

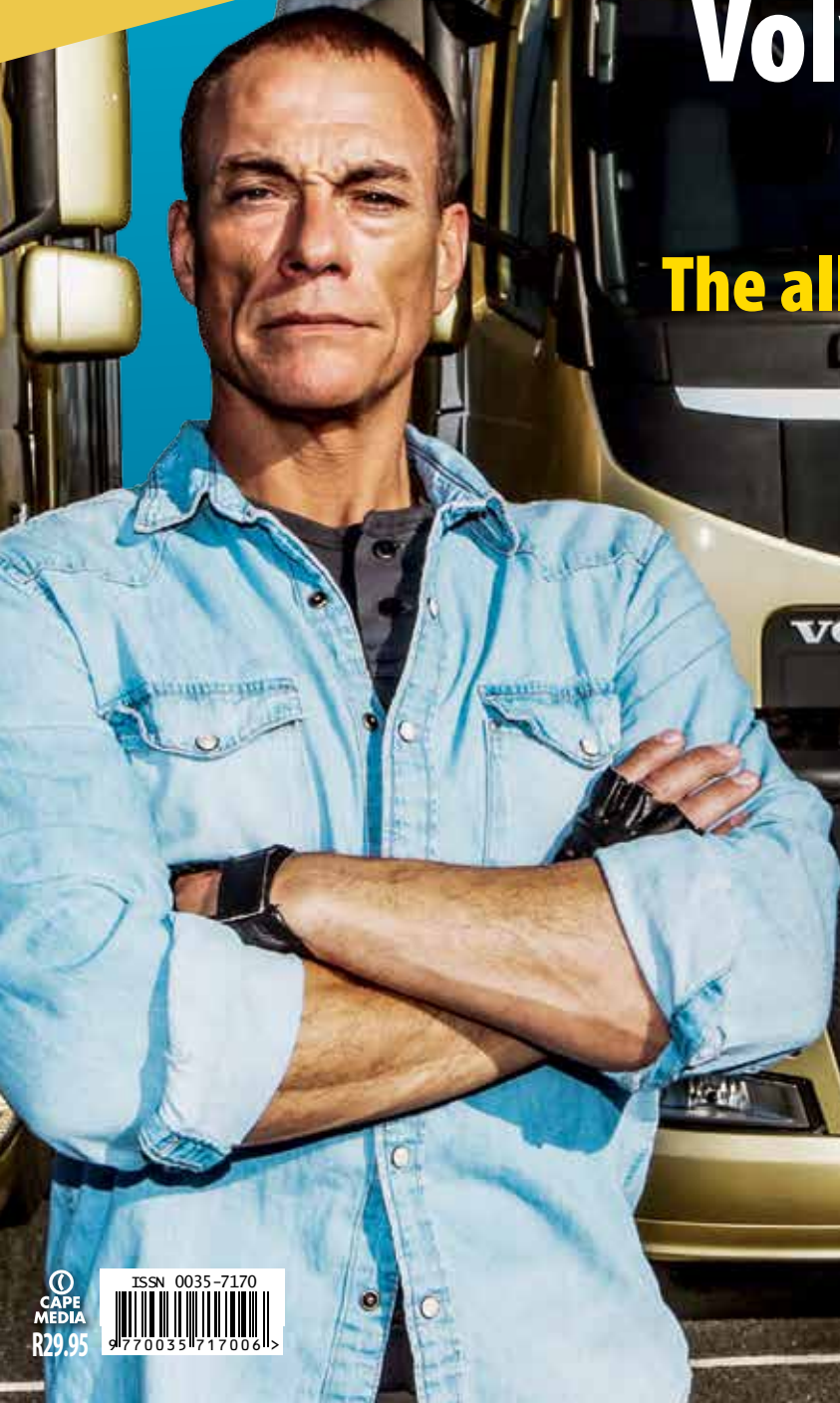
Road ahead

1st Issue 2014
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Transport
on the move

Volvo splits away from the rest

The all new dynamic steering



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On the Cover



The Team



- editor:** gregory simpson
editorial assistant: megan sell
art director: brent meder
design & layout: charlie kershaw
senior sub-editor: diane de kock
staff advertorial writer: siza sopapaza
advertising executive: linda smith (project manager)
 bayanda sikiti, albin ballin, james stone, abby smith
subscriptions: e-mail: abby@capemedia.co.za
 fax: +27 (0) 21 683 4364
 local ZAR 103.80
 international ZAR 283.80
distribution manager: edward macdonald
circulation manager: abby smith (manager), lee-ann lawrence, nicole julius
client liaison: Nolufefe Roro, Eunice Visagie
office manager: tracy mills
human resources: allison van der sandt (manager). lesley-rae sonnenberg
accounts department: chevonne ismail (accountant), brigitte eberbach
debtors department: wayne jones (head), nadeema abdullah, claudia adams, kapuya nkongolo, reza ismail
repro & printing: FA print
managing director: robert arendse
financial director: andrew brading
sales director: david itzkin

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cape media house,
28 main road, rondebosch, 7700
(entrance c/o main and devonshire hill road), cape town
tel: +27 21 681 7000; fax: +27 21 685 4448
info@capemedia.co.za http://www.capemedia.co.za



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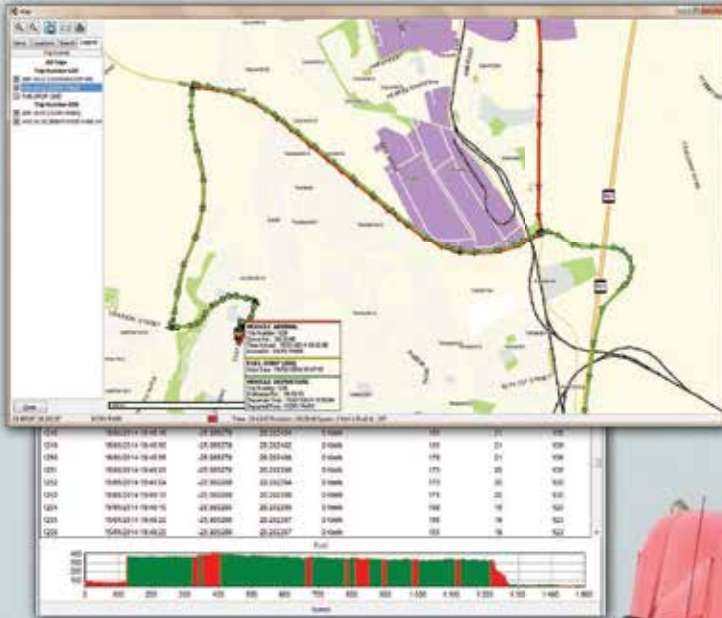


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Digit

Vehicle tracking

...and fuel monitoring



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Contributors



Nico van der Westhuizen is Chairperson of the Road Freight Association and the Chief Executive Officer of Imperial Logistics' Transport and Warehousing Division. He is responsible for leading the development and execution of the division's business strategy and oversees a number of operating companies.

Craig Parker serves as Chief Executive, Supply Chain Management, Barloworld Logistics. Barloworld Logistics is South Africa's leading integrated logistics and supply chain management company, and a fast-growing global player.



Kathleen Cass is the personal assistant to the Executive Manager of the Southern African Bus Operators Association (SABOA). She was appointed by SABOA in May 2013. She is responsible for assisting the Executive Manager in all administrative matters and to ensure effective communication with SABOA members, its council and executive council.

Ian Goodes is an accomplished photographer and videographer with a keen eye for detail and the winning shot, putting him in arguably the top five photographers in country. He's shot numerous covers for Mining Prospectus, Blue Chip Financial Journal, Leadership in Sport and True Love magazine.



Stan Bezuidenhout is a Forensic Collision Homicide Reconstructionist with technical forensic experience at over 7,500 accident scenes locally and abroad. He is currently co-owner of IBF Investigations.

Emir Solapgir serves as head of MAN TopUsed in South Africa, and moved to SA from Germany in January 2013 to give the South African TopUsed operation the strategic leadership that will enable both market expansion and reporting efficiency at MAN AG executive board level.





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Foreword

Expectations for 2014



Nico van der Westhuizen, CEO at Imperial Transport and Warehousing

The South African economy will be under further pressure in 2014 and the poor anticipated growth rate, expected higher levels of inflation and possible higher interest rates will pose further challenges to our business.

