



road ahead

2nd Issue 2015
www.roadaheadonline.co.za

Transport
on the move



RFA
Convention

Keeping SA in
the fast lane



Whatever your mobility needs,
we have the answer.

Whether it's Commercial Asset Finance, Fleet Cards or Vehicle Management Solutions, we help your business make inroads to where it deserves to be.

[Search Absa Business Banking](#)

Make headway. **Prosper.**



Be prepared for the road ahead with a range of mobility solutions

Vehicle and Asset Finance is the answer to all your mobility needs. Our full offering consists of Commercial Asset Finance and Vehicle Management Solutions. Now, with the new Fleet Card, you can plan, track and manage the cost of running your fleet. Our hassle-free movable asset management services are designed to keep you mobile.

About Commercial Asset Finance

At Commercial Asset Finance, we understand that every business has unique funding needs and, with our dedicated industry experts, we can provide funding structures that are distinctive to your business and industry. Our aim is to mobilise your competitive advantage and help you to prosper.

We offer:

- Instalment sale agreements or leases (financial leases) on all movable assets including commercial vehicles, manufacturing and agricultural equipment, and yellow goods.
- Marine finance
- Aircraft finance

Client benefits:

- Expert knowledge
- Competitive interest rates
- Flexible repayment terms
- Well-established commercial supplier relationships

Contact Commercial Asset Finance on
011 846 1595 or 011 846 1600

About Fleet Card

Fuel costs can make up more than 35% of the total running costs of a fleet. Fleet Card provides vehicle fleet owners with accurate and convenient card and tag-based fuel, oil, toll, repair and maintenance management services. Whatever you need to run your fleet effectively, Fleet Card Services will tailor-make the right solution for you.

We offer:

- A card and tag-based solution for the payment of vehicle fuel, oil, repair and maintenance transactions.
- Open road tolling payment solutions
- Daily monitoring of transactions and fuel exception reports
- Detailed monthly toll expenditure reports

Client benefits:

- Effective and convenient management of fuel, oil, toll and maintenance expenses.
- Competitive pricing
- World-class Management Information reporting

Contact Fleet Card on 0861 2272 32
Email: fleetman@absa.co.za

About Vehicle Management Solutions

Vehicle Management Solutions funds vehicles and may underwrite certain risk positions associated with fleet ownership, such as residual values and maintenance risks. Acquiring a vehicle through Vehicle Management Solutions lease is cost-effective and eliminates the administrative burden of running a substantial fleet, allowing clients to focus on their core business activities.

We offer:

- Full Maintenance Leases
- Operating Rentals with Managed Maintenance
- Maintenance Plans and Managed Maintenance services

Client benefits:

- Clients only pay for the contracted usage and, at the end of the contract, simply return the vehicle.
- Clients' annual vehicle licenses are renewed, traffic fines are re-issued, vehicle services and repairs are paid for and Management Information data is available online.
- Clients receive professional advice and support on matters ranging from vehicle selection, fleet-related human resources policies, fleet operational policies and fleet risk management.

Contact Vehicle Management Solutions
on 0861 600 800



road ahead

2nd Issue 2015
www.roadaheadonline.co.za

Transport on the move

On the Cover



The Team



- editor:** gregory simpson
- art director:** brent meder
- design & layout:** sheeth hanief
- advertising executive:** linda smith (project manager)
bayanda sikiti, albin ballin, terrence damster

- subscriptions:** lee-ann lawrence
e-mail: leeann@capemedia.co.za
fax: +27 (0) 86 538 6761
local ZAR 115.00
international ZAR 313.00
- distribution manager:** edward macdonald
- circulation manager:** abby smith (manager),
lee-ann lawrence
- client liaison:** linda tom, 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:** nadeema abduallah,
kaptuya nkongolo, reza ismail

- repro & printing:** FA print
- managing director:** robert arendse
- financial director:** andrew brading
- sales director:** david itzkin

www.roadaheadonline.co.za

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](http://www.capemedia.co.za)



The Chartered Institute of
Logistics & Transport
South Africa



All rights reserved. No portion of this book may be reproduced without written consent of the copyright owner. The opinions expressed are not to be considered those of either ROAD AHEAD or the publisher, neither of whom accept liability of any nature arising out of, or in connection with the contents of this magazine.



