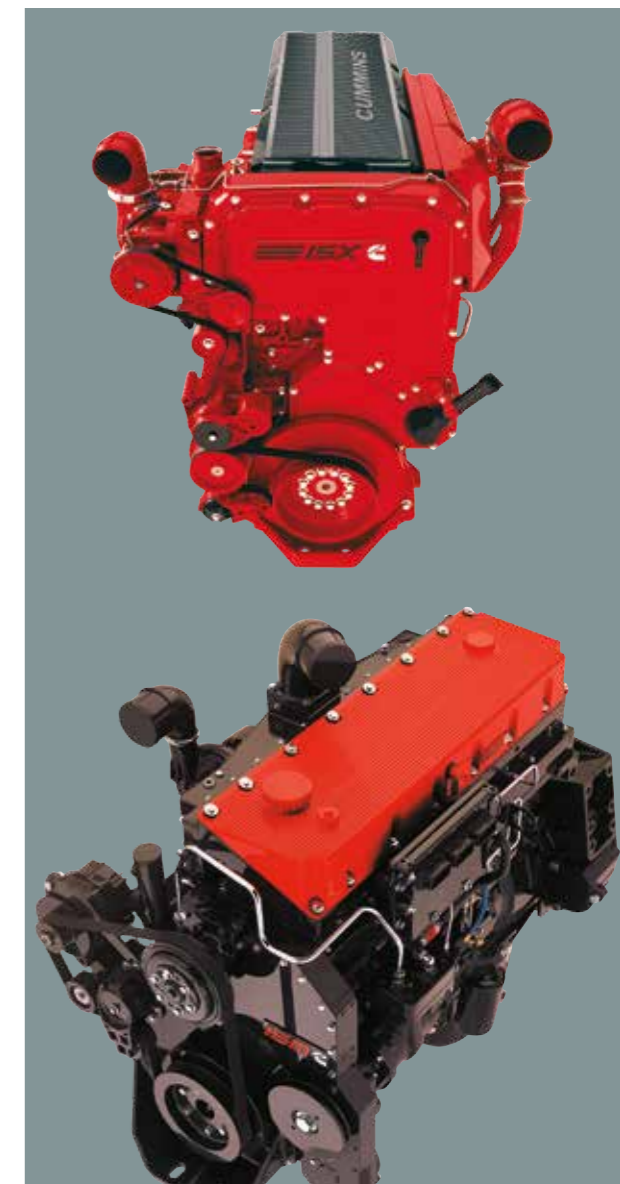
The fact that Cummins is based in South Africa is another major advantage, adds Rutter. “This ensures that International receives the aftermarket and technical support from the in-country engine manufacturer. Cummins also boasts its own parts distribution centre, making parts for its engines readily available at the most competitive price.”

International’s presence in South Africa was formalised in 1927 with the establishment of International Harvester Corporation in Durban. In 1973 an assembly plant was set up in Pietermaritzburg, before partners Pieter Coetzee and Keith Tyson formed Tyco International as the importer, manufacturer and assembler for the International brand in 1988.

In 1990, the company’s Apex assembly plant was established in Benoni and remains the hub of local activities for International to this day.

The Imperial Group bought a stake in Tyco in 1994 and, in 2008, Imperial and Navistar mutually agreed to a shift in Imperial’s role to a retailer and Navistar International Trucks southern Africa became the importer and manufacturer of International Trucks in Southern Africa.

In 2010, Navistar International Trucks Southern Africa became part of NC<sup>2</sup> Corporation, changing its company name to NC<sup>2</sup> Trucks southern Africa – which is a wholly owned subsidiary of Navistar Inc. Today, NC<sup>2</sup> is the importer, manufacturer and distributor of International branded vehicles for the southern African region.



The trucks are distributed through International’s independent dealer network strategically located throughout the region. In addition to its dealers based across the borders in Namibia, Zambia, Angola, Zimbabwe and Swaziland, Rutter concludes by adding that there are more plans on the cards to expand the International dealer network further into key regions that include; Mozambique, Botswana, Uganda and Kenya.

“We strive to improve the quality, driver comfort and overall efficiency of our trucks with various projects undertaken on a consistent basis.”

Established and headquartered in Columbus, Indiana, USA in 1919, Cummins Inc., a global power leader, is a corporation of complementary business units that design, manufacture, distribute and service engines and related technologies, including fuel systems, controls, air handling, filtration, emission solutions as well as electrical power generation systems.

Cummins today employs more than 46 000 people worldwide. Cummins earned \$1.65 billion (R15.2 million) on sales of \$17.3 billion (R159.5 billion) in 2012. Cummins has a global network of 600 company-owned and independent distributor facilities at more than 6500 dealer locations in over 190 countries.

The Cummins Distribution business consists of 17 Company-owned distributors and 10 joint ventures, covering 90 countries and territories through 233 locations. Cummins South Africa is headquartered in Johannesburg, with branches in Alrode, Bloemfontein, Cape Town, Durban and Port Elizabeth.

*For more information contact Janean Davies, heavy duty OEM relationship manager on (011) 321 8700, [Janean.davies@cummins.com](mailto:Janean.davies@cummins.com) and Johan Joubert, regional director southern Africa on (011) 321 8700, [johan.joubert@cummins.com](mailto:johan.joubert@cummins.com) or visit [www.cummins.com](http://www.cummins.com).*

# GRW's cool move

Cape-based trailer and rigid truck body manufacturer GRW Engineering has expanded its range with innovative products that could well set new benchmarks in the reefer and dry van sectors

**There seems to be no chance of stopping Cape-based trailer manufacturer GRW Engineering from coming up with new innovative products. Established in 1996 it has grown into a multi-tiered company, with close to 600 employees, and designs and manufactures superior road tankers for the bulk transport market.**

They also provide essential maintenance and repair services, as well as financial services, not only to fleet operators across Southern Africa but to European countries and the United Kingdom.

The latest product additions include rail tankers, dry vans and now it has entered the refrigerated trailer market as well. I remember the day in November 1999 when a company called Cuvée Holdings, the owners of fleet operator United Bulk and GRW Engineering, invited a number of journalists (including

this hack), truck manufacturers and fleet operators from Johannesburg to the opening of their new factory in Worcester. Most of us were apprehensive about GRW's chances of survival, from such a long distance, against the competition up north from the likes of Henred Fruehauf (now part of SA Truck Bodies) and Afrit, especially with United Bulk being in competition with other fleet operators.

After all, the Unitrans group tried to enter the trailer manufacturing market with Unitrans Engineering, but sold the business out to Top Trailers because of an apparent lack of support. However, the determination of the then GM Gerhard van der Merwe and his family to make a success of the new venture by providing top quality trailers was unstoppable.

At the time, the company claimed to be the only South African tanker manufacturer to build products adhering to the complete set of European ADR standards, which explains why that same



GRW Engineering's latest state-of-the-art refrigerated trailer in combination with a Mercedes-Benz Axor 6x4 truck-tractor

year, Gerhard proudly announced that the first order for an aluminium tanker had been received from Total.

Fleetwatch described it as a breakthrough "in that Total – for that matter, any of the oil companies – would not compromise on quality due to the safety factors at stake in such operations".

However, in 2001, van der Merwe realised that maybe it was not a good idea to be in bed with a fleet operator. The result: GRW was unbundled out of the holding company, Cuvée Holdings, to be owned 100% by the van der Merwe family and another investor, Rossouw van Eeden.

The real breakthrough came a few years later when the company landed an order from the UK for fuel tankers – for the Royal Navy – from a company called Fluid Transfer which builds aircraft refueling equipment in the UK.

Up until then, Fluid Transfers had been sourcing its tanks from Europe but they got to hear of GRW through two of their local subsidiaries, Wabco and Fulcrum Engineering. They sent people out for a look-see and were impressed. Product innovation has not stopped there, with the introduction of bulk feed, drybulk pneumatic, food grade, chemical and aviation refuelling tankers.

In June 2011, GRW came up with a new tanker design which made heads turn and made provision for the latest trends in fuel delivery methods, fuel cargo monitoring and live data transmission systems.

In fact, with government wanting to see more fuel transport on rail rather than road, Transnet's task is to take more fuel freight away from road freight operators as part of the National Freight Logistics Agenda.

But trains are slower than road transport and can't deliver to service stations, which road tankers can reach. But it is with road transport where the fuel's vulnerability to contamination, pilferage, hijacking (of tankers) and accidents has increased dramatically.

This, and new fuel delivery requirements have seen an evolution in road tanker design over many decades – leading to the development and production of a 50 000 litre, seven-compartment, aluminium, semi-trailer tanker that can be configured to multi-task like a computer – the plug and play way – fitted with the latest equipment from Emco Wheaton, FMC and Alfons Haar.

On top of this, using the latest radio frequency technology or satellite communications technology, it can provide the fleet operator with live fuel cargo monitoring, invoice generation, electronically signed delivery notes, and a number of other features.

## Reefers

And now for the reefers. Recently, GRW entered into an agreement with China International Marine Containers (CMIC) for the supply of high-quality polyurethane-injected insulation panels. The panels are used in combination with other components and mechanical gear for the assembly of the semi-trailers.

"We have seen an opportunity for the supply of high-quality refrigerated trailers in the Southern African market," says Fanie Roux, CIMC product executive for GRW.

"After market research locally, as well as in the USA and Europe, we made the decision that we would only enter this market if we could supply refrigerated trailers and rigid bodies that adhere to the same quality standards offered overseas.

"Longevity, payload and insulation properties are extremely important in this environment, and we are convinced that the product that we offer will exceed expectations in that regard," says Roux.

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GRW Engineering has entered the high-quality refrigerated trailer market using polyurethane panels which ensure superior insulation

Emerging from research into the challenges faced by the temperature and time sensitive perishable transport industry, GRW claims its refrigerated semi-trailer features solutions to many of the problems associated with conventional products. It says refrigerated semi-trailers require optimum insulation to maintain not only the integrity and management of the cold chain, but also the efficiency of the refrigeration units.

“The polyurethane panels of the trailer, in a chassis-less design, preclude voids, cavities or delamination ensuring superior insulation. The integrated structural framework comprises fully-welded extruded aluminium for strength and durability. A strong stainless-steel rear frame with specially-moulded polyurethane impact rubbers provides enhanced protection. Heavy-duty stainless-steel lock rods and hinges have been incorporated.

“The substructure and refrigeration-unit support frame is hot-dipped galvanised to ensure the best possible protection against corrosion. In essence, the new range ensures lower running costs, improved payload capability and far greater reliability,” says Roux.

It has also introduced a dry-van trailer constructed from the same high-quality imported composite panels encased in steel sheets to provide the insulation required for the transportation of moisture-sensitive dry goods. Rubber seals on the doors ensure a waterproof environment.

The unique shortened chassis design, successfully introduced on its refrigerated semi-trailers, allows a 10% increase in the volume of goods transported, due to raising the height of the van. The extent of weight carried has been increased to 34 tonnes, as opposed to the norm of a maximum of 32 tonnes in current trailers.