It is expected that the manufacturing industry will remain under pressure. The construction and building industries should slightly improve subject to the long anticipated government spend on infrastructure. Consumer spend will remain low and the volatility of the rand will pose further challenges to commodity flows on the main corridors.

Imperial Logistics Transport and Warehousing is known for its resilience and inherent ability to overcome challenges and we will keep reducing costs and downtime further to become even more efficient and competitive. Operational efficiency will therefore remain a high priority in our business.

Growth opportunities

The South African market remains our main focus area for growth. Our focus on costs and operational efficiency will give us a competitive advantage to gain new contracts, not only in the existing industries that we service but also in new markets that we are currently exploring. There are still many opportunities to differentiate ourselves from our competitors and these opportunities are thoroughly investigated and explored.

Challenges for 2014

e-Tolling has dominated media headlines over the past year and continues to dominate discussions and debates. The implementation of the system on 3 December 2013 will be carefully monitored and corrective actions will be taken where applicable.

Carbon tax is set for implementation in 2015 and Imperial Logistics will, through the various industry bodies, play an active role in lobbying against the implementation as we believe that carbon tax will not only put our industry under more pressure – it will jeopardise our entire country's competitiveness even further. The availability and supply of clean fuels and bio fuels is still an issue.

Road safety will remain a high priority. The recent accident in Fields Hill, which cost the lives of 22 people and injured more than 80 people, has severely damaged the image of our industry. Imperial Logistics has taken various preventative steps including inter alia 'smarter technologies' to eliminate incidents/accidents as far as possible. Driver training and wellness will be closely monitored and managed.

Poor road conditions, the cost of fuel and a lack of law enforcement are further challenges that we have to contend with in 2014.



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Ed's letter



With operating costs on the rise, one would hope that the upcoming elections go off without major incident as our international image has taken a few hits over the last 12 months.

Greater care should be given to the image we portray to the international community, who are ready to invest, but cautious due to over-regulation for business start-ups, together with a legal system that is often prodded at by political powers.

Logistics is alive and well, let it be said, with the promise of Africa still looming large for South African companies looking to

Time to step-up

get in on the boom. However, we must guard our assets and be careful about who we sell our natural resources to.

Furthermore, with international food availability on a downward spiral, South Africa should be looking to achieve greater levels of internal sustainability so that we do not run out of basic dietary requirements in 50-100 years. The decision government and big business makes today, has an effect on future generations' standard of living.

One would also hope that 2014 is the year when South Africa uses its rail network to its fullest capacity. In years gone by a large percentage of goods were delivered by train, and this was by law. This was to keep congestion down and trucks off the highways.

Things have changed since then in our world of instant gratification, but there are still lessons to be learned from governments 'encouraging' business to use rail with penalties in place for non-compliance.

With the SABOA conference coming up soon, public transport needs to measure up to international standards. Cape Town is getting there with the popular, My Citi buses, but more can be done to create routes to less advantaged areas that really need a top class bus system.

The days of overloaded taxis must come to an end, with small to medium size buses being better suited to a quick on/off type of service. This must also come at an affordable price to the man in the street. City rail networks need to be bumped up, with a golden opportunity for a scenic rail route in Cape Town. Most of the windows on the Metrorail trains in the Mother City are dirty so that you can not appreciate the stunning views from Cape Town station all the way down to Simon's Town.

With the economies of Northern Europe and America looking up, 2014 still has some potential to be a cracker of a year - healthy economies mean a healthy logistics sector that thrives off consumer spending. Until the next time, safe driving.

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Taking back tomorrow



Tribute to Madiba

The passing of South Africa's greatest son, Nelson Rolihlahla Mandela, left billions stunned around the world with grief, together with a nation in mourning, as we honour a legend

As the tributes poured in from across the globe, one stood out. Appropriately, it came from the organisation to which he devoted his life - the ANC: "The large African Baobab, who loved Africa as much as he loved South Africa, has fallen. Its trunk and seeds will nourish the earth for decades to come."

The passing of this outstanding icon of our times brought with it an outpouring of emotion from another hero of the struggle. Archbishop Desmond Tutu said: "The sun will rise tomorrow, and the next day and the next. It may not appear as bright as yesterday, but life will carry on. As we enter the mourning period, as a nation, we do so with the greatest dignity and respect, because that is what we owe Madiba and ourselves."

Tutu prayed that God would dry the family's tears and renew their strength. "We thank you for sharing uTata with us and we thank God for him."

Tutu said Mandela had transcended race and class in his personal actions, through his willingness to listen. "We are relieved that his suffering is over, but our relief is drowned by our grief. May he rest in peace and rise in glory," he said.

Former President Thabo Mbeki reflected: "President Mandela, Madiba, and his generation of freedom fighters walked their long walk and made enormous sacrifices which eventually led to our freedom in 1994. His passing signals the end of an historic era represented by the heroic deeds of his generation."



US President Barack Obama said: "He achieved more than could be expected of any man. Today he has gone home. He no longer belongs to us; he belongs to the ages. I cannot fully imagine my own life without the example that Nelson Mandela set. So as long as I live, I will do what I can to learn from him. We will not likely see the likes of Nelson Mandela again, so it falls to us as best we can to forward the example that he set."

Meanwhile, Former President F W de Klerk added: "He made a unique contribution not only to the establishment of our constitutional democracy but also to the cause of national reconciliation and nation-building. Nelson Mandela's courage, charm and commitment to reconciliation and to the Constitution, were an inspiration not only for South Africans but for the whole world. I believe that his example will live on and that it will continue to inspire all South Africans to achieve his vision of non-racialism, justice, human dignity and equality for all."





The Great Divide

In Volvo Trucks' latest live test film 'The Epic Split', Hollywood action star Jean-Claude Van Damme performs one of his world-famous splits between two Volvo FM trucks as they are driven in reverse - the clip has cashed in on over 67 million hits on YouTube

Standing between two moving newly-launched Volvo FM trucks, with a foot on each side mirror, Jean-Claude Van Damme performs one of his world-famous splits as the two vehicles drive in reverse. He calmly holds his position for the entire length of the drive.

"It's going to be quite unusual, and the first time we'll ever see anything like it - in a movie or a commercial," said the Belgian superstar on set at a deserted airfield in Spain, before shooting the scene. "Before doing the split between the trucks, I saw the storyboard and thought it looked amazing. It's very majestic and very powerful."

Since taking up karate at age eleven, Jean-Claude Van Damme has gone on to become a martial arts icon and world-famous action star. Over the past three decades, 'The Muscles from Brussels' has starred in dozens of Hollywood blockbusters including Bloodsport, Universal Soldier, Hard Target, Street Fighter, Timecop, and even played a fictionalised version of himself in JCVD (2008). In one of his more recent films, The Expendables 2, Van Damme stars alongside fellow action movie legends Sylvester Stallone, Chuck Norris, Arnold Schwarzenegger and Bruce Willis.

Throughout his career, doing the splits has been Jean-Claude Van Damme's signature move, performed countless times in many of his action films. But, until now, neither he nor anyone else in the world has ever done the splits between two moving trucks.

The film aims to demonstrate the stability and precision of Volvo's Dynamic Steering. It follows on from Volvo Trucks' previous viral hits including 'The Chase', 'The Hamster Stunt', 'The Hook' and 'The Ballerina Stunt'.

"Compared with the previous Volvo Trucks' films, which have a documentary style, we wanted to make something more poetic," said Andreas Nilsson, the director behind 'The Epic Split'. "The film is very clean and simple - there isn't a lot of information and we just let the stunt illustrate what the trucks can do. It's like a slow-moving, carefully choreographed modern dance."

Volvo Trucks Southern Africa launched the new FH range of trucks locally in October 2013. The company has 15 dealers across the country, and is in the process of expanding their footprint to provide customers with quality aftermarket support wherever they are.

"The capabilities of the system not only help make a great film - they are also very practical for truck drivers, especially in situations where a lot of steering input is needed," adds engineer Jan-Inge Svensson.

"For example, reversing in tight areas or over rough terrain. When reversing with a trailer, small changes to the steering can make a big difference to the vehicle's direction and the effort required from the driver in an ordinary truck can be much higher. However, Volvo Dynamic Steering will help the driver maintain a straight line and provide far superior control of the truck."