Cut the hills and keep the speed. Check out all the **TOP STORIES** at www.volvotrucks.co.za

THE NEW VOLVO FH16

Volvo Trucks. Driving Progress





road ahead

2nd Issue 2015
www.roadaheadonline.co.za

Transport on the move



Contents

14 **RFA Convention**

As the voice of the road freight industry in South Africa, the Road Freight Association aims to support its members

20 **Forensics**

Social Media: When you say these words, images of teenagers glued to their smart phones and staff abusing company internet services come to mind

30 **SABOA**

Mercedes-Benz introduces a versatile MidiBus chassis at the popular 2015 SABOA conference

34 **Hijacking**

More and more in the news we are seeing and hearing of criminal activities that are hurting our industry

40 **Driver wellness**

Over the years, the road freight and logistics industry has played a pivotal role in economic development

44 **Mining Indaba**

Power Generation in mining took centre stage at the this year's Mining Indaba, with companies looking for solutions to the energy crisis

49 **Communication**

Emcom Wireless was recently awarded a multi-million rand contract by the Royal Swaziland Police Service

50 **Logistics**

DHL expects 2015 to be a year of growth for the logistics industry on the African continent with favourable growth figures

Protect, monitor and manage your fleet with the most advanced 3G Vehicle Camera in the world!








IT 1000 3G vehicle camera and tracking solution.

With Intelligent Telematics there is no need to purchase and run two separate systems, we can now offer your fleet and vehicles an all in one 3G vehicle camera and tracking solution. The unit is hard wired to the ignition and can be fitted to any vehicle. The unit transmits its speed, GPS position and G-Force data frequently to a secure and designated server. In the event of a high G-Force the camera instantly transmits detailed telemetry data and HD quality video footage.

The IT 1000 package includes; 3G vehicle camera, professional installation, monthly data/airtime allowance, 3 year warranty and the VTS (Video Tracking System).

Key Features

-  Full HD Video - Automatically uploaded to server upon triggered event.
-  Web-Enabled User Interface - Email or screen pop up notification that an event has occurred.
-  Transmission of Speed, GPS position and G-Force data frequently sent to a designated server, through 3G network.
-  Accurately records Speed with GPS Data Recording at 10Hz (10x second), as opposed to industry standard of 1Hz.
-  Auto Calibrated G-Force Sensors.



ISO9001 accreditation,
& E1 Marked in Germany.

Key Benefits

- Significantly reduce Operational/Fleet insurance costs.
- First Notification of Loss – Immediate Claim Intervention.
- Increased accuracy/admissible G-Force and GPS data required to defend or help mitigate third party repair costs or injury claims.
- Track and log vehicle journey history - vehicle usage optimisation.
- Prove innocence and what really happened.
- Detect unsafe driving and driver training needs – Alter driver behaviour.

Contact us on 08611 58527 or
email craig@intelligent-telematics.co.za

www.intelligent-telematics.co.za





road ahead

2nd Issue 2015
www.roadaheadonline.co.za

Transport on the move



Contents

52 **Truck launch**

UD Trucks Southern Africa has launched its new Quester extra heavy truck range that includes 13 derivatives

60 **Supply chain**

Barloworld Logistics' supply chain foresight report has identified, named and explored the key elements that are affecting organisations

64 **Corporate profile**

WP Transport is enjoying an even more exciting transition stage at present as it expands both its internal infrastructure and footprint into Africa

66 **Future focus**

Transit agencies are placing increasing importance on pursuing sustainability in their operations

72 **Case study**

Several new technologies being introduced to the market by WABCO for heavy commercial vehicles are attracting increasing attention

76 **Light vehicles**

Gregory Simpson gets his hands on the new Ranger Plus XL and GWM Steed 5E Xscape, to pit the old favourite up against the pretender



E.M.ROGERS LTD

E.M.ROGERS LTD was founded in 1945 as a UK Based Road Transport company. Over the last 65 years the business has grown to cover European transport and also become one of the UK's biggest independent truck exporters.