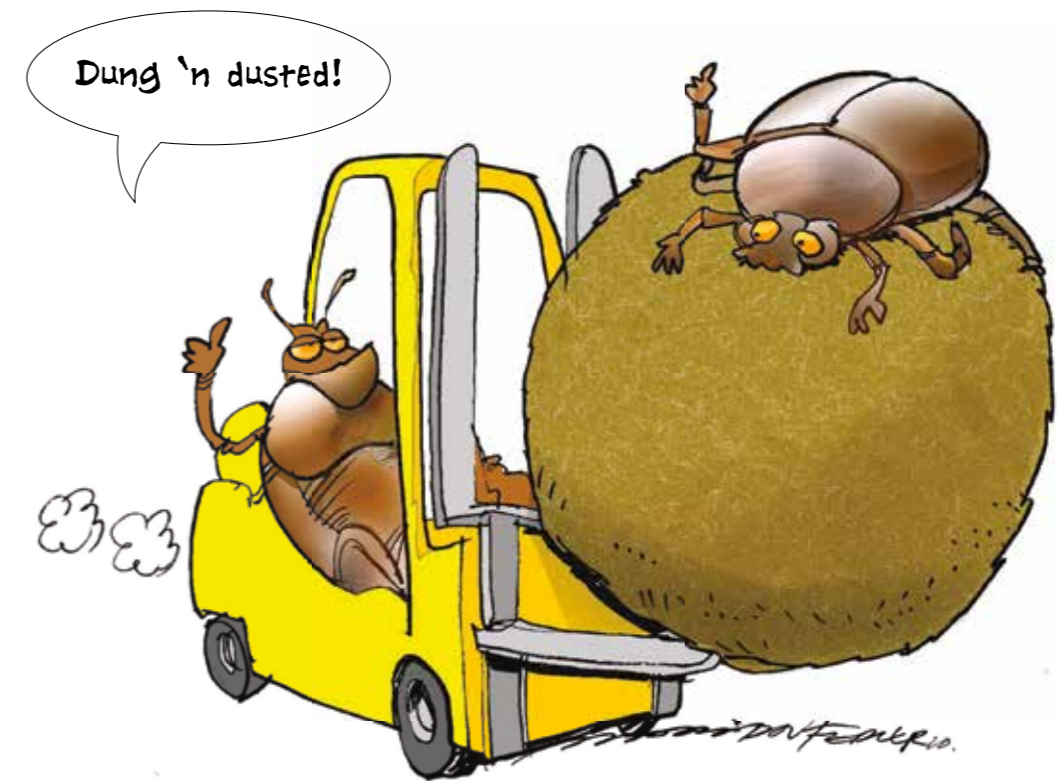
At a Cape Town function of the MBSA dealership in Montague Gardens, GRW recently exhibited, with Mercedes-Benz Axor models, a 15.4 m trailer with a high-tensile steel chassis and cross beams, Jost kingpin, SAF-Holland landing legs, BPW Ecoplus nine-tonne axles and air suspension, the WABCO 45/2MEBS E brake system and fully reversible aluminium rims. Tyres(385/65 R22.5) are fitted as standard features on super single axles.

In addition it showed, also on Axor models, aluminium/stainless steel standard box vans and a meat hanger of 8.5m, 7.5m and 6.5m in length with tare weights between 2 760kg and 2 200kg, internal capacities between 48.6m<sup>3</sup> and 37m<sup>3</sup> and an overall meat hanging capacity of 13 000kg.

The rigid meat hanger had five rows of extruded aluminium rails with 124 double stainless steel hooks with the option of a Thermo King CARRIER Supercool dual temperature refrigerated unit as an option on the bulkhead.

GRW counts among its customers from across the broad spectrum of the industry – from those hauling hazardous chemicals through to those hauling edible products, fuel, oil and black products – fleet operators such as Engen, BP, Shell, Unitrans, Tanker Services, Bulktrans, Parmalat, Javelin Trucking, Arrow Bulk, Junior G Carriers and Roadbulk.

Today, GRW Engineering is still the division responsible for design and manufacturing, but it operates alongside the GRW headquarters in the Western Cape province of South Africa. Three other divisions – GRW Services, GRW Financial Services and GRW UK – are responsible for customer care that spans from after-sales contract servicing and minor repairs to major refurbishments and the supply of rental units.



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# New Actros axle claims to save fuel

Two Actros 6x4 truck-tractors fitted with the latest Mercedes-Benz RT440 hypoid rear axles as standard are claimed to have achieved meaningful fuel savings of more than 5% in test runs in the Eastern Cape

**Engineers at Daimler AG have come up with a new hypoid rear axle for the current Actros 2644LS/33 and Actros 2654LS/33 6x4 truck-tractors which were tested under “everyday conditions” along MBSA’s well-known trial routes in the Eastern Cape.**

Light, economical and reliable – the range of hypoid rear axles on the Actros offer not just reliable power transmission, but also a very wide range of closely spaced ratio choices, to allow the most economical driveline for any operation. For more arduous operation and more ground clearance, a range of planetary rear axles are also available, extending the spread of available ratios even further.

The new RT440 hypoid rear axles make for the most fuel efficient Mercedes-Benz 6x4 truck tractors of all times. In fact, the fuel saving achieved on the 2644LS/33 was 5.67% and on the 2654LS/33 was 5.37%.

This claim was made by Christo Kleynhans recently at a presentation of the improved trucks at the Mercedes-Benz Commercial Vehicles dealership in Montague Gardens, Cape Town. As Kleynhans pointed out, South Africa is well-known for its unique operating conditions and the trucking environment which is spread across fleets ranging from first to third world and makes for a testing ground suitable for a wide spectrum of applications.

“Due to the outstanding track record of the Testing Department, it was an obvious choice to call on their expertise to perform the comparative test between the new hypoid axles and the existing hub reduction rear axles.

“During the fuel consumption testing in the Eastern Cape region, the vehicles not only achieved the targeted fuel saving in comparison with the predecessor models but already surpassed



Christo Kleynhans, product manager at Mercedes-Benz South Africa



An Actros truck-tractor was tested under ‘everyday conditions’ in the Eastern Cape

all expectations early into the trial by proving to be even more frugal than anticipated.”

According to Kleynhans, the drivers at the wheel of the trucks, with standard interlink trailers and gross combination weights of 49 000kg (Actros 2644LS/33) and 56 000kg (2654LS/33) respectively, were not Mercedes-Benz drivertrainers, but normal fleet drivers. “The consumption figures of the two new Actros truck tractors are even more impressive in view of the guidelines for the test. Unlike normal fuel consumption tests, the comparative run was not carried out on a test circuit but under everyday conditions on busy roads and at times, under adverse weather conditions.”

Kleynhans said each vehicle completed 9 920 kilometers under some of the most extreme conditions on the Eastern Cape roads.

The test route of 620 kilometers started in East London and then followed the N2 over the Kei River back onto the N6 and over Penhoek Pass (1 884 meters above sea level with a maximum gradient of 10%) before returning to East London. The accumulated climbing height for the total route of 620km is an impressive 9 389 metres.

During the comparative drive the test engineers monitored every fuelling of diesel as well as the swapping of the drivers and semitrailers. The aim of the latter was to rule out differences in driving styles and the rolling resistance of the semitrailers which might distort the fuel consumption measurements, Kleynhans says.

“As in normal long distance operations, the drivers were allowed to travel at a max speed of 80 km/h and overrun to 87km/h on the downhill.

“All four vehicles were closely monitored on FleetBoard to ensure the drivers followed the testing guidelines at all times,” says Kleynhans. Physical fuel measurements and kilometer readings were also verified against the FleetBoard results.

Fuel economy in vehicles can be improved in many ways, including increasing engine efficiency, reducing aerodynamic drag, rolling friction, improving the fuel itself, etc.

It’s an ongoing quest in which Mercedes-Benz/Daimler Trucks, the first manufacturer to complete the launch of a full range of Euro VI-compliant trucks recently, continues to set new world standards.

There are occasions, however, when technological advances overseas cannot be implemented locally – a prime example being South Africa’s ‘dirty’ fuel which prohibits the introduction of ‘greener’ and more fuel efficient commercial vehicles.

The frustration about this was expressed at a press briefing by Kobus van Zyl, vice-president of MB Commercial Vehicles, in December last year, when he said that the only thing left to do was to try and improve the performance of the current range of vehicles as well as the ownership experience of the company’s customers. The new hypoid axle will hopefully do just that.

# One-stop solution saves time and money

## Crossroads optimises transport and delivery for Hulamin Aluminium



**Outsourcing makes good sense when it comes to transport and distribution, with service and cost advantages being the obvious benefits. Other advantages include route and fleet optimisation, tracking capabilities and the ease of dealing with one company that co-ordinates the entire process and issues one invoice.**

For all these reasons and the fact that it was prepared to take on loading and dispatch functions, Crossroads has been awarded the short-haul contract for the distribution of Hulamin Aluminium products in Gauteng.

The contract is for Hulamin's Extrusions Division (chiefly aluminium window frames) and involves the preparation of orders, route optimisation and scheduling, loading of vehicles, and delivery to outlets throughout Gauteng. PODs are returned daily.

Eight-tonners and tridem trailers are being used for the job and Crossroads runs three shifts per day to ensure delivery of the orders within 24 hours of their receipt, and drive asset utilisation. It is a great example of how cost reduction and higher service levels can be mutually supportive.

Prior to this contract, Hulamin Aluminium's transport and delivery service involved three components: hired vehicles, in-house loaders and outsourced drivers. Crossroads provides vehicles, drivers and multi-skilled loaders and also manages the entire process.

Although this contract is for the Gauteng business, Crossroads has 35 distribution hubs /cross-dock facilities nationwide and over 800 last-mile delivery vehicles which are supported by over 100 line-haul vehicles.

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# When banks get 'tight'

Buying a truck or a bus, or more than one on credit via a financial institution can involve quite a rigorous screening process, with lending criteria for loan applications often being tightened during an economic downturn

**Buying that first pickup or truck, used or new, to start your own freight transport business is relatively easy if you have the cash, a house, a pension fund pay out or a rich family member or friend to provide the funds.**

But today, most people without these resources have to go to financial institutions for credit, especially when it comes to financing a heavy construction or long distance truck or fleet.

During old times, even a bank manager might bend a few rules to help you along. Nowadays it is specialised bank divisions manned by consultants equipped with dedicated computer software which decide whether you qualify according to their lending criteria. And these can fluctuate as the economy moves up or down.

Banks were relatively generous during the phenomenal growth of the medium to heavy vehicle markets sector throughout 2007/8 when especially the extra-heavy market bucked negative trends and was expected to continue to do so.

The dramatic and sudden slowdown in the global economy in 2008/9 resulted in a marked slump in goods transferred across both South Africa and Africa.

This slump was most visible in the South African mining industry as well as the container transport sector, where these sectors all but came to a standstill in the first six months of 2009. Secondly, the large credit losses the banks were said to be incurring in both retail and commercial markets were also

affecting the trucking sector negatively. These combined trends had a negative impact on transport rates and thus the profitability of road haulage operations, which led certain banks to withdraw from the truck market.

Access to credit was suddenly severely limited, and the sector that was to feel the brunt of this development was the extra-heavy commercial vehicle (XHCV) market.

The result was a market down almost 50% with a partial recovery only taking place in 2010.

Truck sales have shown modest growth this year, but could taper off now, with XHCV sales already more than 7% down in March on March the previous year.

In its latest comments on vehicles sales so far this year, the National Association of Automotive Manufacturers of South Africa (Naamsa) says sales could be affected by price increases as a result of the weaker exchange rate and the April increase in emission taxes on cars and certain categories of light commercial vehicles.

"This could result in some moderation in the rate of growth in sales over the balance of the year," Naamsa noted.

Today, several banks have specialised divisions dedicated to asset financing allowing them to enhance their credit and risk assessment accordingly and helping clients secure finance.

Obviously, they believe in sustainability and can advise you on whether you can really afford a unit, or whether the repayments and ongoing costs would become a drain to your business. FNB, through WesBank Corporate, for example, will finance all types of capital equipment, such as industrial plant and machinery, aircraft, trucks, material handling equipment, computer hardware and office equipment.

Vehicle financing is a unique form of asset financing based on fleet management principles which look at all the costs related to the running of a fleet of vehicles and not just the purchase price as dictated by rising inflation, foreign exchange rates and other factors.

Wesbank describes this as "a specific management discipline with recognised theories and techniques so that your fleet's cents-per-kilometre operating cost is measured and reduced".