Rave reviews

Since the launch of 'The Epic Split' on YouTube on November 14, the commercial has been viewed more than 59 million times. It has spread through social media and news media, been the subject of thousands of conversations online and offline and even become a phenomenon in itself, spurring spoofs from both celebrities and others.

"The response is quite overwhelming. Sure, we were hoping for a success, but we didn't expect it to be this big or come this fast. After all, 'The Epic Split' is a truck commercial," says Per Nilsson, PR Director for the Volvo Trucks brand.

Success in numbers

'The Epic Split' has not only become the most viewed automotive commercial on YouTube ever. The response in the first four weeks can be summarised in numbers. 'The Epic Split' and the story about it has:

- Been shared over six million times on social networks.
- Over 10 million impressions on Google.com.

- Received extensive media coverage from all over the world: the commercial has been the subject of approximately 20 000 editorial pieces online so far.
- An estimated earned media value of €10 million.

“The reach is mainly a result of public engagement. We can’t outspend our competitors. Instead, we need to outsmart them. Our communication strategy is one part of that,” says Per Nilsson.

Cost efficient

Marketing material that has an impact on everyone, will also reach more truck drivers and hauliers, Volvo Trucks resonates. And it works.

“Our own customers refer to these films. But it goes even further - hauliers using our trucks get comments from their customers - transport buyers - about the films,” Per Nilsson says.

“Our ambition is that the engagement the film has spurred will drive awareness and demand for our trucks. Through a relatively small media investment, we’ve got a massive response. Our strategy has proven to be a very smart and cost efficient way to communicate utilising the new media landscape,” says Per Nilsson.

Meanwhile, 2014 will see the launch of Volvo Trucks’ flagship model, the Volvo FH16, in Euro 6 configuration. With a new generation of 16-litre engines, it not only conforms to strict standards for low emissions, it also meets high expectations on performance and productivity from customers in the most demanding operations.

How Volvo Dynamic Steering works?

Volvo Dynamic Steering is based on a conventional mechanical steering system where a steering shaft links up to a steering gear. A hydraulic servo unit generates force that helps the driver turn the truck’s road wheels. In Volvo’s system an electronically controlled electric motor is added, which is attached to the steering shaft. This electric motor works together with the hydraulic power steering and is adjusted thousands of times per second by the electronic control unit. At low speeds, the electric motor adds extra force and at higher speeds, the electric motor automatically regulates the steering and compensates for irregularities that feed through to the steering wheel, caused for instance by side winds or bumps in the road surface.

“We are proud to have succeeded in meeting the Euro 6 requirements while at the same time retaining the best driveability and performance on the market. Fuel consumption also remains highly competitive,” says Kristin Signert, Long Haul Segment Manager at Volvo Trucks.

The new Euro 6 engine range comprises three output levels: 750 hp (3 550 Nm), 650 hp (3 150 Nm) and 550 hp (2 900 Nm). All three engines are mated to Volvo’s automated transmission, I-Shift. The 550 hp version is also available in a variant with 2 800 Nm for a manual gearbox.



Volvo Trucks boost safety on slippery roads



One of the world's leading innovators in safety technology

Volvo Trucks, a world leader in safety technology, has introduced a new innovation to minimise risk and potential accidents when trucks travel on slippery roads.

For trucks with trailers, slippery roads and downhill gradients represent a tough challenge for even the most skilled drivers.

There is always the risk of the rig becoming unstable and, in the worst-case scenario, starting to jack-knife.

Volvo Trucks' new system, called Stretch Brake, automatically retards the trailer and straightens up the rig on slippery downhill stretches.

"Even if the truck driver ultimately manages to control the situation, it can be extremely unpleasant both for oncoming road users and the truck driver, if a rig suddenly veers off its intended course on a downhill gradient," said Mats Sabelström, brake specialist for Volvo Trucks.

Even though South Africa is currently in the midst of summer, countries in the northern hemisphere are experiencing some extremely challenging winter conditions.

"Every year, approximately 15% of the 30 000 serious road accidents in Europe involve trucks. Although this is a declining trend, with more effective brakes, stability systems and collision warning systems already helping drivers avoid risky situations in difficult conditions. Stretch Brake is yet another important part of our long-term drive to increase traffic

safety and minimise the number of accidents involving trucks," said Carl Johan Almqvist, traffic and product safety director at Volvo Trucks.

Stretch Brake complements a rig's Electronic Stability Programme (ESP) and represents yet another ground breaking system introduced by Volvo Trucks. While ESP is at its most effective at higher speeds, Stretch Brake is only operational at speeds below 40 km/h. Both systems contribute to better stability and easier steering.

"One might call Stretch Brake a kind of low-speed ESP. As the rig approaches a downhill slope, the driver manually activates the system. When the driver then releases the accelerator, the brakes on the trailer are automatically applied in a pulsated mode all the way down the hill until the gradient levels out and speed can once again be increased," related Sabelström.

In Europe, Stretch Brake was introduced in 2012 on Volvo FH trucks pulling drawbar trailers and in 2013 on Volvo FM trucks pulling drawbar trailers. In 2014 it will become available for Volvo FH and FM semi-trailer rigs.

"Drivers who have tested Stretch Brake came away very impressed with the system. As we now also introduce the system on tractor-semitrailer rigs even more drivers will be able to negotiate difficult downhill gradients both more simply and safely," said Almqvist.

The technology will be available on specific models in South Africa.





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



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

Enforcement

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

Road Freight & Logistics Industry Provident Fund (RFLIPF)

Provides our members and their dependants with Retirement, Death, Funeral, and Disability Benefits. The Provident Fund is a separate legal entity and is not owned by any stakeholder or party connected to the Fund, such as the Council, an employer organisation or trade unions. The Council is however responsible for enforcing the provisions of the Provident Fund Collective Agreement.

Trucking Wellness

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

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Entitles Eligible Principal Members, together with one eligible spouse (or common law wife), to Primary Healthcare Benefits, 24-hour emergency assistance through ER24, Accidental Injury Treatment and treatment in a private hospital through the new Hospital Benefit.

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

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REFLECTING ON THE ACHIEVEMENTS OF THE NBCRFLI DURING 2013



NBCRFLI

National Bargaining Council for the Road Freight and Logistics Industry

Your Road Freight Partner.

I am proud of our accomplishments, as the **National Bargaining Council for the Road Freight and Logistics Industry (NBCRFLI)**, in 2013. The previous year featured many highs for us as an organisation.

Our 2013 strategy reflected our consistent commitment to all our stakeholders. A significant part of this strategy was to ensure that meeting the needs of our stakeholders formed the centre of all our activities, not just for 2013 but the long-term too. We did this by developing innovative ways to meet these needs as well as to ensure that our members understand the way in which we function and the services that we provide.

One of our successes in 2013 was the launch of our employee publication, *Ziwaphi*, a newspaper designed specifically for our employee members. We are using this platform to provide our employee members with relevant Council-related information, as well as to give them the opportunity to ask us questions pertaining to our services.

Another one of our important stakeholders is our employer members. During the year, we revamped *Tseleng* – our employer publication – to meet the information needs of our employer members. This involved evolving *Tseleng* into a thought-provoking e-publication, produced bi-annually, that covers all aspects of the road freight and logistics industry, including international transport trends. The new *Tseleng* forms part of our continuous efforts to build more effective communication channels between us and our stakeholders.

The Council realises the important role that the human resource and payroll personnel play in helping employers comply with the Collective Agreements. In an effort to make their jobs easier, we began distributing a regular electronic newsletter (called **NBCRFLI News**) to highlight specific Council-related issues and decisions that impact directly on them.

We are continuously striving to seek different ways to build relationships with all our various stakeholders, which is why we decided to launch our first ever mobi app this past year. The app allows our members to access council-related news at anytime, from just about anywhere.

In a move to continue protecting the well-being of employees within the road freight and logistics industry, we introduced exciting new changes to the Wellness Fund Health Plan benefits. The Plan now entitles principal members, together with one spouse, to a range of improved benefits, such as emergency medical treatment in a private hospital.