Our 2 road transport companies run a combined 75 trucks and 170 trailers with offices in Holland and the UK.

Our trucksales business exports 700 trucks a year to Markets all over the Globe. Our main business is in East Africa with strong markets in Tanzania and Zambia. Through our extensive UK and European transport network we are able to source all makes, models and ages of trucks direct from the user.



We are still a family owned business and still operate the same values that started the company 65 years ago, Hardwork and Outstanding service. We understand what's needed from your vehicle suppliers.

Shaun Boyson

Trucksales website
www.emrogers.com

trucksales@emrogers.co.uk

Shaun Boyson

Sales Manager

Mobile+44(0)7515328086

Office: +44(0)1604593440

Email: shaun.boyson@emrogers.co.uk

John Rogers

Director

Mobile+44(0)7885877324

Office: +44(0)1604593440

Email: jr@emrogers.co.uk

EM.Rogers LTD

Ryehill Close

Lodge Farm Industrial Estate

Duston, Northampton

England

Nn5 7ua

Transport Companies

www.emrogerstransport.com/

www.kentvale.co.uk/





Contributors



Tony Sibanda serves as executive director business development at Emcom Wireless. Emcom Wireless provides critical radio communications solutions: design, implement, support and manage critical two-way radio infrastructure across a number of applications.

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.



Musa Ndlovu serves as national secretary for the NBCRFI and has a wealth of previous experience including working in government and parastatal organisations in both a legal and executive management capacity.

Enoch Silcock is currently the managing director at WABCO Automotive SA, having served previously as general manager and technical director. Enoch has more than 20 years experience in the commercial vehicle airbrake and system control industry.



Kyle Parker is the authority on marking, identification, traceability and authentication. With over 25 years' experience in every industry involved in manufacturing of any kind, he has consulted, presented and written many articles for his field.

Francois van Rensburg serves as executive: integrated customer solutions at Barloworld Logistics. Established in 2001, Barloworld Logistics has grown into a significant supply chain solutions business in Southern Africa.



With a degree in Business Management, Kate Stubbs joined Barloworld Logistics in 2002, prior to which she worked both locally and internationally. Following five years' experience as general manager marketing she was promoted to executive: marketing and has held that position for the past four years.

Charles Brewer serves as managing director, Sub Saharan Africa at DHL Express. He says that the company's increased focus on e-commerce and emerging markets, including Africa, has led the group to achieve growth in both volume and revenue in 2014.