"New organisational structures and ever-evolving computing options have dramatically changed the nature of fleet management. Today's fleet manager is obliged to focus not only on "fleet", but on total maintenance management. In order to keep up with their expanding roles and the fast-developing technology of fleet maintenance management, fleet managers have had to adopt a systematic approach to planning maintenance systems," the financier says.

Wesbank is not the only one following this approach, there are others offering products and services which cater for the entire fleet cycle (from the setting out of policy and procurement, to disposal and replacement needs), irrespective of the funding method selected.

As Kathy Bell, head of transport solutions at Standard Bank Vehicle and Asset Finance, has put it: "My team and I provide support to our sales and credit teams, and our approach is centred on risk-based fleet audit vetting, and a systems and controls verification process.



It is certainly very exciting to see the depth and profound professionalism evident at many of our large and small transport operators.”

It is only after comprehensive discussions with customers to unpack and understand every aspect of their business that planning is done around the funding cycles and requirements for the year ahead.

“In essence, our role is to provide funding when required, which involves lots of advance planning and discussions with the customers.

“We visit every customer, inspect their depots or sites, and verify systems and processes to control the loads, vehicles and drivers. We thereby also assist the customer to maximise payloads, transport efficiencies and cost containment,” Bell says. It is this, she says, that leads to a positive funder-partner relationship. So what does it take to be awarded the finance needed and build such a relationship with one’s finance partner? The process is structured but straightforward. In the case of a new relationship, once an appointment is made with the relevant financier, the customer will be visited and issues

surrounding the business discussed – from vehicles, systems and controls, to products to be transported, customer base, transport costs and cost-containment measures.

The operator must prepare for an audit of every aspect of their business. Importantly, Bell points out, a vehicle and maintenance policy, as well as driver training and a safety policy, need to be in place.

“New entrants also need to have worked in the transport and supply chain field, and have a working knowledge of all regulations and processes,” she says.

This is important because a contract secured from an approved contract provider will form part of the application; this is so that the financier can determine the viability of the revenue stream and feasibility of the cash flow projections.

Further, working capital and deposits help indicate preparation and planning aspects over time; so too does a well structured business plan highlighting skills and experience.

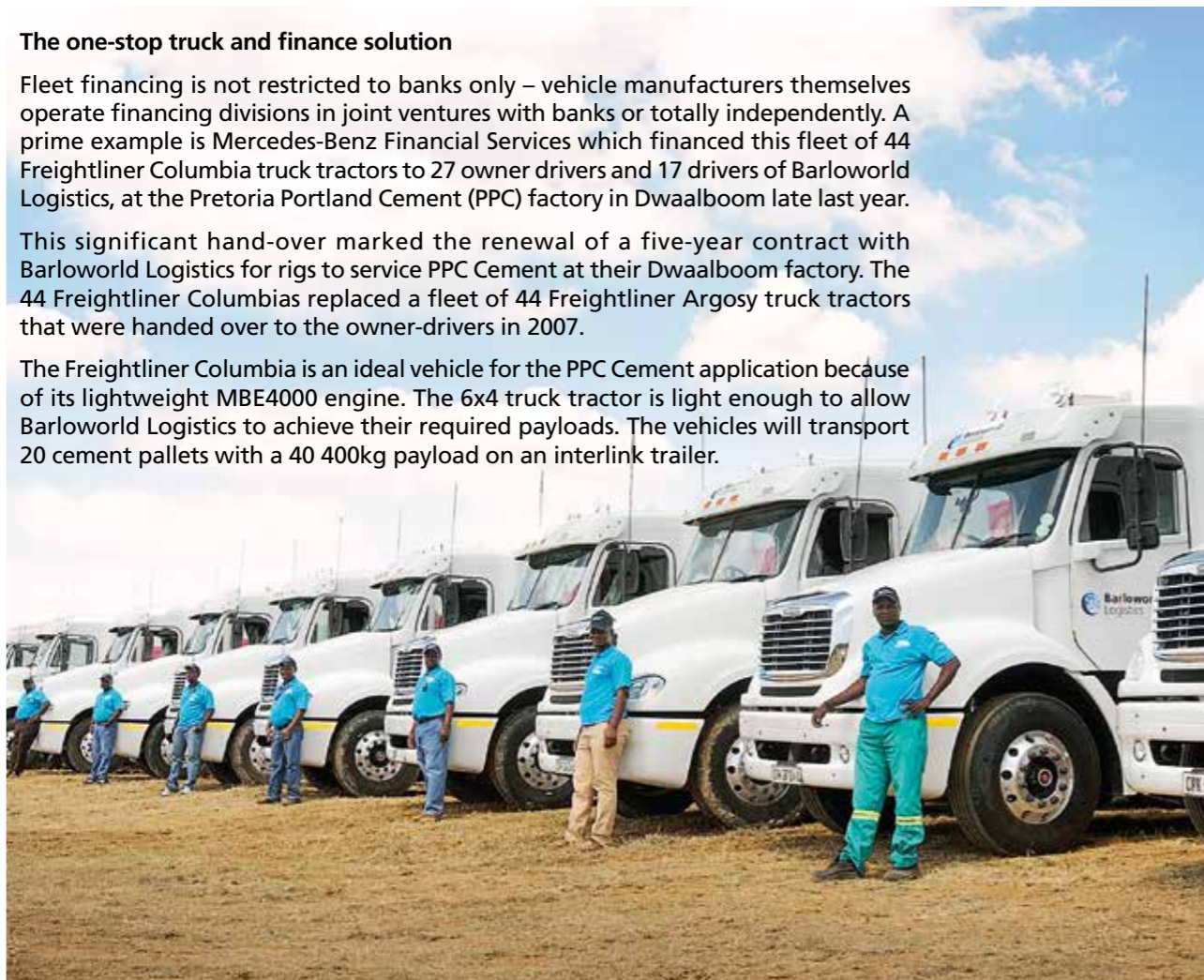
Banks do not simply hand out money – concerns about the quality of the operations, skills and capacity will always be a factor, Bell says.

**The one-stop truck and finance solution**

Fleet financing is not restricted to banks only – vehicle manufacturers themselves operate financing divisions in joint ventures with banks or totally independently. A prime example is Mercedes-Benz Financial Services which financed this 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 late last year.

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

The 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 their required payloads. The vehicles will transport 20 cement pallets with a 40 400kg payload on an interlink trailer.



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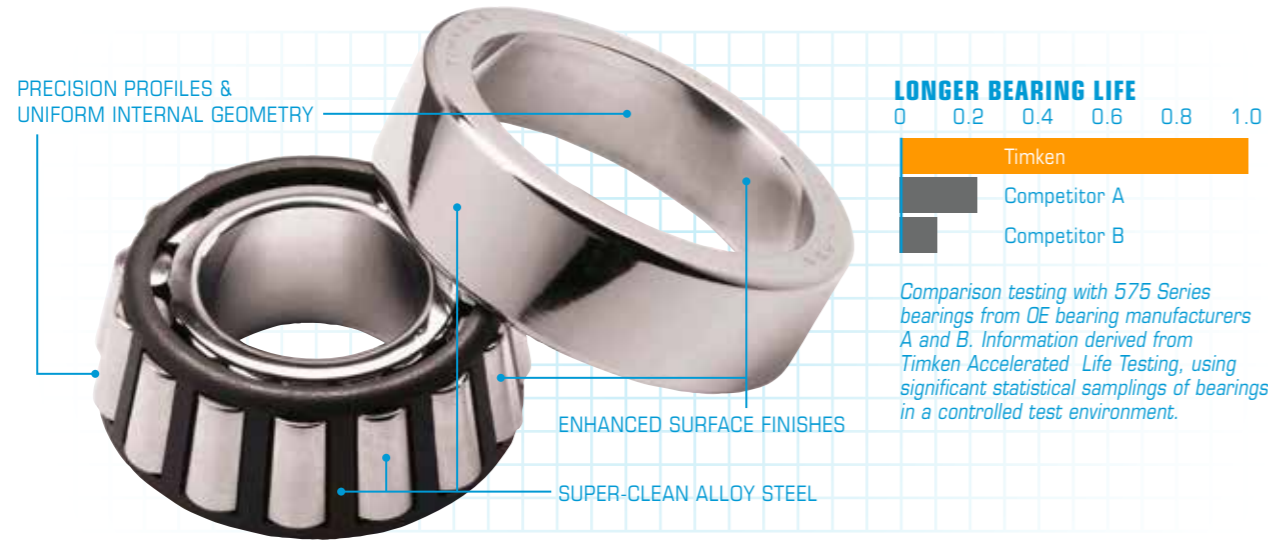
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Timken uses advanced processes to generate smoother surface finishes to reduce friction — helping to increase fuel efficiency and extend bearing life.

### Steel Quality Increases Performance

The combination of chemistry, purity and properties greatly affects bearing life and quality. Imperfections in steel reduce a bearing's load-carrying capacity and can lead to premature bearing damage.

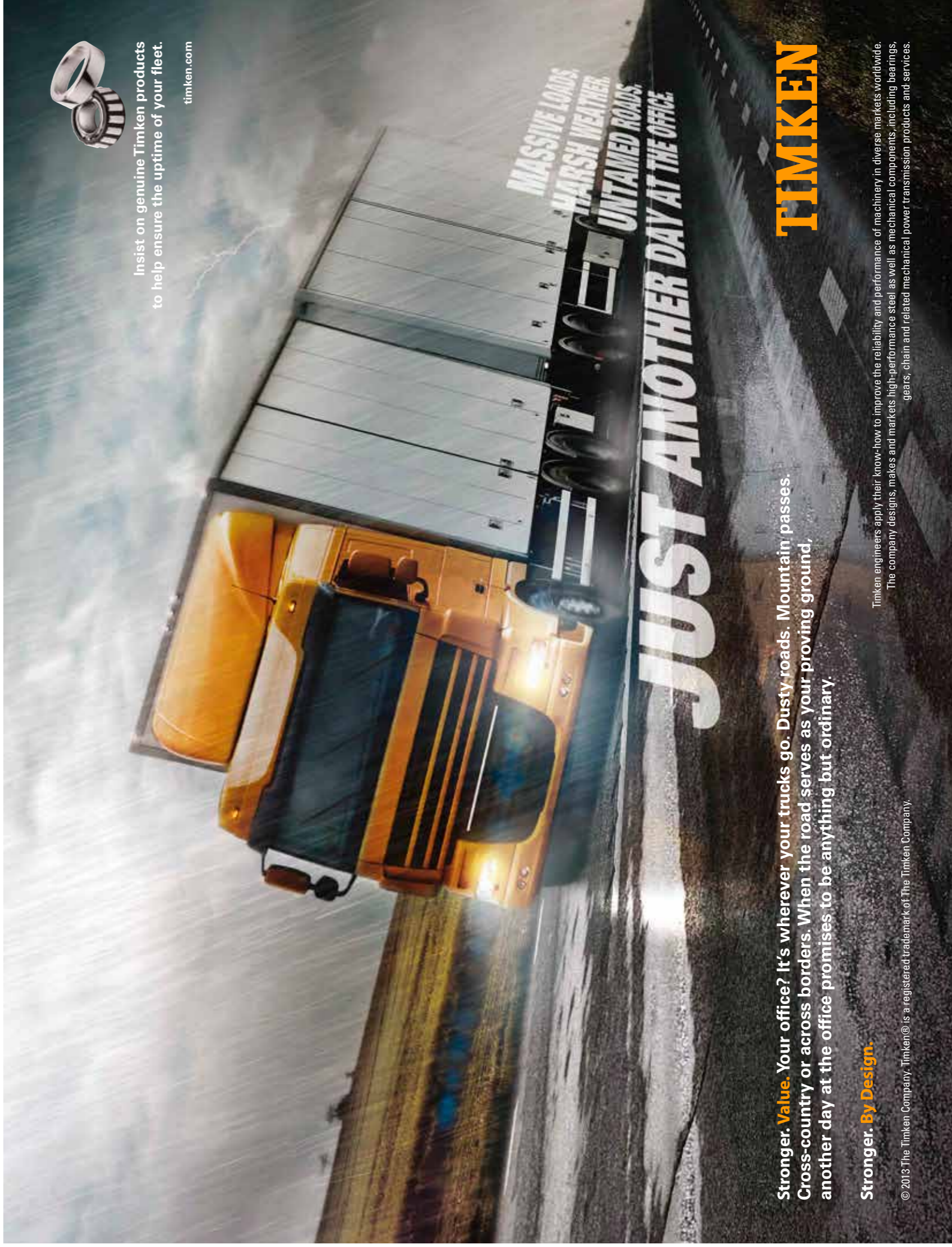
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**TIMKEN**

# Entering a new dimension

UD Trucks Southern Africa is emerging from a year of change with renewed energy and a new approach to take the fight to its old adversaries and heavyweight contenders

**Under the youthful new leadership of Jacques Carelse, who took over from out-going chief executive officer, Johan Richards, in July last year, the company is aligning itself to draw both product and expertise from its global parent – the Volvo Group. The alignment will see closer co-operation with group companies in future and promises to provide required products where gaps had previously existed.**



During the company's annual 'state of the nation' address to the media held in Johannesburg recently, an enthusiastic Carelse said that the company is relishing the prospects and is busy laying plans to refresh its approach and take on the challenging local market.