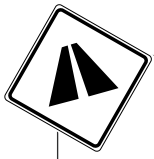
Another highlight for us was the prestigious accreditation we received from the Commission for Conciliation, Mediation and Arbitration (CCMA) Body in June 2013. With the accreditation, we are able to conduct conciliations and arbitrations, including pre-dismissal arbitrations, from 1 June 2013 to 29 February 2016. This decision was taken following the high quality of dispute resolution services we have provided over the years.

After the establishment of our business online service, when it became mandatory for all employers to submit all returns online in July 2012, we saw the need to develop a free training programme that will guide our members on how to use the online service effectively. The free programme has helped to ensure that employers are able to confidently navigate and utilise the online system effectively.

The value of our website, www.nbcrfli.org.za, also continued to grow with the addition of specific service area contact telephone numbers, our online service query function, valuable current information for new members, an in-depth explanation of Compliance Administration (which is one of our service offerings), as well as making all the latest newsletters available on our website.

I am extremely optimistic about the year ahead. We will keep working studiously to develop groundbreaking ways to service all our stakeholders.

Tersia Ströh
Acting National Secretary, NBCRFLI



Opportunities and challenges abound

Globalisation and widespread internet connectivity have given rise to extended supply chains that circle and crisscross the globe. This enables companies of all sizes in South Africa and other African markets to piggy-back onto existing supply chains to export and import products and services globally.



Moving products across the globe into new markets requires smart ways of thinking and creating innovative and sustainable solutions. Smart encapsulates agility, ingenuity, foresight and integrating people, processes and technology with suppliers and service providers to ensure seamless delivery and satisfied customers.

The secret of competitiveness for businesses in South Africa and other parts of Africa lies in their ability to continually innovate and partner with supply chain entities to respond effectively to volatile market conditions and mitigate risk. Successful companies have discovered that this can enhance their performance in terms of service, cost and quality and increase their access to skills, expertise, knowledge and other resources.

Outsourcing supply chain and logistics functions to specialists can also save costs, and free up in-house resources to focus on areas such as product innovation, research and development, sales and marketing, and customer service. It can also provide access to new ideas, products, skilled resources, know-how and

the latest technologies and provide access to new markets and new customers.

Lack of infrastructure is one of the major hurdles to moving goods freely within Africa and across the globe that puts companies in the region at a distinct disadvantage compared to their competitors in developed markets.

The World Bank says Africa will need to invest nearly \$93 billion a year on infrastructure over the next 10 years, which will include the building and upgrading of ports, airports, roads and power infrastructure. South Africa alone is committed to investing \$462 billion in infrastructure over the next 15 years. The current estimated annual spend on infrastructure across Africa is \$25-billion.

Lack of infrastructure makes it difficult to access many African markets, especially when it comes to land locked countries. A large percentage of goods being exported to sub-saharan Africa via South Africa are transported by truck and the bad state of roads is a major contributor to delays with goods reaching their destination.

In the case of South Africa, increasing road congestion is creating an imperative to shift rail-friendly cargo off the roads and back onto rail where possible. To this end, state-owned railway utility Transnet Freight Rail (TFR) is forging alliances with private sector companies and has recently signed a collaborative deal with Barloworld Logistics.

This will make it possible to incorporate TFR's long-haul rail service into its end-to-end logistics solutions, which will reduce costs, improve safety and lower carbon emissions. Moving the right products onto rail will make a significant impact on the cost of distribution and increase the safety and sustainability of the road infrastructure.

Another positive for South Africa is that major logistics hubs are being planned for a number of provinces, with an almost R1-billion expansion already under way at Gauteng's existing



inland port of City Deep, which should be officially opened in early 2014.

On the downside, South African coastal ports are gaining a reputation for being too costly.

If not addressed this will make it increasingly more viable to route goods directly to cheaper ports in other coastal African countries and South Africa will become less and less desirable as a gateway to Africa.

Despite its challenges, Africa is a growth market for logistics the potential of which will be boosted by factors like the expansion of retailers into Africa, the gas finds along the east and west coasts, and the fact that African countries are trading more with each other than in the past. Six of the world's most rapidly expanding economies are in sub-Saharan Africa.

These countries have the potential to attract investors to finance physical infrastructure such as ports, railway lines, roads, power stations, and telecommunications infrastructure. As infrastructure building progresses, this will open up increasing opportunities for supply chain and logistics in Africa.

South Africa ranked 23rd out of 155 countries in the World Bank's 2012 Logistics Performance Index, ahead of China which was ranked 26th and way ahead of India which was ranked 46th. SA achieved an overall rating of 3.67 out of a possible rating of five compared to Singapore, which was ranked as number

one with an overall rating of 4.13. The Logistics Performance Index is a benchmarking tool that helps countries identify the challenges and opportunities they face in their trade logistics performance and what they can do to improve it.

The overall score reflects perceptions of a country's logistics based on the efficiency of customs clearance processes, quality of trade and transport-related infrastructure, ease of arranging competitively priced shipments, quality of logistics services, ability to track and trace consignments, and the frequency with which shipments reach their destination within the scheduled timeframe.

The index ranges from 1 to five, with the highest score representing the best performance. SA's two top highest scores were for timeliness at 4.03 and tracking at 3.83 and its lowest was customs at 3.35.

Sub-saharan Africa scored 2.46 out of five as a region

The level of sophistication of the logistics market in Africa varies dramatically from country to country and the better the infrastructure and the more sophisticated the market the more potential it will have for trading more competitively on a global scale.

Craig Parker



Choosing a Crash Scene Reconstructionist

There was a time when a qualification was based on 'paper'. If someone was an engineer, a doctor, a professor or held any degree, they were regarded with nothing short of respect and trust.

In the field of Crash Scene Reconstruction, things are somewhat different. From the beginning of (crash reconstruction) time, there was an unspoken (and sometimes spoken) tension between experience and qualification.

The first 'accident reconstructionists' in the industry came not from the halls of universities and research facilities but rather from the law enforcement fraternity. Qualified engineers did not initially see an opportunity and start entering the field of crash analysis and reconstruction; No. Police officers saw a need, started studying and doing their own research and introduced the concept to the courts, initially.

As time went by, engineers and other scholars started to enter the fray and then an age-old 'dispute' started over who should control or govern the industry. Engineers started to argue that non-engineers could not possibly have all the knowledge and understanding of the complex physics involved while those already in the industry retorted by arguing that their lack of at-scene experience puts engineers at a disadvantage since it was never 'all about numbers' in any event.

So, when I entered the field in South Africa, back in 2000, the thought of a private person attending to a crash scene, conducting a (forensic) investigation, gathering evidence, forming an opinion and testifying in court was not only abnormal and previously unheard of in Africa, but I was even threatened with arrest, 'chased' off scenes and persecuted by officials in many cases.

Fast forward to 2013 and here I am, an established authority in the field of forensic road traffic crash reconstruction, well-published, accepted in all relevant circles, leading the industry in almost every aspect.

But enough about me. I know the industry, I work in it daily, I have been a specialist police reservist officer, I have testified in many courts and I have appeared in many television news articles.

What do you need to know when you decide (or are forced to) start using a forensic road traffic crash reconstructionist? Who should you use? What should you pay? Where should you look? All relevant questions. I will try to answer them all in this article.

By the time you try to find a crash reconstructionist, you will typically already be desperate. You will probably have suffered a loss already, you might face a civil claim or criminal charges and - typically after some time and normally close to trial date - you will hear those dreaded words from your legal team: "I think we need to get hold of an accident expert to help us in this case." Now your problems start:

You cannot waste time looking for 20 quotes. There are less than 10 good experts in all of Africa. They are all very busy and in great demand. They hold the power. They typically charge a lot - especially if they smell blood in the water. They know you are desperate. They know your trial is coming up soon. They know you have exhausted all other options and they are your 'last great hope'. You are about to feel the pinch. This is going to cost you.

But it is not all gloom and doom. If you take your time (and you may not have a lot), you will research this industry. You should be able to locate at least three people fairly easily. Whether they are immediately available is normally your greatest concern.

What do the best experts sound like (on the phone) and how do you compare CV's and track record when everyone claims they are the best and their background and training is so different? Some are engineers, others ex-traffic officers and other merely have a lot of experience and a good track record. What to do, what to do...



Stan Bezuidenhout with colleagues demonstrating their new drone

A good place to start is normally to ask your possible reconstructionist to send you their CV, a proper quotation, an explanation of the intended work with clarification of every step and a time-line. Some cases can take over a year to resolve, others days. This is very important.