In doing so the company wants to reclaim its third spot on the overall sales chart this year after having slipped to fourth last year.

**All-round vision**

But his strategy goes far beyond only improving sales. The overall drive will come from an enhanced customer focus that adds more value to a buyer's overall experience through new driver training programmes, as well as maintenance assistance and financial service offerings.

These services will be rolled out during the course of the year as will a comprehensive dealership training programme to assist dealers to surpass existing customer service levels.

"Although 2013 will see no significant new launches and new products it will act as a springboard for things to come in 2014.

"We had a busy year last year with integration into group strategies, the launch of the new Quon in the extra heavy commercial vehicle sector, as well as a change in the company's top structure.

"This year we are consolidating our position, concentrating on internal improvements and preparing to blast off in 2014 with a whole new line-up to follow.

"It will include being able to supply vehicles for every sector of the trucking market from affordable to premium products of all sizes and descriptions under the banner of UD Trucks Southern Africa," says Carelse. Alluding to the addition of a new third dimension in the company's offering, it was left to Rory Schulz, general manager of corporate planning and marketing, to explain the company's unique future proposition.

Most significant will be a commonality of platforms across the brands (Volvo, Renault, Mack, UD) to bring users appropriate technology for their diverse requirements.

**Fit for purpose**

In doing so the group will have solutions based on the best of Europe, the United States and Japan to give customers access to the right truck for their requirements.

Traditionally the premium European and American brands compete at the top end of the market, while the Japanese offering from UD is for advanced and efficient vehicle offerings in the mid-price range.

"The only gap we have to plug is for a value competitor at the bottom end of the market to compete with offerings from the East. This year we will finalise agreements to bring in a basic value offering and in doing so will complete our third dimension offering," Schulz says.

Although no more details were offered on the brand or origin of the vehicles to be sold under the UD banner he said that the vehicles would most likely compete with the resurgent Tata and evergreen FAW value brands (among others) in South Africa.



Rory Schulz, general manager, corporate planning and marketing of UD Trucks Southern Africa

The addition of value brands would also give customers access to Euro 2 type engines particularly in African countries which are not technology-friendly.

"That means customers will be able to choose engines from advanced Euro 6 engines to basic engines for service in rural conditions," Schulz says.

**The year ahead**

Schulz predicted slow growth of about 3% in the overall commercial vehicle segment this year, adding that global financial woes were still weighing heavily on the local market.

This is as a result of decreased demand for locally produced goods from developed economies.

Growth would be further stifled as a result of internal labour market instability, implementation of Gauteng tolled freeways, the rising fuel price, inflationary pressures and an unstable rand exchange rate. On a positive note, fleet renewals, awarding of bus rapid transport system contracts and the growing export market will provide the truck and bus market with enough stimulation to keep it buoyant and competitive.

Overall the picture for the UD brand would remain positive with improved sales across the Quon range as a result of assembly crews constantly improving efficiency on the new lines.

This would lead to better availability of vehicles for the export market which is becoming increasingly important to the UD Trucks Southern Africa sales portfolio, Schulz says.

"We believe this year will be all about consolidation in the transport industry. The current sentiment worldwide is survival of the fittest. In developing countries there is fierce competition and as a result operators struggle to survive or succeed," Schulz concludes.

Empowered by smart partnerships



On 30 January 2013, Barloworld Logistics merged its Dedicated Transport Services division with the Manline Group of companies to form Barloworld Transport Solutions. By combining our resources and capabilities, Barloworld Transport Solutions has the size, strength and expertise to deliver flexible, optimised and sustainable transport solutions across Southern Africa.





# Targeting 'smarter' trucking

The Road Freight Association will be holding its top annual event at Phalaborwa in May. Members and vehicle manufacturers will discuss the latest advances in trucking technology and other means to contain the cost of logistics.

**“Bigger, wider, heavier, with more payload and even better efficiencies, SMART trucks use cutting edge technology beyond efficiency gains and cost reductions, with improved road safety, driver wellness and road stability, as well as reduced impact on roads and lower carbon emissions,” the Road Freight Association said to its members in an invitation to the RFA Convention 2013 to be held at the Hans Merensky hotel and spa in Phalaborwa, Limpopo in May.**

I first thought it was an advert promoting a new truck range called SMART, only to realise that the word smart was used in a 'generic' context to describe the advances being made in truck technology.

These advances are to be discussed, if not revealed, at the convention by representatives of leading South African fleet operators, truck manufacturers and fuel suppliers.

“The future has arrived ... delivering more freight per load at a lower cost-per-ton than conventional rigs, SMART trucks are revolutionising the road freight industry,” the invite goes on to say.

The RFA convention 2013 is an important event which will start on Sunday, May 19, with a day of fun in the sun and the bundu.

This time it's a Golf in the Wild Challenge among real wild animals, sponsored by MixTelematics, followed by a prize giving and registration of delegates and their spouses.

Then it's off to a restaurant for pre-dinner drinks sponsored by Hino. From there delegates will be transported by game vehicles to the dam for a Country Western welcome function braai sponsored by Engen featuring Lance James and the Rodeo Girls.





Jeremy Maggs, well known TV personality, is a facilitator at the 2013 RFA Convention



Eusebius McKaiser, best-selling author and activist will deliver an overview of the Lonmin mining strike tragedy and its aftermath



Gerhard Marais, new RFA vice-chairperson



Nico van der Westhuizen, new RFA chairperson

But then it's down to business – a trucking indaba or bosberaad. The conference is due to be opened with a welcome address by the Minister of Transport, Ben Martins, who is expected to reveal more about the future of the depressed trucking industry especially in light of government wanting to move bulk freight such minerals and fuel back onto rail, as it used to be after the dreaded permit system was scrapped.

E-tolling will increase the Cost of Logistics (CoL). The RFA has given its conditional approval to e-tolling in Gauteng, but along with mayors of the Western Cape it opposes e-tolling on the Winelands route until there have been further discussions and clarity on the subject. Martins may also talk about e-toll roads into the future.

After that the department's deputy director general Mawuthu Vilana is scheduled to give the department's perspective on existing and new freight hubs to be established in SA and how they will be connected by existing and new rail and/or roads – or spokes in a wheel.

This is to be followed by an overview of the Lonmin mining strike tragedy, its aftermath and effects, by best-selling author and activist Eusebius McKaiser before the morning tea/coffee break. He is expected to dwell on the need to avoid strikes through better labour relations and employee living conditions. This may provide RFA members, who were also hit by a strike last year, with some insight into their current wage negotiations. Billions of rands are to be spent in SA on new infrastructure and this will be the

subject of a panel discussion on 'More Taxes, More Tariffs or Privatisation?' The story is that Transnet ports are to drop their tariffs – for decades the highest in the world – and add new tariffs to commodities to be railed or trucked to our harbours.

Participants will include Dennis Dykes, chief economist of Nedbank, Ravi Naidoo, group executive of the Development Bank of SA development planning division, Yogesh Nasingh, of the National Planning Commission and well-known economist Mike Schussler of Economists.co.za. Well-known TV personality Jeremy Maggs is the facilitator.

After lunch, sponsored by UD Trucks, there will be more fun with a pre-booked game drive leading into pre-dinner drinks and a Dallas-style Truck Baron's Ball with entertainment by *The V Show and Almost Famous*, sponsored by Freightliner and Mercedes-Benz trucks.

On the Tuesday it's back to business again with a presentation on Climate Change (due to emissions) by Jeunesse Park, the founder of Trees for Africa, to be followed by another panel discussion on fuel quality and fuel supply.

This should be an interesting session as South Africa is still running on dirty fuel (Euro II& III diesel) while truck engine technology used overseas, where fuel is a lot cleaner (Euro V and VI), is streets ahead

Participants in this are expected to be Liesle de Wet, sustainability manager for Barloworld Logistics, Desmond Gird, Sasol's GM of supply chain, procurement and supply division,



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The Hans Merensky hotel and spa can be found within the Phalaborwa area of South Africa's Limpopo Province. This stunning luxury hotel is located at the heart of the Olifants valley and the hotel's luxurious chalets are situated on a magnificent golf course. Outside this unique African lodge guests can enjoy landscaped gardens, shady trees and sparkling water features.

The Hans Merensky hotel borders the Kruger National Park, which is one of Africa's largest game reserves.

#### New office bearers of the RFA

Directors of the Road Freight Association (RFA) have elected a new team of office bearers for a two-year term, with Nico van der Westhuizen, chief executive officer of Imperial Logistics' Transport and Warehousing Division, as chairperson. Gerhard Marais, who is product group manager, Logistics Services at Roshcon SOC Limited, has been elected vice chairperson.

Van der Westhuizen has been a board member of the association for four years, while Marais was appointed two years ago.

According to a statement issued by the RFA, van der Westhuizen's focus during the term will be threefold:

- Ensure the RFA is run as a professional organisation that will add value to its members;
- Improve stakeholder relationships; and
- Ensure the powerful lobbying platform of the RFA is used to its full potential.

"Our industry is facing significant challenges such as rising input costs (fuel, tolls, permits etc.). "These need to be addressed through the vital lobbying platform that the RFA provides," says van der Westhuizen.

Christo Kleynhans, product manager of MBSA, David Wright, director and special advisor to the MD and CEO of Engen and Raymond Abraham, Shell's commercial and technical manager. Stuart Rayner, chairman of Naamsa's fuel and emissions technical committee, is the facilitator.

After the mid-morning break, there will be another important panel discussion, on the aforementioned Smart Technologies in trucking. Participants are Brian Hunt, of Timber Logistics Services, Adrian van Tonder, Barloworld's senior manager for business development, Eric Aspeling, GM of Sappi's logistics and fibre supply division, Gert Brits, GM of Unitrans's mining services division and Francois Ehlers, technical director of Imperial Logistics. Paul Nordenger, research group leader of the CSIR's Network Asset Management Systems division, is the facilitator.

Finally, before lunch, Andrew Shaw, associate director of capital projects and infrastructure will do a presentation entitled Transportation and Logistics 2030: New hubs, New spokes, New industry leaders and provide some key findings for the road freight industry with a Q&A session.

As usual there will be a ladies programme which includes spa visits, game drives and a picnic lunch.

## Another accolade for Cargo Carriers

### New FleetBoard system shows positive results

**Leading Supply Chain and logistics service provider Cargo Carriers has become the first Mercedes-Benz South Africa (MBSA) client to break through the 100 active vehicle mark using the FleetBoard telematics solution.**

Since its implementation in 2000, FleetBoard has revolutionised the approach to managing commercial vehicle fleets. Cargo Carriers currently operates 102 active Mercedes-Benz Actros 3 vehicles fitted with the MBSA FleetBoard system, which offers objective and comparative data from each vehicle in the fleet and provides an overview of the operational performance of the vehicles and drivers.

Information pertaining to operating fluids in the vehicles, monitoring of fuel levels and consumption, as well as drivers' performance can be viewed and managed at the click of a button, thus offering reduction in downtime and the best possible maintenance planning.

During a pilot client test, in which three FleetBoard-fitted vehicles and six drivers were used, confirmed that the installation of the telematics solution on vehicles can reduce fuel consumption by up to 9% for each vehicle.

Cargo Carriers joint CEO Murray Bolton says FleetBoard has enabled the company to reduce the downtime associated with breakdowns and vehicle running and maintenance costs, while improving vehicle up-time.

"With FleetBoard, we can manage our fuel consumption, reduce our operational costs, track our vehicles and proactively identify vehicle problems to prevent vehicle failures. We are also able to cross-check and compare vehicle variables against the desired efficiencies, such as comparing fuel consumption with vehicle load". The position of each vehicle can be identified through satellite and the data is transmitted to and from the vehicle using mobile radio technology. The advantage is that wherever there is a mobile network, a connection to the vehicle will also be established.

Besides monitoring fuel consumption, Cargo Carriers uses FleetBoard to indicate drivers' handling of the vehicle. This enables the company to implement a training system to fine-tune driving skills and ensure a long operating life for its vehicle fleet. It is not about changing the nature of the individual's driving style, it is merely about finessing their driving skills.

#### Training

"FleetBoard enables Cargo Carriers to identify driving habits and, through preventive training of corrective, economic and defensive driver training, the company can reduce fuel



Murray Bolton, Cargo Carriers joint CEO, Zamani Mbatha, MBSA Commercial vehicles media specialist and Clinton Savage, MBSA trucks divisional manager

consumption and damage to vehicles" says John van Heerden, Cargo Carriers divisional driver trainer.

#### Apprenticeship programme

Cargo Carriers is currently running a three-year apprenticeship programme that includes nine students, who are currently completing the last year of the programme. This programme enables the apprentice to become a qualified artisan, says Van Heerden.

The programme entails theory and practical training and includes several training modules, including four basic training courses – transporting dangerous goods by road, how to operate combination vehicles, basic first aid and basic fire fighting.

All the drivers and the apprentices take the transportation of dangerous goods and the basic fire fighting training courses every year, while the rest of the training course intervals are determined by the relevant legislation.

Cargo Carriers is OHSAS 18001, ISO 14001 and ISO 9001 accredited, while Daimler FleetBoard is certified according to DIN ISO 9001:2000.

In recognition of Cargo Carriers involvement, MBSA Trucks divisional manager, Clinton Savage presented Murray Bolton with a model Mercedes-Benz truck to add to the Cargo Carriers 'vehicle' collection.

**CargoCarriers**   
Innovative supply chain solutions

# Technica online training

## Tailored for the automotive industry

**The launch of Technica online training ([www.technica.co.za](http://www.technica.co.za)) for the Midas Group and the automotive industry has already proven to be a success in South Africa. The 23 module learner programme launched at Automechanika South Africa 2011 – is tailored specifically for people in the automotive industry.**

Technica can be used by people who have never had any formal technical training to reinforce their skills with theoretical and practical principles. The product has the largest library of the highest quality interactive automotive training products available in the world.

The product operates on a know-see-do-prove principle and offers 1 041 technical courses, with subscriptions that are valid for 12 months, and with access to all courses at any time.

Since it was launched, the response has been very good and Technica's goal is to become the benchmark in terms of technical training.

The website uses videos to explain the technical concepts much more clearly through animations that you can view over and over again.

The primary delivery mode for Technica content is overwhelmingly audio-visual – using video, animations, graphics, and simulations. However, the learning material is supported with extensive reference and text materials as well.

In addition the light vehicle content has now been supplemented with Heavy Vehicle content and Hydraulics and Fluid Power Dynamics courses.

Much of the course material is practical-based with real-time videos rather than animations. With this type of multimedia, concepts are taught much faster than with a book. Users are tested using multiple choice questions.

Once complete, the system tells you immediately if you are correct or not. The system also provides a review of each quiz with marks, grades and a synopsis of correct answers.

### Subscription

Technica is available to the worldwide open market as an annual subscription, which can be purchased via an e-commerce portal on the website. Once payment is done and the automated registration has taken place, the subscriber is able to immediately access a library of over 1 200 topics.

### B2B Enterprise Development

Technica also provides an opportunity to build custom learner management systems (LMS) for large organisations. This enables the organisation to use their own branding, map the course material to their own standards and levels for training and developing their own internal staff. The enterprise system through the assessments and reporting module allows the organisation to track progress, ensure accountability and implement effective performance management systems.

The enterprise system also provides the organisation with the ability to add their own course material and information specific to their training programmes or business procedures.

### Testimonials

"My students are very visually oriented and do not like to read much. I really like the CDX method of curriculum instruction where a student reads, watches, does then proves they understand. The videos really shorten lecture times," Roc Moore, Hughes Jones from Harrodsburg Area Technology Centre. "Before choosing CDX, Shell autoserv invited tenders from all around the world and after a successful two month field trial in South Africa, Shell autoserv chose CDX to have the most effective training materials, particularly for the trainees with a very wide range of starting abilities, says Richard Lonsdale, Manager at Global Technical Training.

*For further information on Technica, log onto [www.technica.co.za](http://www.technica.co.za) or contact Michael Turnbull on (Tel) +27 11 879 6065 or (Email) [michael.turnbull@technica.co.za](mailto:michael.turnbull@technica.co.za)*



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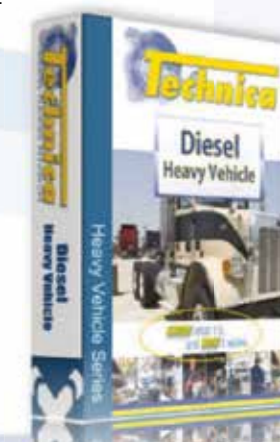
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- Engine compartment inspection, including coolant systems
- Routine engine maintenance procedures
- Electrical inspection, including engine control and power train modules
- Cargo handling devices inspection, including tailgate lifts
- How to achieve compliance with interior and exterior vehicle inspection standards

### Technica CDX Heavy vehicle:

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# Automakers face new HR landscape

New labour legislation will pose a number of challenges to the automotive manufacturing industry, delegates at an Eastern Cape workshop held recently were told



General Motors SA assembly-line workers crowd around to proudly present the first new Isuzu bakkie as it moves down the line

**Efforts by the Eastern Cape-based automotive industry to analyse and get its human relations with the work force in order have resulted in the first workshop to be held by the Automotive Cluster Eastern Cape initiative in Port Elizabeth recently.**

“Putting the ‘human’ back into relations” was the theme of an event at the Summerstrand Isango Gate complex during which a number of prominent male and female experts on HR and related subjects gave their considered opinions.

In general, they urged the automotive sector to position itself to respond to legislative and human resources (HR) changes that are set to significantly impact the sector.

Most notable was Prof. Avinash Govindjee, a practising labour relations expert and lecturer at Nelson Mandela Metropolitan University, who said several bills around employment equity and labour relations currently under parliamentary debate, would fundamentally change the sector.

The amendments to the laws were likely to be promulgated next year, Govindjee said. One of the more far-reaching legislative amendments was contained in the Employment Services Act, currently a bill under discussion.

According to the latest draft of the Bill, employment agencies will be prohibited from employing and outsourcing labour and would only be permitted to recruit. “Legislation currently suggests a ban on labour ‘broking’ with the government due to establish a state-wide employment agency, from which employers would be obliged to draw new recruits.

“This entity would manage a databank of ‘unemployed workers’ and connect both employers and other employment agencies to this labour pool,” Prof. Govindjee said

The other major change would prohibit the awarding of fixed-term contracts longer than six months to staff earning less than R172 000 a year. Fixed-term contracts for less than six months would still be allowed. In terms of the proposals some independent contractors would, post legislation, be viewed as employees, the employment of foreign nationals would become more complex, bargaining councils may require members to pay fees and employers will be incentivised to employ people younger than 35.

“Some details still need to be worked out and many of the proposed changes would be constitutionally challenged but it is clear that stakeholders need to be planning ahead for a future labour environment,” he said.

According to Govindjee the idea that the statutory labour framework was hampering business was erroneous.

Govindjee said the fact that 60% of cases lodged with the Commission for Conciliation, Mediation and Arbitration (CCMA) were won by employers demonstrated that the pervasive view that labour laws were stifling employers was a matter of perception.

“This turnaround in CCMA cases in favour of the employer also shows that employers have learnt how to treat employees and that employers have no basis for being scared of employment practice in South Africa,” he said.

“It is not all doom and gloom, in fact the success of South Africa’s labour system is largely underplayed.

“There is no other body in the world that addresses the range of labour issues as expediently as the CCMA. We have a healthy dispute resolution system that in global eyes, is working,” Govindjee said.

About 100 Eastern Cape automotive suppliers were addressed on change management and human resource trends by leading business consultants including Jane Stevenson, Vodacom managing executive, Carol Hall and Coca-Cola Sabco Group HR director, Cathy Albertyn.

Of significance was the common notion by the speakers that organisations need to embrace change as a constant. In this way people, process and product could attain balance and hence competitiveness.

Supplier and supply chain development manager at the Automotive Industry Development Centre (AIDC) in Port Elizabeth, Lance Schultz, indicated that in support of improving the regional competitiveness, the AIDC continued to play a pivotal role in providing project management services through highly skilled personnel to the cluster.

“Thus far the results have been favourable whilst a number of areas are being looked at to introduce programmes supporting cost leadership and labour efficiency,” Schultz said.

The audience was also apprised of projects done in energy audits, total productive maintenance, HIV wellness and skills development as conceptualised through the cluster members.

All of these were in support of providing organisational leadership with best practise and solutions to grow their manufacturing excellence.

Eastern Cape Automotive Cluster co-ordinator, Sanjiv Ranchod said the cluster was continuing to implement cost saving programmes into industry and challenge innovation within the region thereby increasing its competitiveness as a global supply hub.

Automotive Cluster Eastern Cape is an initiative launched a year ago by several foreign-based and local participants including the four Eastern Cape OEMs, namely Volkswagen South Africa, General Motors South Africa, Mercedes-Benz South Africa and Ford South Africa, as well as local component suppliers who are represented through the National Association of Automotive Component and Allied Manufacturers (NAACAM). Other participants in the initiative include higher education institutions such as the Nelson Mandela Metropolitan University and State-owned enterprises such as Transnet and Eskom. Local government and the Department of Trade and Industry complete the line-up. The workshop followed the protected strikes last year when thousands of workers in the automotive and transport industry showed their solidarity with mine workers who also went on strikes (mostly wildcat strikes) for better compensation and living standards.

## Funds Administration

Giving you peace of mind through one of our value add service offerings

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 stability. One of the main components of this service is that of Funds Administration.

### What does Funds Administration entail?

Through its Funds Administration section, the NBCRFLI provides support to our employer members by effectively and efficiently administering all industry funds as stipulated in the Collective Agreement. This includes all annual leave, sick leave and 13th cheque funds. Thus this extra administrative duty is removed from the employer, freeing up their time to take care of their core business, while the employee has peace of mind knowing that a reputable industry body is taking care of its benefits payments.