Ask how many cases they have testified in and in how many they have been proven 'wrong'. This is vital.

If they send you their CV, see whether it rests more on qualification and history or more on experience and achievement. Someone who 'has testified in many courts' might have done so for free, just to get a 'track record'. But they may have been proven wrong in many.

Visit their website

This is normally a rapid indication of their technical skill, how technologically connected they are, it will reveal their public profile, give you an indication of their professionalism, etc.

Then Google their name and their company name. See what comes up. Have they been well represented in the market, or are there obscure references to their name?

Ask them to send you a judgement from an actual case, where their expertise is addressed or referred to.

The following is an example of an extract from a judgement I was mentioned in:

"Now I have heard many, many, many a hundred, a thousand accidents in this court in the past fifteen years. So, although I would never give myself out as an expert, I have heard how many accidents happened and why or the way that is described, makes absolutely a sense.

"Now the evidence of Mr Bezuidenhout, I must admit is probably the best I have heard in many years. I have heard many experts testifying in this court, some good, some bad. I have heard seven people, so-called experts, come and testify as to the reconstruction of accidents afterwards.

"He clearly is head and shoulders above all other experts I have seen in court. Although he did not testify as an expert today, the evidence that he gave is so clear and precise that the court cannot find any mistake whatsoever with that. While he gave his evidence, he did not want to venture into any assumptions or conclusions that he had drawn in cross-examination, he was pressed to make them and only after the court said if that is the case, you can go ahead and make them, he made those conclusions and they, unfortunately make 100% sense.

The other thing you want to look into is the technology used by your reconstructionist. Ask and request examples or references of how that technology is applied.

The days of measuring scenes with measuring wheels are over. In this day and age all you need is one reference measurement. By using automated, stabilised, GPS-linked multi-rotor drones, capable of taking high resolution aerial photographs from as much as one km high, crash scenes can be examined, analysed, modelled, measured and reconstructed in great three-dimensional detail.

While very costly, these technologies eliminate human error in measurement, help reveal evidence that cannot be seen from ground-level and assists with the identification and analysis of vehicle movement dynamics to a far greater level of accuracy.



Old-school reconstructionists typically compile (perhaps) a five-page report, outlining only what they were given, what they did, what they analysed and their findings. In the modern world of CSI-style approaches, courts are starting to expect and demand more. Dubbed the 'CSI-effect' juries and magistrates are starting to expect technology to be used.

While the old 'pen and paper' method worked in old-school thinking, three-dimensional analysis software capable of highly detailed illustration, virtual space analysis, advanced mathematical modelling, inverse-kinematic animation and complex vehicle dynamics are used world-wide. Having visited Canada to receive first-hand training from the CEO and President of ARAS360, I use their software for all my analysis. In the past, I used as many as three or more different software platforms to draw, model and analyse crash dynamics. With ARAS360, it is all possible in one place now. And it is highly accurate, time-tested and proven in courts all over the world.

In order for you to make optimum use of a reconstructionist, you need to be sure that you can supply them with evidence that adds value in an analytical sense. Merely 'taking pictures of the accident' is no longer enough. With modern technologies like ARAS360 and the use of drones, comes a greater need for highly detailed at-scene investigation with a view towards establishing facts that might be irrelevant to the untrained camera operator. To this effect, it is important to know what steps your reconstructionist will take when analysing a collision, what evidence they will need and what evidence still needs to be gathered.

The reconstructionist must visit the scene of the collision. Even experienced specialist police officers and reconstructionists fall trap to forming opinions on collisions without ever visiting the scene. This will come back to haunt them in court cases.

You must get your reconstructionist involved almost immediately after a collision. In order to be effective, they

need to visit the scene, examine vehicles and possibly talk to (interview) drivers, victims and witnesses.

The amount of photography it takes to properly document a crash scene can become very arduous. At IBF Investigations, we use a 124-point protocol that needs to be followed at every crash scene. Using this protocol, as many as 1000 photographs often need to be taken. This includes the scene, orientation photographs, vehicle examination photography, vehicle interior, exterior, damages, controls and levers, contact surfaces, tyres, wheels, mirror and glass and even the brake system. This is why we prefer to provide training and digital guidelines to our clients.

You will typically be on the scene of your collision long before any reconstructionist can be there. If you know what evidence to gather, what photographs to take, what information to get from officials and what your rights, limitations and skills are, you could gather all the evidence yourself.

In the next part we will cover the equipment you will need to be able to conduct a complete forensic at-scene crash investigation, yourself.

Stan Bezuidenhout





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Taking stock of 2013



The motor industry experienced a somewhat muted end to 2013 with December sales of just 95 units, or 0,2% up on the same month in 2012, with trucking still edging passenger sales

However sales momentum built up in the early part of the year carried the industry through to a total of 650 620 vehicles for 2013, an increase in sales of 3,2% (plus 20 001 units) over the previous year.

Brian Olson, Vice President of Sales, Service and Marketing at General Motors South Africa (GMSA) said 2013 lived up to the expectation of continued growth in motor vehicle sales. Perhaps not as high as initially hoped for, but still enough to ensure the fourth year in succession of incremental year-on-year sales. This is a positive for the industry in what was a challenging year for new vehicle sales.

This was the third best sales achievement in the history of the South African motor industry following 2006 sales volumes of more than 714 000 units and 2007 when more than 675 000 units were sold in the country.

“The industry experienced a massively competitive market place during the year with incentives offered at an aggressive level to sustain buyer interest and assist in diluting the impact of a weakening currency and increasing vehicle and motoring costs in a slowing economy,” Olson added

Passenger vehicles accounted for 450 440 sales during the year with support primarily from the private sector through the dealer channel. This number was just 1,8% up on the previous year. The light commercial sector lagged initially but improved



through the year to record growth of 5,7% with a total of 169 234 LCV deliveries for the 12 months.

The medium truck sector was the star performer with growth of 14,8% for the year, albeit from a small base, as an indicator of underlying commercial and infrastructural activity in the market place. Heavy, extra heavy vehicles and commercial buses grew their market by 9,1%, again hinting at underlying support from commercial and infrastructural activity.

“While the numbers are in for December it is always considered prudent to assess December vehicle sales on aggregate with sales in January of the following year to avoid any timing variances that can occur. For this reason we await the January 2014 numbers with interest,” said Olson.

“The past year provided an opportunity for GMSA to expand its model representation with a number of exciting new models presented to buyers across the Chevrolet, Opel and Isuzu brands.

“The Chevrolet Trailblazer, our new SUV, was well received by buyers as was the all new Isuzu range which grew its sales by 6,8%. Marginal increases in sales were felt by key GMSA products including the Opel Astra and Isuzu KB, which despite curbing a general decline in sales aided in GMSA retaining an 11.1% dealer market share, and a 9.6% overall market share in December.”

Looking ahead for the coming 12 months the market will remain challenging and relatively flat due to tough economic conditions.



WABCO

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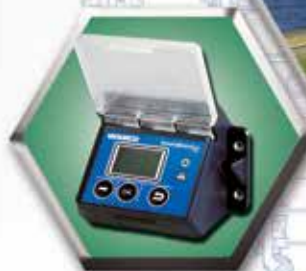
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Website



Used sales shift into overdrive

Often regarded as the poor cousins of new vehicle dealerships, used truck and bus dealers face quite a different set of challenges compared to their new commercial vehicle counterparts

German truck and bus manufacturer, MAN AG is intent on elevating the status of its TopUsed brand in Europe and in South Africa, calling in some big guns to maximise used sales.

Geoff du Plessis, Executive Chairman of MAN Truck & Bus South Africa, headed up MAN TopUsed world-wide from 2010 to March last year prior to his return to home soil. “MAN has always recognised the importance of a proprietary used-vehicle division as a value driver in the sale of its new trucks and buses.

“As such, MAN TopUsed is an integral part of our value-chain. In a market where cost-predictability is becoming increasingly important for transport operators, having a buy-back agreement signed with the supplier at the point of sale gives the customer peace of mind, and the supplier, a distinct competitive edge.”

According to Emir Solapgir, Head of MAN TopUsed in South Africa: “the role of the used truck and bus dealership is to buy and sell vehicles, as opposed to simply moving new product. This can present us with inventory obstacles, especially in South Africa where just 10 percent of stock is via buy-back, the rest coming from trade-ins. In Germany, it’s exactly the opposite with TopUsed dealers acquiring 90 percent of their stock via buy-back agreements with MAN.”