### E-Business D-Forms submission

In January 2012, it became mandatory for all employers to submit their D-forms via the Council's e-business online service, [www.nbcrfionline.org.za](http://www.nbcrfionline.org.za). The benefits of online applications are many, including:

- Quicker turn-around-times;
- Increased accuracy;
- Reduced errors resulting in less queries, and ultimately greater value-add; and
- More satisfied customers.

Free training is available for any Council members who need guidance on how to work with our online system. Please contact one of our e-business consultants and they will come and provide training at your offices at a time that is convenient for you.

For further information, go to [www.nbcrfli.org.za](http://www.nbcrfli.org.za) or contact your local designated agent.

[www.nbcrfli.org.za](http://www.nbcrfli.org.za)

## Wage Increases Implementation Date: 1 March 2013

1. As you may be aware the Main Collective Agreement has been extended by the Minister of Labour for the period ending 29 February 2016.
2. For the period 1 March 2013 to 28 February 2014 the minimum rate at which wages in respect of ordinary working hours shall be paid by an employer to his employees who are employed in the under mentioned grades, shall be as follows:

Category Code	Class	Grade	Patterson Grade	New Minimum Wage per Week	Across the Board Increase
1	General worker		A Band		
42	General worker, repair shop	1.	A Band	R864.11	10%
3	Packer/loader, grade		A Band		
27	Security guard		A Band		
5	Motorcycle/motor tricycle driver		B1		
6	Light motor vehicle driver		B1		
2	Checker, grade I	2.	B1	R976.76	10%
22	Loader operator, grade II		B1		
24	Mobile hoist operator, grade II		B1		
46	Packer/loader, grade II		B1		
7	Medium motor vehicle driver (articulated)		B2		
8	Medium motor vehicle driver (rigid)		B2		
44	Artisan assistant		B2		
19	Gantry crane operator, grade I		B1		
23	Mobile hoist operator, grade I	3.	B2	R1203.87	10%
47	Checker, grade II		B2		
21	Loader operator, grade I		B1		
20	Gantry crane operator, grade II		B2		
26	Storeman (workshop)		B2		
15	Team leader		B2		
50	Vehicle Guard	3.	B2	R1911.74	10%
10	Heavy motor vehicle driver (articulated)		B3		
11	Heavy motor vehicle driver (rigid)		B3		
12	Extra-heavy motor vehicle driver (articulated)	4.	B3	R1379.67	10%
13	Extra-heavy motor vehicle driver (rigid)		B3		
18	Dispatch clerk		B3		
14	Ultra-heavy motor vehicle driver		B4		
45	Semi-skilled artisan	5.	B4	R1600.19	10%
49	Storeman (warehouse)		B4		
51	Custodian	5.	B4	R2230.04	10%
41	Security officer, III		B3	R1593.22	
40	Security officer, II	6.	B3	R1911.74	10%
39	Security officer, I		B4	R1911.74	

3. Across the board increases of 10% on actual wage shall be awarded to all employees, mentioned in grades 1 to 6 above, who were in the employ of the employer prior to 1 March 2013.
4. Across the board increases shall be awarded to extended bargaining unit employees as from 1 March 2013. All extended bargaining unit employees graded up to and including C1 on the Patterson Grading Systems shall be awarded the following across the board increases:

Employees Earning	Across the Board Increases
R183 008.00 and less per year (current BCEA threshold)	7%
Between R183 008.01 and R237 910.40 per year (current BCEA threshold plus 30%)	6%

5. As from 1 March 2013 allowances shall be paid as follows:

- Night-shift Allowance

Category of Employee	Period : From 1 March 2013 to 31 August 2013	Period : From 1 September 2013 to 31 August 2014
Seasonal workers in the Sugar Transport Sector.	R11.50 per night shift worked.	R12.31 per night shift worked.
Other employees who perform more than one hour of night work.	An allowance of R6.08 beyond one hour and R1.22 for every hour in excess thereof; or by a reduction of ordinary hours.	An allowance of R6.51 beyond one hour and R1.31 for every hour in excess thereof; or by a reduction of ordinary hours.

- Cross Border Allowance

Subsistence Allowance : Period : 1 March 2013 to 31 August 2013	Subsistence Allowance : Period : 1 September 2013 to 31 August 2014
a) R22.54 for each period of absence within the borders of the Republic of South Africa. b) R19.53 for each of the three daily meal intervals during such absence.	a) R24.12 for each period of absence within the borders of the Republic of South Africa. b) R20.90 for each of the three daily meal intervals during such absence.

6. Maternity Leave:

An employee who returns to work after a period of maternity leave is entitled to resume work in the same capacity and on the same terms and conditions that applied to her immediately prior to taking maternity leave if she returns to work within six months of the commencement of maternity leave. (Previously five months).

7. The danger allowance payable to HAZCHEM employees has been increased to 1.5% as from 1 March 2013.
8. Employees' contributions towards the Wellness Fund increase by 0.5% as from 1 March 2013. This means that employees will contribute 1% of their normal weekly basic wage towards the Fund.
9. Provident Fund contributions have not increased. Contributions remain 10% by employer and 10% by employee.

Please contact your local designated agent should you have any questions.

[www.nbcrfli.org.za](http://www.nbcrfli.org.za)

# Seeking more stability

Having secured a three-year wage agreement, the National Bargaining Council for the Road Freight and Logistics industry is now looking at other areas to improve stability in this industry



*Tersia Ströh, acting CEO of the National Bargaining Council for the Road Freight and Logistics Industry*

**Under the leadership of acting chief executive officer and national secretary, Tersia Ströh, the National Bargaining Council for the Road Freight and Logistics Industry (NBCRFLI) has set the wheels in motion notching up some astonishing successes which promise to pave the way to a more prosperous industry in future.**

On top of the list of achievements is undoubtedly the adoption of a three year wage agreement which was signed by all parties to council. With wage negotiations off the table for the next three years, the council has already turned its attention to other critical issues that affect the industry.

On top of this weighty 'to-do' list are pressing issues which include improving the overall standards within the industry, tightening enforcement and other statutory issues, as well as strengthening health and wellness programmes designed to look after the health of workers under the umbrella of the road freight and logistics industry.

These and a myriad of other issues will continue to receive the council's attention.

## **Hard working council**

The NBCRFLI is a legal entity constituted by registered employers and registered trade unions in the road freight and logistics industry.

It is registered in terms of section 29 of the Labour Relation Act and has the authority and function of concluding collective agreements, enforcing them and preventing and resolving labour disputes.

Furthermore, it is required to administer various industry funds as stipulated in the collective agreement, including wellness, annual leave, sick leave and holiday pay bonus funds (13th cheque).

Another important aspect in terms of the Labour Relation Act is the development of proposals for submission to the National Economic Development and Labour Council (Nedlac) or any other appropriate forums on policy and legislation that may affect the sector and area.



*The NBCRFLI's administration also provided facilitation services from the Commission for Conciliation, Mediation and Arbitration, Econometrix and Stats SA*

## **Industry-wide asset**

Considering the far-reaching impact of the council's agreements, including minimum wages, across-the-board increases, sick leave and bonus pay, the onus is on companies who "transport goods for hire or reward" to register with the NBCRFLI.

They also need to become familiar with stipulations of the promulgated agreements pertaining to the industry, as well as established requirements for contributions towards required funds on behalf of employees. Ströh explains that one of the most important mandates of the council is to promote fair competition within the industry.

As a result, agreements reached by the parties at the council are enforced to ensure that the playing field is level and that companies are subjected to the same requirements in terms of industry level conditions of employment.

## **Compliance issues**

"Anyone who is unsure (about) whether (or not) they fall under the NBCRFLI can visit our website which provides guidelines and education related to the agreement of compliance of companies doing business within the industry.

"Agreements of compliance information can also be obtained through any one of our 18 offices or by contacting any of the council's designated agents around the country.

"Agents also pro-actively visit companies to explain the benefits of compliance and to undertake educational inspections that are designed to make companies aware of their obligations and assist with necessary information," says Ströh.

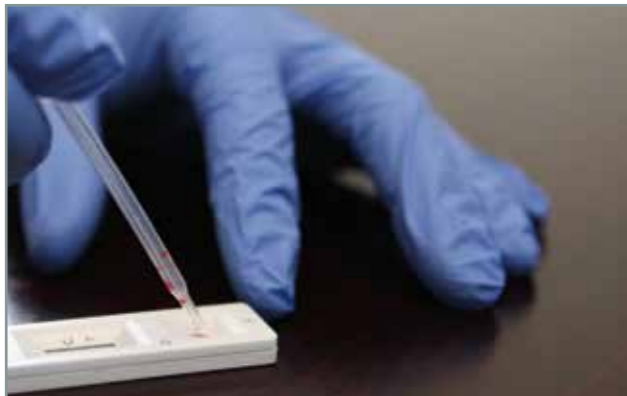
According to her, the existence of the council therefore makes it easier for companies to comply with the various stipulations that have always been a requirement for doing business in our industry, as well as the agreements concluded by the parties to the council. "Where contraventions are found, we are in a position to launch an investigation, issue compliance orders (and certificates of outcome/non-compliance) and conduct arbitrations before an independent arbitrator.

"The arbitrators are empowered to impose penalties, but the intention is always first to educate and work with companies to make them understand the importance of compliance.

"There is even room for companies to obtain exemptions, where there are genuine inability to comply with provisions of the agreement.



Owner-driver operations must register with the council, but such owner drivers and their staff must only comply with the hours of work provided for in the main collective agreement



The council also aims to improve the overall standards within the industry, tightening enforcement and other statutory issues of the road freight and logistics industry



One of the council's responsibilities is to strengthen health and wellness programmes designed to look after the health of workers under the umbrella of the road freight and logistics industry

"Owner-driver operations must register with the council, but such owner drivers and their staff must only comply with the hours of work provided for in the main collective agreement," says Ströh.

**Wheels already rolling**

Shortly after the commencement of the nationwide transport strike in October last year, the NBCRFLI showed the value of having a single representative body looking after the interests of the industry.

During this time, the parties to the council were able to negotiate in a structured manner.

Council administration provided facilitation services from the Commission for Conciliation, Mediation and Arbitration, Econometrix and Stats SA.

With the facts and figures before them, the parties were provided with comfortable facilities for negotiation and this led to a more speedy resolution of the matter.

The labour minister's intervention proved to be of value in resolving the strike. The efforts of all stakeholders paid off and led to closer relationships and a better understanding of the issues on the table.

"The resultant negotiations led to a three-year wage agreement which is a first of its kind in the industry. Not only was the agreement signed into effect in the same year as it was negotiated, but it was done in time to meet the 1 March deadline and effect changes more speedily to bring stability to the industry for the next three years.

"It means that all employees will get guaranteed increases for three years in a row.

"There should be no labour unrest as a result of wage agreements and importantly there will be economic stability for the road freight and logistics industry," Ströh says.

**Into the future**

Reflecting on the future of the council and the role it will play, Ströh says that for the foreseeable future, road transport will be the main transporters of goods.

The stability that will be lent to the industry through the council will allow for a more sustainable industry and contribute to better quality standards within the industry, as well as fairer practices where everyone is subject to the same requirements.

"Even when the rail system is upgraded in the country and much of the heavy freight is moved off our roads, the road freight and logistics industry will still play a huge role in transporting goods in South Africa.

"As a result, the role of the council will remain as relevant then as it is today," Ströh concludes.

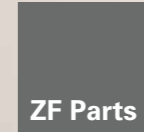
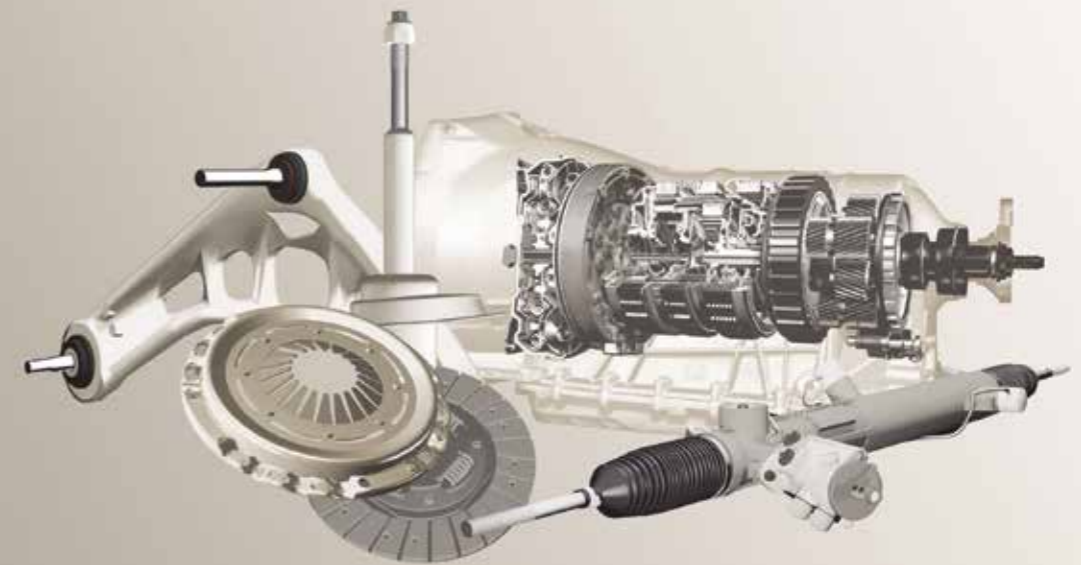
**To find out more go to the council's website at**

[www.nbcrfli.org.za](http://www.nbcrfli.org.za)

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# 'Bush' taxis unlimited

While intercity road transport for tourists and migrant workers in sub-Saharan Africa and SA's new inner-city BRT systems can be compared with the best in the world, proper bus services will never oust the small 'bush' minibus taxi, writes *Udo Rypstra*

**Southern Africa boasts a number of highly reputable, competitive, national and intra-African coach/semi-luxury bus operators whose reach stretches from Cape Town to the equator. This is thanks to operators such as Mega Coach with its Greyhound and Citiliner subsidiaries, state-owned Translux, with its City to City services and Intercape.**

Between them, they offer a wide range of excellent, scheduled and charter services – just check out their websites and they seem to have the whole sub-continent covered.

Now in the process of being rolled out in South Africa itself are smart Bus Rapid Transport (BRT) systems which utilise the latest bus technology from Europe and their feeder buses from the United Kingdom and Busmark 2000.

But when it comes to scheduled commuter bus services off the main inter-city and inner-city routes, the region is still far behind the world standards as it still relies heavily on non-subsidised 'bush' or minibus taxis, that still provide between 60% (South Africa) and 70% (Kenya) of the public transport.

They operate through numerous local taxi associations and transport the populace almost anywhere.

One of the main frustrations is that taxis operate from dawn to dusk only, with the taxis not departing until all the seats are occupied. A few will still operate after hours to pick up night shift workers, but it is then when you really take your life into your own hands from both a safety and security point of view.



*The front seat view goes with watching the bus driver swerve to avoid minibus taxis which seem to have scant regard for the rules of the road*

The question is: Will the new BRT and improved bus services ever reduce the role of the minibus taxi industry in the overall public transport scenario?

Neighbouring countries are now trying to relegate the taxi industry to that of a feeder industry.

During the past few years, a number of sub-Saharan countries have implemented international protocols on transport and communication, including the Southern African Development Community Protocol on Transport, Communication and Meteorology, the Comesa Transport Policy Framework and Strategies and the African Union Protocol on Transport, Communications and Tourism.

These have not only promoted the establishment and expansion of inter-city road transport for tourists and migrant mine workers, but have also led to projects to reduce traffic congestion in major African cities – by banning minibus taxis from major roads or at least from city centres in favour of midi and macro commuter buses.

General Motors, through its subsidiaries in East and South Africa, has been deeply involved in sub-Saharan countries to replace minibus taxis with 32 seater buses.

Kenya and Tanzania, where 70% of the population relied on minibus taxis for transport two years ago, have already moved from 14 seater to 32 seater and bigger buses, saying it has resulted in reduced traffic congestion, as there are fewer buses on the streets.

The use of larger buses had also resulted in a reduction of road accidents and fatalities.

In 2010, when Nairobi alone had about 13 000 *matatus* (mostly refurbished imported vehicles), the Kenyan government issued a directive that no new 14 seater *matatus* would be registered, while those in operation would not be allowed in central business districts. Since then, Zimbabwe has announced plans to do the same, banning minibus taxis with fewer than 26 seats from their roads.

Uganda, Angola and Mozambique are also going for bigger vehicles, with Kampala having landed more than 500 30 seaters

and Luanda 1 000 buses in recent years. Maputo has also been upgrading its bus fleet.

South Africa would like to follow suit and promote inter-modal metropolitan transport systems in which minibus taxis serve as feeder and long-distance rural buses to BRT and rail systems, but this has been a slow process.

According to the Department of Transport, South Africa's taxi fleet was estimated at 120 000 vehicles in 2000 with many being unroadworthy and unregistered. In 2005, the taxi recapitalisation programme was started, along with compulsory registration of taxis in the hope of reducing this number to 80 000. While the recapitalisation programme has met with some degree of success there are an estimated 150 000 taxis today with many still being impounded for failing the test.

Two years ago, it led to a public outcry about inferior taxis often being overloaded, leading to fatal road accidents, but as Deputy Minister of Transport, Jeremy Cronin, put it in his reply to a question relating to the average weight of South Africans: "Over 60% of public transport users are reliant on minibuses ... If one took all the non-compliant taxis off the road tomorrow, there would be a popular revolt, not just from the side of the taxis, but from ordinary people who are dependent on them for mobility".

Fortunately, there has been support from the South African National Taxi Council to improve the safety and quality of the vehicles via a body supported by the Council for Scientific and Industrial Research – the Independent Transport Advisory Services (ITAS), which was established in 2010 to produce a scorecard of 'fit for purpose' vehicles for the industry.

In spite of this, the case for South Africa following the same route as its neighbours is getting stronger by the day as South Africa's taxi industry continues to make the news for all the wrong reasons – for causing traffic congestion, for its bad safety record, for its ongoing taxi wars over transport routes, for downing tools when it has a gripe against e-tolling or frustration with the rolling out of BRT systems, which they claim they have not and still are not being properly consulted about.

Instead of South Africa following suit, the number of

minibuses, most of which are used as taxis, is still increasing, adding to the congestion of our cities and causing consternation with the infuriating style in which they are driven.

According to the National Traffic Information System (eNaTIS), there were 10.6 million 'live' vehicles registered on the system as of last December.

Just over six million (64.1%) of them are listed as cars and station wagons and a further 2.1 million (22.6%) fall in the light commercial vehicles category (under 3 500kg Gross Vehicle Mass, or GVM) which include double cabs, bakkies and light delivery vans – many of which are used for commuter travel.

In addition, there were 285 859 (3%) vehicles classified as minibuses and 355 633 (3.6%) as motor cycles, but there is still no distinction made about how many are used for leisure or private use on the one hand or as taxis and messenger bikes on the other. It's a grey area.

South African bus, bus-train and midibus operators now have 51 687 buses and coaches on the system and will therefore be outnumbered by minibus taxi operators.

Significantly, just over 111 642 minibuses were on the eNaTIS register for Gauteng alone, against 17 206 buses.

KwaZulu-Natal has the second highest number of minibus taxis (46 937) against 7 008 buses, while 33 169 minibus taxis are registered in the Western Cape against 5 658 buses.

Work out the minibus:bus ratio and you will find that the average ratio is about 6.5 minibuses to one bus in these regions.

The rest of the live vehicle population is made up of 342 131 medium and heavy trucks (over 3 500kg GVM) and just over one million non-motorised tow vehicles ranging from caravans to trailers, as well as 33 675 unknown vehicles, many of which include taxis which are probably not licenced anymore.

That South Africa's minibus taxi population is still getting bigger is demonstrated by the fact that in January, a total of 469 new minibuses were registered against the de-registration of 169 minibuses – a net gain of 200.

Sales into the large bus market in South Africa have been growing painfully slowly, from only 986 units in 2011 to 1 071 last year. That is less than the 1 000-plus minibus units Toyota SA has been able to sell per month in recent years.

While the continued roll-out of BRT systems is expected to change all that, the City of Johannesburg said it wants only 130 buses for the next phase of its Rea Vaya BRT system.

Cape Town hopes to secure more than 100 buses for its MyCiti public transport network while Tshwane was due to reissue a tender for buses (originally for 150 units) for its new BRT network in April.

Ekurhuleni and Rustenburg are expected to roll out their BRT systems in 2015 and 2016 respectively.

Rustenburg has indicated it will need about 100 articulated buses, while Ekurhuleni still has to supply a number.

That means a total of about 500 scheduled buses would replace, at best, 3 500 irregular taxis if the 1:6.5 ratio is applied.



Two of Mega Coach's 44/48 seater luxury coach charter buses. Mega Coach is a division of Unitrans Passenger and has a well established portfolio of blue chip clients

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## Truck Equipment

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**First Automobile Works (FAW) trucks is a Fortune 500 Chinese-owned company. It is the oldest and largest manufacturer of commercial vehicles established in China in 1953. FAW Group has joint ventures with various companies which include Volkswagen, Mazda, Toyota and Daihatsu among others. These ventures have enhanced their technical ability in designing world-class vehicles and a good example of this would be the J6 extra heavy 28, 460 model which was introduced to the South Africa market in 2012.**

FAW Trucks was established 20 years ago in southern Africa by Richard Leiter who is the managing director and CEO of the company. Through the years Leiter developed and evolved FAW into a company which is involved in several niche industries which include involvement in the construction industry, mining and farming sector.

“The FAW Trucks product range which we have been marketing in the country lends itself to the harsh conditions found in some of these industries and in the past few years the FAW company worldwide has engaged actively in extending the support they’ve given the local agency in southern African,” says Leon Du Plessis, sales and marketing support manager.

They have recognised the importance of the South African FAW market for their product roll out and for the company’s expansion in Africa. “We primarily manufacture commercial vehicles at our assembly plant which is based in Spartan, Kempton Park. “Our head office is based in Isando and we have over 20 dealerships in the network, three of these are company-owned.

“These three are based in Isando, Pinetown and Cape Town,” he says. These dealerships mainly cater to sales, servicing, marketing and repairs. The other 17 odd dealerships are owned

by private groups or investors. FAW trucks does business primarily with all segments of the industry, from small scale operations to large corporate bodies.

“We cater to the general cargo, construction, distribution, mining, farming and the extra heavy freight carrying task providers in the country. These make up the client base of our company,” he says emphatically.

Du Plessis believes that the commercial South African transport industry is performing fairly well. “It is another year in which we anticipate there to be a fair amount of growth. Although it may not be to the extent we saw three or four years ago due to the general macro and micro nature of the economy in both southern Africa and the world. The transport industries growth is a direct reflection or barometer of the country’s economy so we are fairly optimistic that we can sustain the growth we have achieved over the past year,” he explains.

Du Plessis believes that providing robust, purposely designed and reliable vehicles sets FAW trucks apart from their competitors. “We provide our vehicles at a very affordable cost which includes the total cost of ownership for our clients within the transport sector and these benefits are being quickly realised and appreciated by our customer base as we expand our business,” he says.

Du Plessis is optimistic about FAW trucks future in South Africa. “Our future looks very positive which is why we are investing in building a new production plant in Coega,

Port Elizabeth in the Eastern Cape. This is one of the largest investments of Chinese capital in a project in southern Africa. We will be supplying quality vehicles to various markets,” he says. “We are here to stay. We have already been the oldest Chinese motor manufacturing company doing business in southern Africa and we most certainly are hoping to be the best,” he concludes.