Solapgir moved to South Africa from Germany in January 2013 to give the South African TopUsed operation the strategic leadership that will enable both market expansion and reporting efficiency at MAN AG executive board level.

Having headed up Germany’s most successful TopUsed dealership in Hamburg for two years prior to arriving in South Africa, Solapgir is set to change the fortunes of MAN TopUsed in this country.

“Our dealer network is expanding rapidly and by the end of 2013 will number six dealerships across six provinces. My South African team is really professional and passionate about our growth strategy,” adds Solapgir.

The fact that Solapgir’s Hamburg TopUsed dealership was one of the most profitable MAN used-vehicle operations in Germany last year speaks volumes about his skill as a turnaround



Emir Solapgir, Head of MAN TopUsed in South Africa

specialist, adept at striking the right pricing balance between MAN’s new and used vehicle sales operations.

“There is a natural competition between a new vehicle sales operation and its used vehicle counterpart. The secret is to set the correct pricing and buy-back values on new trucks and buses so that the profitability of the used dealership is not compromised when the vehicle is replaced,” he explains.

“MAN Truck & Bus SA has a Price Expert Panel that meets every three months to set mutually beneficial prices that are market-related and competitive.”

Integral to improving the performance of TopUsed is the positioning of the brand in the used commercial vehicle market, which is dominated by private (non OEM) dealerships.

“TopUsed is an extension of the MAN brand and customers can purchase with confidence knowing every vehicle has been checked and that the mileage on each vehicle is genuine. There is 100 percent transparency on the status of every TopUsed truck or bus. Furthermore, our sales personnel are fleet consultants, assisting customers, many of whom are start-up operations, in optimum vehicle selection and the sourcing of trailers,” he adds.

“Our customers come to us from all over southern Africa, many of them used truck dealers themselves. Having an extensive and diverse spread of product sets us apart from independent dealers as does the fact that buyers are able to have their vehicles serviced at any of our workshops in South Africa.

Moreover, their vehicle range is around four to five years old whereas the independent dealerships sell vehicles with an average age of ten years.

“The profitability of TopUsed is now a number-one priority in Germany and I’m confident TopUsed in South Africa can match what we achieved in Hamburg as far as profitability is

concerned. Our target for 2013 is set at 880 units, the bulk of these being 6x4 truck-tractors all with less than 600 000km on the clock.

“All told, we have a highly attractive offering for operators looking to buy quality vehicles while keeping their capital outlay and insurance costs at a minimum. We have the products, the price flexibility, skilled personnel and full OEM support which undoubtedly will make us the preferred supplier of used trucks and buses in southern Africa,” Solapgir explains in an official release.

The expertise of both du Plessis and Solapgir in the used heavy commercial vehicle market provides solid leadership, based on sound knowledge of the local market and of MAN AG’s long-term vision is for the division.

“The transport industry in the southern African region is growing rapidly and its demands are unpredictable. MAN TopUsed, with its wide product range is ideally positioned to service those markets where start-up private capital fleets are coming to the fore. Strong brand equity combined with a wide selection of premium-quality vehicles with low price tags, presents an attractive option for all entrepreneurial truck and bus fleet owners in our region,” he concludes.



Probe – a small Auto Electrical Business established in Newtown, Johannesburg, 50 years ago, was appointed as a wholesale distributor by General Motors for their Delco Remy Heavy-Duty Auto Electrical Products in the mid 1970s. In 1979 they became the first importer of sealed maintenance-free batteries under the name of Deltec. Once sanctions on South Africa were waived, Probe was appointed as the wholesale distributor for ACDelco Batteries, which they served with distinction. In the early 2000s, Probe decided to forge its own future by introducing its own brand of Probe Batteries alongside the ACDelco brand.



Above: Probe Corporation staff members

10 years later, *Probe* celebrates the selling of its 1 000 000th battery manufactured by Tudor Brazil Batteries into the South African Automotive Market, and in so doing announces itself as a major player in this sector. Over the years *Probe* has established itself in the heavy-duty Auto Electrical Sector, not by publicly boasting that it is the largest auto-electrical wholesaler in South Africa, but by humbly going about its business, providing the market with expertise; being technically competent and by ensuring a healthy stockholding to meet the market's requirements and demands. As a result *Probe is indisputably the leader in heavy-duty Auto Electrics in Africa.*

Over the past 50 years *Probe* has developed its own brand of service excellence, retaining the traditional family business ethic, which instills confidence in its service and the solutions *Probe* can offer. When it comes to Delco Remy products, the market inevitably calls on *Probe* to provide answers to their requirements and thus improve their performance. *Probe* is not just another parts importer or battery wholesaler, but also provides solutions to problems for our clients. *Probe* is proud to announce that over the last few years the Company has expanded its expertise into the European and

Asian truck market segments. *Probe* has the ability to service the mixed-fleet market with its Complete Power Package.

In the last 10 years *Probe's* growth has been unprecedented with annual compounded growth in excess of 40% per annum and it appears that the Company is still in its infancy stage.

Probe's national footprint, along with its own fleet of trucks, is able to add value in meeting the national demands to distribute its product. The location of the branches in Johannesburg, Pinetown, Port Elizabeth, Cape Town, Bloemfontein, Kuruman, Witbank and Rustenburg ensures a smooth flow of product, quickly and efficiently; when and where needed.

Due to the advancement in battery technology and the development of new types of batteries such as Enhanced Flooded Batteries, AGM Batteries and the Improvement of Calcium Batteries, *Probe* has aligned itself with world-renowned companies to be able to meet these market requirements, whilst keeping abreast with the lower segments of the market; offering an affordable high-quality battery with an extended warranty over other major brands in South Africa.

Probe believes that the Company has the following battery features that differentiate it's batteries from other major brands:

- **The Right Price**
- **The Right Quality**
- **The Right Service**
- **Extended Life**
- **Extended Warranty**
- **Great Value**

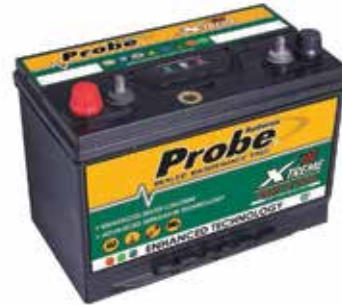
And hence *Probe's* Slogan:
“Leading The Charge with the eye on Advanced Technology and Quality”

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Above: Brazil Bauru Plant

Probe's service and value-for-money Products will ultimately make Probe Batteries a well-known Brand in South Africa, and with its Strategic Partnerships in place – a National Company with a National Footprint.

Probe is very proud to announce the following achievements during its 50 years of existence:

- Sishen Iron Ore Company 5 year Contract
- Sandvik supply contract
- Ethekwini Battery contract
- TWK CO-OP supply contract
- Armscor Battery supply contract

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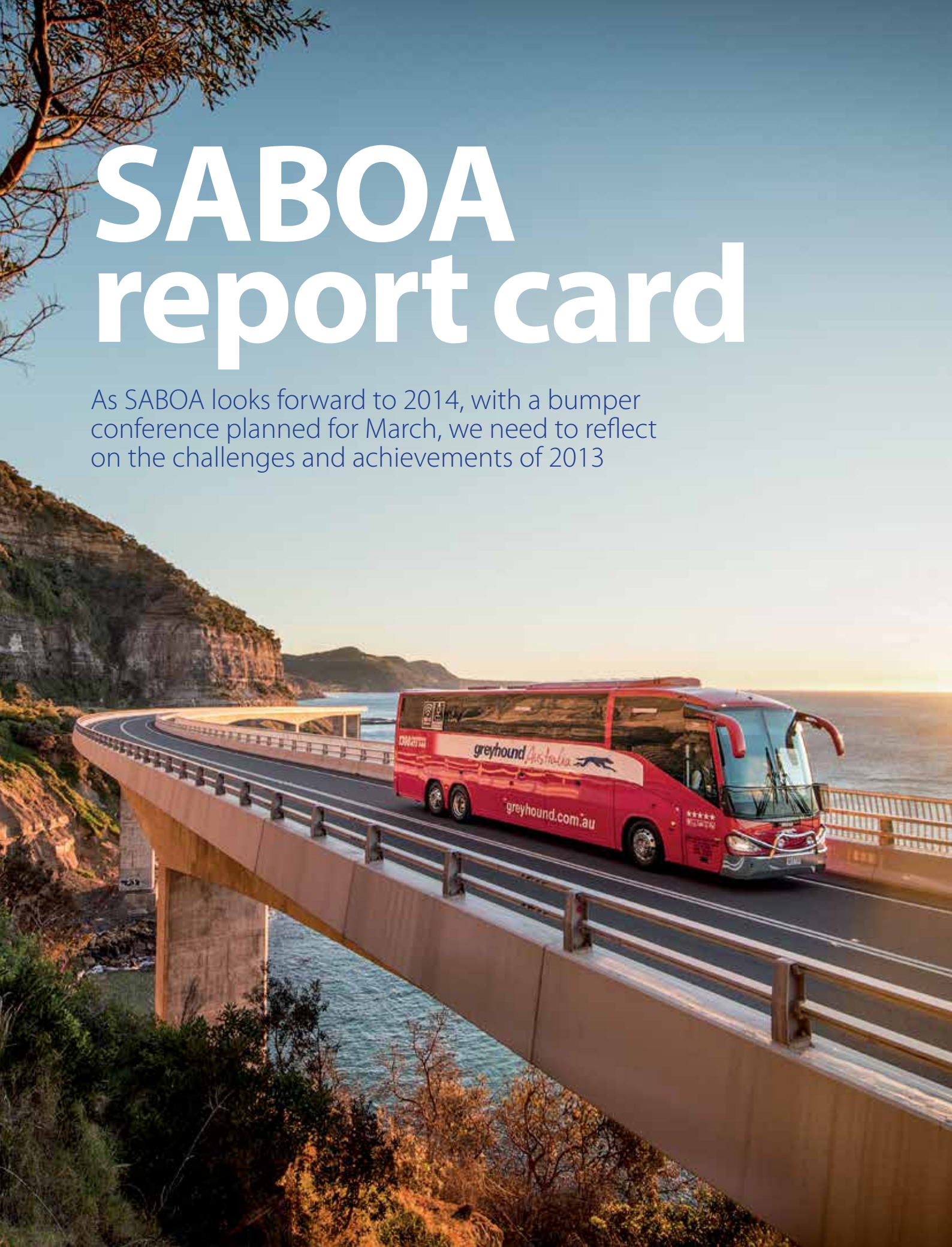
This Development along with the existing network of resellers ensures that the Probe range of products is available nationally. The ContiPartner and Point-S networks will become battery specialists with the assistance of Probe's technical capabilities and will compete directly against the BATTERY FITMENT CENTRES so as to become LEADERS IN BATTERY RETAIL market.

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SABOA report card

As SABOA looks forward to 2014, with a bumper conference planned for March, we need to reflect on the challenges and achievements of 2013



New SABOA members and associate members were elected in March/April 2013 to the SABOA Council and the Executive Committee for the term 2013 to 2015.

One of SABOA's main focus areas in 2013 was to engage government to increase funding for public transport. In order to address this matter, the Executive Committee of SABOA met with government, other stakeholders and civic and commuter organisations to address these funding issues in the commuter bus industry.

As well as investigating the possibility of embarking on a media campaign, which, if approved will also cover other important areas such as road safety, the visibility and image of SABOA. The meeting created awareness in government to urgently address this matter.

At SABOA's request, the Department of Transport organised a workshop in August 2013 between SABOA and Provincial Regulatory Entities/Operating Licensing Boards to discuss the problems that bus and coach operators are experiencing with their permit applications - such as the approval process, issuing of permits, signing of permits, equipment problems, closure of offices and backlogs etc.

The issues raised by SABOA are now being attended to by the Department. Due to the recent cabinet reshuffle by the State President, Ms D Peters was appointed to replace Mr B Martins as the Minister of Transport. SABOA is continuing its efforts to meet with the newly elected Minister of Transport to inform her of the issues in the industry, especially financial issues experienced by operators.

The SABOA Empowerment Committee has been facilitating possible partnerships to empower SMME members of SABOA in the Gauteng, Limpopo, Mpumalanga and Northwest provinces. Meetings with interested operators were held in Mpumalanga, Limpopo and Northwest to discuss the way forward.

The annual SABOA Strategic Planning Workshop took place on the 23 and 24 January 2014. This workshop offered several benefits to members, such as a forum to discuss issues of concern, networking opportunities, building relationships and planning the way forward for 2014.

The SABOA Council endorsed the Road Traffic Management System (RTMS) which is a self-regulatory system supported by the Department of Transport and the Road Traffic Management Corporation (RTMC) to improve road safety in the industry.

SABOA met with the Gauteng Department of Education to discuss the non-payment of claims to scholar transport service providers. This meeting resulted in the concerned operators being paid the outstanding claims.

The Executive Committee of SABOA approved a bus safety campaign for its members. The campaign included issuing press statements that the Road Traffic Management System (RTMS) has been endorsed by the SABOA Council, encouraging members to re-sign the Road Safety Code of Conduct and road safety tips.

Various government gazettes were published in 2013 inviting interested parties to submit comments. These gazettes included



the Cross-Border Road Transport Act and Regulations, the Gauteng Freeway Improvement Project, toll roads: Exemption from the payment of toll, certain public transport services and emergency vehicles, road traffic regulation amendments and the DTI Codes of Good Practice.

SABOA is in the process of organising its annual conference to take place on 6 March 2014. This conference is widely regarded as the main South African bus conference on public transport matters. More than 400 delegates from a range of stakeholders regularly attend the conference, which is organised alongside an exhibition that attracts exhibitors in more than 50 exhibition areas.

Various speakers selected from SABOA members, SABOA associate members and government have been invited to speak at the conference. Delegates can look forward to interesting panel discussions on various themes that affect the bus industry, namely technical issues, the impact of the Division of Revenue Act (DORA), empowerment partnerships, extension of the Bargaining Council Agreement for the bus and coach industry and road safety in South Africa.

Establishment and purpose of SABOA

SABOA was established in 1980 by five leading bus operators at the time. In 1994 a new constitution was accepted, which resulted in a restructured and transformed association. A national council consisting of representatives of the respective provinces was established. The council consists of 27 members of whom two are associate members (suppliers to the industry), two members represent employers' organisations and one member represents coach operators.

The remainder are split on a 50/50 basis representing small members (operating less than 30 buses) and large members (operating more than 30 buses). All members have one vote each, irrespective of fleet size. The purpose of SABOA is to broadly represent the industry at government level, deal with industry issues, undertake research and deal with member enquiries and issues. SABOA is recognised by government and is consulted on all matters concerning the industry.

Kathleen Cass



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Untameable Everest

Based on the ever popular Ford Ranger double cab, the Ford Everest is starting to prove itself as a real contender to the affordable SUV crown, as we put it through its paces at the rugged Kagga Kamma Nature Reserve in the Cederberg



Coming in at 450k for the flagship model, the Everest is one of the cheaper SUVs on the market, but do not be fooled as it packs quite a punch, and is a lot of fun to drive, writes Gregory Simpson.

The top of the range three litre turbo diesel variant takes off like an angry Rhino as it is arguably the fastest affordable SUV going. Ford have always been known for their engines and this one feels really gutsy with 115 kW at a low 3 200 r/min and 380 N.m of torque at 1 800 r/min.

Having just driven the more expensive new Mitsubishi Pajero, the Everest feels a lot more powerful on and off-road. To test the off-road abilities we headed off to the rugged Kagga Kamma Nature Reserve. On the way to the resort the gravel road twists

and turns sharply, with loose gravel making handling more challenging. To be honest the Everest felt a lot less planted than the Pajero at first, with a trigger happy back end that takes bit of getting used to. Needless to say it took a few unplanned tail-slides to get the hang of the Everest's happy-go-lucky handling characteristics.

After a while though you fall in love with the carefree cornering and soft suspension, which makes for a very comfortable ride on even the roughest roads. It is refreshing to handle a car that does not drive like every other car on the road and has some unique characteristics, which is often missing from Japanese nameplates that mimic each other nine times out of 10.