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# Start-stop system has consequences

## Midtronics sharpens its specialist knowledge

**Car manufacturers do their utmost to reduce exhaust gas emissions. This can be achieved with a start-stop system – the engine is switched off when the car stops and is again started when the driver drives on. At the same time, all electronic functions remain active. Since the motor is not running, the dynamo does not function, and the battery is not being charged.**

With the introduction of this system, great demands are therefore made on the battery. What must the workshop know about battery technology and service? Midtronics, represented in southern Africa by Comtest Distribution, helps you to avoid problems with car batteries.

### Start-stop system has consequences

The car battery constantly finds itself in a partially discharged state due to braking energy recovery. While braking, energy is released, which is utilised for charging the car battery for a short period.

Operation in a partially discharged state generally damages car batteries and is detrimental to their lifespan.

Sulphatation occurs relatively quickly, which is an essential cause of premature failure. Sulphatation means irreversible capacity loss.

### Normal car batteries no longer suffice

A solution to the start-stop system is the AGM battery (absorbent glass mat), in which the electrolyte is held in absorbent micro-glass fibres and cannot move freely between the plates. For this reason, the AGM battery is more suitable for the demands the start-stop system makes on the car battery.

It is, however, more expensive than a lead-acid battery and does not tolerate high temperatures. Another possibility is the so-called enhanced flooded battery or the improved/extended life-cycle battery. This battery type combines the advantages of the AGM battery and the lead-acid battery with free electrolyte.

### AGM tests differently

When conducting tests, it can be observed that the AGM battery exhibits a different internal resistance from a normal battery. In order to arrive at a correct view of the state of the battery, this difference must be taken into consideration, since the AGM battery would otherwise be rated too optimistically. Even when the battery looks good, it could possibly fail. Midtronics battery testers are equipped with a special AGM mode, which eliminates this problem.

### Incorrect recharging causes damage

Every battery type must be recharged in a different way. It is very important to recharge the AGM battery to the appropriate voltage. A car battery may never 'gas out'. If this should occur, the internal excess pressure relief valves can open, and along with the released pressure, electrolyte escapes in gas form. Since this cannot be topped up in a sealed car battery, the battery subsequently no longer functions.

A cleaner charging current is just as important. Furthermore, the temperature of the car battery while recharging must remain within a specific temperature range. To this end, Midtronics employs switch-mode charging technology. With this technology, a clean and even charge signal is supplied, so that internal damage is avoided.

For more information, contact Comtest on 011 608 8520 or visit [www.comtest.co.za](http://www.comtest.co.za)



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# Fatigue in the Workplace - the Deadly Reality



**International studies indicate that tired employees are more than twice as likely to become ill.** The causes of fatigue can be work or non-work related resulting in loss of alertness and performance.

**Workplace approach:**

- ▲ identifying the likely causes of fatigue on site;
- ▲ assessing of possible risks;
- ▲ implementing effective risk control measures ;
- ▲ reviewing the effectiveness of controls.

One of the key strategies in managing fatigue on site is to **ensure that individuals minimise their potential for fatigue.**

**Employers should be thinking in terms of maximising workplace performance by ensuring that employees remain in good physical condition.**



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## EOH workplace health and wellness

### The deadly reality of fatigue in the workplace

**Present and accounted for, but too tired to work and live life to the fullest. “Employees suffering from physical and mental fatigue in the workplace are less productive and more likely to become ill,” cautions Dr Adriaan Combrinck, EOH workplace health and wellness executive. “Of greater concern still, is the fact that tired workers are less focused, more easily distracted and therefore more likely to be involved in a safety incident.”**

International studies indicate that tired employees are more than twice as likely to become ill. “One such study reveals that approximately 38% of American workers experience fatigue costing the economy US\$136 billion (R1.2 trillion) in lost productivity. In South Africa costs incurred because of fatigue include increased incidents and accidents, loss of productivity, higher maintenance costs, high absenteeism and staff turnover. “The causes of fatigue can be work or non-work related resulting in loss of alertness and performance. On a personal level there is a higher incidence of accidents during private time and an increase in ailments including digestive disorders, diabetes, heart disease and psychological problems.

Shifts or long working hours can make a normal family life and social commitments difficult leading to relationship pressures. It can furthermore result in alcohol and drug addiction and chronic sleep disturbances,” says Dr Combrinck.

In an effort to assist workplaces to combat ‘presenteeism’ EOH has joined forces with BSS Africa, a business unit of Australian based BSS Psychology Services, a global leader in the field of fatigue management. BSS’s programmes have been adopted with considerable success by a large number of international organisations. The partnership will assist companies in developing and implementing an effective fatigue management plan to mitigate the operational risks associated with fatigue. Dr Andre van Jaarsveld, chief executive officer of BSS Africa, explains that its workplace approach involves four distinct pillars. These include identifying the likely causes of fatigue on site, assessing possible risks, implementing effective

risk control measures and regularly monitoring and reviewing the effectiveness of controls.

“Numerous factors such as sleeping disorders, age, shift work, the need to commute long distances, the physical and mental nature of work and the actual work environment such as the workplace culture contribute to fatigue. While this is often beyond the control of the employee it can be better managed.”

One of the key strategies in managing fatigue on site is to ensure that individuals minimise their potential for fatigue with the aid of an individual fatigue management plan, says Dr van Jaarsveld.

“The objective of the plan is to assist staff in assessing their sleep while managing alertness, especially when working at night. This is achieved through initial and follow up training programmes. Self-management forms an integral part of the programme, which is centred on lifestyle management, such as exercising, ceasing smoking, alertness management and obtaining help for sleeping problems. A special training programme has to be put in place to provide supervisors with the requisite skills to assist and support staff.” says Dr van Jaarsveld.

With today’s focus on human capital, felt more keenly in South Africa due to its shortage of skilled workers, employers should be thinking in terms of maximising workplace performance by ensuring that employees remain in good physical condition.

“Proactive employee healthcare initiatives will reduce fatigue in the workplace and, in so doing, help mitigate the many risks associated with it. The appropriate management of employee-related risk will make a significant contribution towards the long-term, and sustained, financial security of any business,” concludes Dr Combrinck.

**About EOH**

Listed company EOH is the largest enterprise applications provider in South Africa and one of the top three IT service providers. EOH follows the Consulting, Technology and Outsourcing model to provide high value, end-to-end solutions to its clients in all industry verticals. For more information visit: [www.eoh.co.za](http://www.eoh.co.za).

# Taxi-maker 'war' reaches new levels

The minibus taxi manufacturers 'war' in SA is set to enter a higher level with more motor vehicle producers planning to enter the fray

**Following the announcement by BAW South Africa late last year that it will produce a new version of the Inyathi minibus at a new factory in Springs and Nissan's subsequent announcement that it will enter the market as well, it seems the stage has been set for a higher than usual level in the so-called taxi wars'. Citroën South Africa has also made a surprise announcement that it plans to participate with its diesel-engined Relay range of 15, 16 and 19 seaters.**

They will compete in the upper price range (costing more than R300 000 apiece) and are grouped with other European models such as the Mercedes-Benz Sprinter, Iveco Daily and the Volkswagen Crafter.

Citroën has already sold 45 of the 16 and 19 seaters to selected government agencies including the South African Police Service, the Legal Aid Board and the Department of Water Affairs on a 2012 government tender.

The vehicle is also suitable for hotel shuttle services, as a touring bus or as a school bus.

Citroën now also has its eye on the minibus taxi market where these buses are much appreciated by long-distance operators.

"We are expecting to sell many more vehicles via the government tender (process) and are aiming to sell about 1 000 minibuses in South Africa this year," says national fleet and business-to-business manager at Citroën, Khyl Reddy.

"We are not rushing into what we know is a complicated segment of the market, but believe we have done our homework and are now ready to put our plans into action," she says.

The Relay panel vans are manufactured in Italy and then shipped to Citroën in France, which in turn exports them to South Africa.

Bustruck Conversions converts them according to the South African government's regulations for minibus taxis by fitting windows, a strengthened floor, seat belts, seats and radios.

The 15 and 16 seater models are powered by a 2.2-litre engine, while the 19 seater is fitted with a three litre power unit.

The 15 seater has a five-speed manual gearbox with a six-speed transmission fitted to the 16 and 19 seater models. All models have airbags for the driver and front passenger.

Prices range from R305 900 for the 15 seater, R315 900 for the 16 seater and R369 900 for the long haul 19 seater.

All models have a five year/100 000km service plan with a three year/100 000km warranty. Servicing is required every 20 000km.

The three Citroën Relay minibuses have been homologated by the SABS and evaluated by the Independent Transport Advisory Service (ITAS) on behalf of the South African National Taxi Council (Santaco).

The Citroën Relay buses are currently in the process of receiving a scoring on the ITAS evaluation, which is supported

by the Council for Scientific and Industrial Research. A number of vehicles with the fuel-saving stop-start facility will arrive in South Africa in the second quarter of this year for evaluation by the taxi industry on 16 seaters used on short haul routes. The stop-start facility will be an optional extra costing about R5 000. "We will provide special training on this system which not only cuts fuel usage, but also harmful emissions, so it has major environmental benefits and is a first for a minibus taxi in South Africa," says Reddy.

Citroën SA has linked up with Taxi Choice as a finance and insurance provider. It is also offering its vehicles through the Rent 2 Own programme which is operated by Absa Bank.

The Taxi Rent 2 Own Company allows the buyer to finance the vehicle at much lower interest rates, low insurance premiums, minimal extras and monthly savings. This programme requires



*The new Citroën Relay has been paraded to tease the taxi market*



tracking and monitoring systems and Reddy and her team are looking to tie up a deal with a national institution for a system that incorporates a cellphone. Timing for this project is the second quarter of this year.

All Citroën dealers, of which there are currently 20 nationwide (with plans to grow this total to 30 in 2014), have service facilities that accommodate the Relay.

They are backed up by a state-of-the-art warehouse in Linbro Business Park near Johannesburg.

“We are very aware of the high expectations of taxi operators and their need to keep downtime to a minimum and believe that with the excellent quality of our Relay minibuses and a tried and tested after-sales back-up system, we are now ideally placed to become an increasingly significant player in this market,” Reddy concludes.

Citroën’s move follows BAW SA’s news about revamping the Inyathi, but the deal was subjected to the conditions of an agreement reached with Santaco and the Industrial Development Corporation.

Simon Magagula, Santaco’s deputy general secretary, said in terms of this agreement, Santaco’s support for the Inyathi was subject to the Inyathi being assessed and receiving at least a three-star rating from ITAS.

In addition some of the profits from BAW SA must flow to the taxi industry in the form of a taxi empowerment initiative, such as education and training.

ITAS was established in 2010 and produces a scorecard of ‘fit for purpose’ vehicles for the industry.

BAW SA is 51% owned by Beijing Automobile Industry Holding Company in China, with the balance of the shareholding held equally by the IDC and China Africa Motors (CAM), the previous importer and distributor of BAW taxi vehicles into South Africa under the CAM brand.

Santaco, BAW SA and the IDC have confirmed they had resolved all outstanding issues and misunderstandings regarding the plant and that the plant would commence with the production of the 009 [Inyathi] minibus taxi model.

Magagula says the taxi industry had severe problems with the Inyathi minibus in the past, resulting in many of them being repossessed. If the vehicle did not receive at least a three-star ITAS rating, BAW SA would have to fix what was wrong to bring the vehicle up to this rating level.

Without the rating, Santaco would not market the vehicle to its members nor recommend to banks that they finance purchases by taxi operators. ITAS did not only rate the vehicle but also the importer or manufacturer and dealers with regard to back-up and the availability of spares.



The interior of the new Citroën Relay minibus model



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