Once we arrived at Kagga Kamma; there were a plethora of off-road options to test the most rugged SUV. It's credibility as

an off-road testing track is highlighted by the popular Toyota Fortuner being launched here in previous years to showcase the vehicles handling abilities.

And the Everest did not disappoint, especially in even the harshest deep sand. Even in two wheel drive, with all the power going to the back wheels it was able to sail through deep sand without bother. The Everest handled so well in the rough stuff that local ranger, Arie Verhagen, commented that it was a more comfortable ride than the go-anywhere Toyota Land Cruiser bakkie that he uses for game drives daily. This may explain why the Everest's sibling, the beefy Ranger has performed so well on the world's rally scene, including the ultimate testing ground: The Dakar.

The vehicle is also just the right size. Many of the new SUVs on the market overdo it, resulting big bulky cars that are hideous at the fuel pump and slow off the mark. The Everest is fairly economical - something that was found out the old fashioned way on route home when we decided to take a short cut directly through the heart of the Cederberg mountain range.

After taking a wrong turn we found ourselves doing an extra two hours on a twisting gravel road. With only half a tank on departure it was really touch and go whether we would be

spending the night freezing under the stars in the Cederberg, or able to make it to the next petrol station in Citrusdal. This was made worse by my insistence on a 'short cut', after my wife had suggested a different, safer route. Needless to say the last 30 minutes before finding a filling station were a nerve wracking affair, complete with dirty looks.

Luckily we made it out thanks to the Everest's conservative fuel consumption when driven carefully. So you can either drive this vehicle like an 18-year-old on the last day of school and have loads of fun getting the back end out, or you can drive like Miss Daisy and not lose your wallet at the gas station each time. Out of all the SUVs I have tested, this one is definitely the most fun to drive.

The only negative features were a few cheap finishes on the dashboard, and a radio that looked like it had been taken off an entry level model. Not having a seatbelt warning alarm sound was an added bonus - I wish more cars would just let you get on and drive. I mean, how did people survive 20 years ago with cars that shut up and let you do the driving?

So all in all, Ford has really raised the bar with this package, and just by looking at the growing numbers on our roads, the Everest is here to stay.





Style vs functionality

The small hatch-back market is hotter than ever with several top names vying for ultimate market share. To make things interesting we put the sexy Renault Clio 4 turbo Expression up against newcomer from China, the GWM C20R, which is a lot of car for your money.



Starting with the French nameplate, the Clio 4 has long been one of the top three hatch-back sellers in Europe with a strong foundation laid by iconic forefather, the Renault 5 turbo, way back the 80s.

The new Clio 4 only boasts a 900cc (66kw) turbocharged engine, but do not be fooled, those 900cc are modelled directly off the bullet proof Renault F1 engine that has powered many a successful F1 car.

The Clio 4 gives the option of driving like stink when you are out of eco mode, with heightened engine noise, crisp handling and the piercing sound of the wallowing turbo; you know that

something special is happening. Put the Clio into eco mode and she turns it into a puppy dog that won't beat a tortoise in a drag race, but will give you exceptional 4,5 L/100 km.

With a top speed of 182km/h and 0-100 of a touch over 12 seconds it is certainly not slow by any stretch of the imagination.

Meanwhile, the GWM C20R boasts 77Kw and 138Nm outputs, and if you are willing to rev it up it is actually quite zippy with a 0-100 of 11.1 seconds and a top speed of 175km/h. In terms of performance they are very evenly matched.

The styling of the Clio is much more original with typical creative French touches, splashes of colour, together with loads of gizmos to keep techno fundies happy. You have the



option of customising the inside of your Clio, with a variety of different colour options to keep even the most fashion conscious hairdresser happy.

The GWM in contrast looks like a copy of any number of cars like the Suzuki Swift or VW Cross Polo. I like the high riding height of the GWM though, together with a clean, yet unsophisticated interior, it is a pleasant place to be. The gear box is smooth enough, and she cruises comfortably at 120km/h.

In terms of servicing, GWM are putting their money where their mouth is by offering three year warranty, something that will allay some fears of buying a relatively new brand for South African consumers.

Renault has had a poor aftersales reputation in South Africa over the years, with the popularity of their vehicles outstripping the availability of quality aftersales outlets. Things have improved over the last five years, although the jury is still out as to just how far they have come.

For an African environment, the C20R feels like stronger a vehicle, and the raised ride-height gives you a better chance of surviving a pothole encounter on your next visit to Johannesburg.

The head turning ability of the Clio is undoubtedly stronger, and appeals more to the single and free to mingle crowd, rather than the GWM, which would be an affordable family car option.

So then to the price, the Clio is solid value for money at just under 180k, and gives you all the latest technology and almighty fuel consumption benefits. At a touch over 150k for the GWM C20R you are saving fair chunk of change without losing out too much on driveability.

It really all comes down to where you are in life. If you have just had your first child and need something reliable and cheap I would go for the C20R. If you have a few more bucks handy, and are looking to impress, the Clio is the car for you.

Gregory Simpson

Manage E-toll Administration Challenges

with Cartrack's E-toll Reporting Tool

Cartrack's new e-toll report allows fleet managers to accurately calculate their e-toll transactions and better manage their operating costs.

This report is the solution to fleet managers who have been burdened with the additional challenge of having to manage and monitor the complex e-toll tariff system across multiple vehicles.

The roll out of the Gauteng e-toll system has brought with it significant administrative challenges for fleet managers, along with an increased cost of doing business. The importance of managing these costs and also ensuring that e-toll transactions are correct and allocated to the appropriate vehicles is of paramount importance, especially in a fleet situation where multiple vehicles are in operation at any one time. Cartrack's e-toll report allows fleet managers to monitor the number and cost of their e-toll transactions throughout the month in real-time. It can be used to reconcile to or easily validate the e-toll statements, thereby eliminating incorrect or excessive charges.

Cartrack clients who have fleet management units (tracking units with GPS positioning) fitted to their vehicles will be able to generate reports on demand to monitor their e-toll costs for any specific vehicle during the course of the month and to extract reports historically. Two report options are available – one calculates fares at e-tag holder rates and a second option calculates rates for users who do not have e-tags fitted. The reports can be automated using Cartrack's 'i-net reports set-up' to generate automatically at predetermined intervals, for example daily, weekly or monthly.

By geo-fencing the exact position of each e-toll gantry in Gauteng, Cartrack's GPS fleet management unit detects and logs an e-toll 'event' each time the vehicle passes through a gantry. The date, time, gantry name, vehicle type/class, direction of travel and toll cost are then recorded in a database. Users are then able to generate reports that allow them to calculate toll costs for specific vehicles, a vehicle group or their entire fleet in real time, without having to wait until month-end for their SANRAL invoices.

Another important application of this report is the detection of licence plate cloning which according to a recent report in the Star newspaper, is rampant since e-toll was implemented. Licence plate cloning can be a nightmare for any fleet manager whereby vehicle owners with e-tags linked to their accounts could have amounts deducted for vehicles with false plates identical to their own. This remains a challenge that SANRAL is still grappling to find a solution to.



Generate reports on demand to monitor e-toll costs



Fleet managers can now accurately calculate e-toll transactions

Cartrack's e-toll report provides an invaluable tool to detect such fraudulent activity relating to cloned plates, and a concrete means to challenge any false charges to your account with SANRAL. Fleet managers need an accurate and real-time system that allows them to monitor and detect and resolve any anomalies immediately.

Through continuous improvement and development, Cartrack offers a wide range of services and vehicle tracking units to best suit a customer's needs. Cartrack boasts an audited 93% stolen vehicle recovery rate which is achieved through its focus on miniaturisation of in-vehicle units, special installation techniques and its national in-house team of recovery agents. Backing Cartrack's confidence in its top-class recovery rate is its unique R150 000 Recovery Warranty, giving cash back to its customers in the unlikely event of non-recovery.

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PUTTING YOU IN CONTROL

E-TOLL MADE EASIER FOR YOU AND YOUR BUSINESS

Fleet managers can now accurately calculate their e-toll transactions and better manage their operating costs.

Finally a solution to fleet managers who have been burdened with the additional challenge of having to manage the e-toll tariff system across multiple vehicles.

Not only does this report allow fleet managers to monitor the number and cost of their e-toll transactions throughout the month in real-time, it can also be used to validate the e-toll statements, thereby eliminating incorrect or excessive charges.

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