RFA Convention 2015

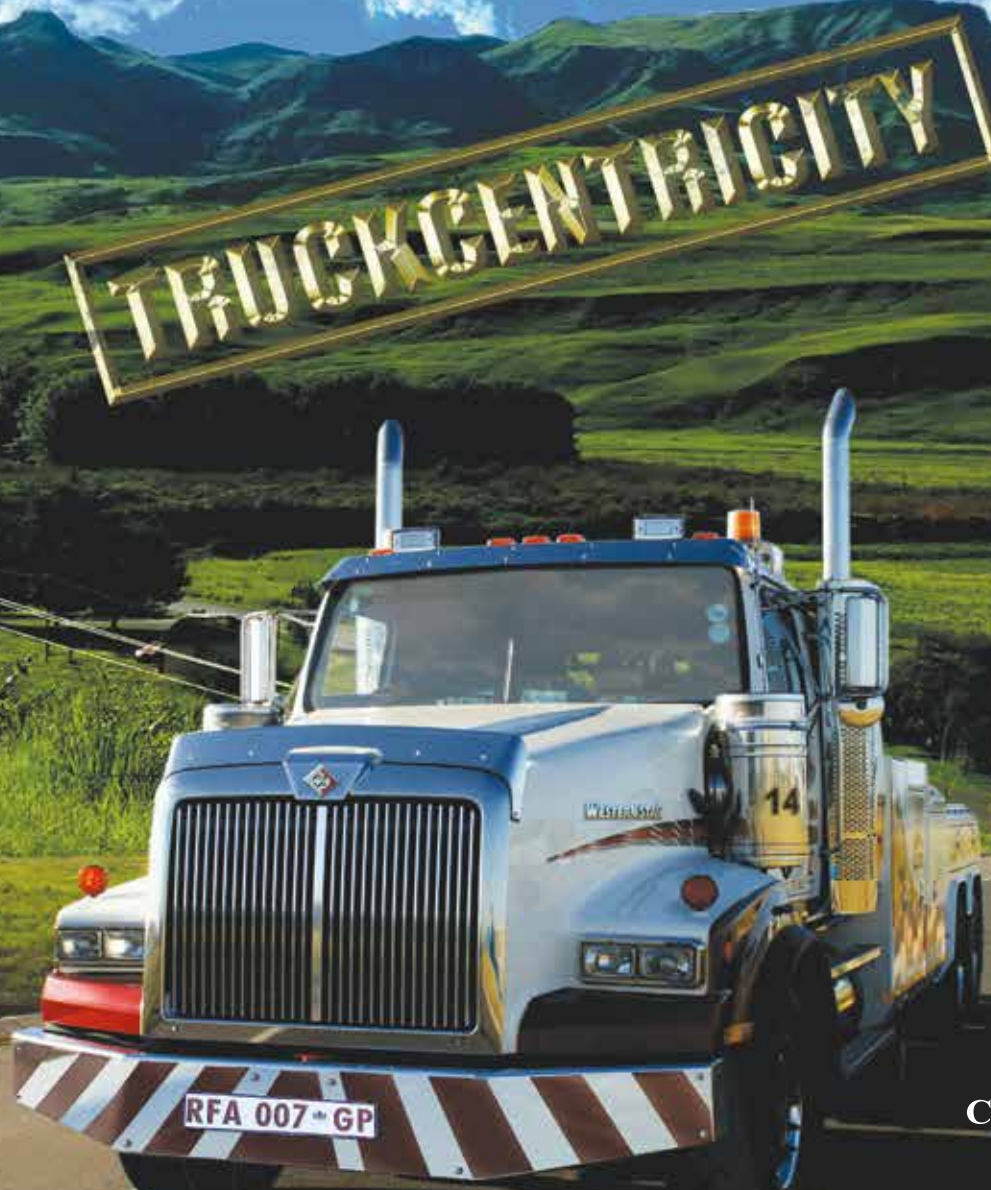
24 - 26 May 2015, CHAMPAGNE SPORTS RESORT, DRAKENSBERG

Join us as the trucking fraternity comes together once again to discuss, debate and ponder over the challenges, opportunities and idiosyncrasies of the trucking industry. Centered on trucking and themed "Truckcentricity" - this year's conference takes place over three days at Champagne Sports Resort situated in the tranquillity of the Central Drakensberg.

"Truckcentricity" will showcase the following:

- Practical implementation of the consignee/consignor legislation
- The BBEE Sector Code for the Road Freight & Logistics Industry
- Road safety - the cause & prevention of Accidents
- Greening the trucking industry - Lessons from the USA
- Meeting Supply Chain Expectations
- Impact of the Power Crisis in the Road Freight Industry
- An analyst's view on the bond market downgrade & stability & volatility of our labour market

For more information please contact Shantal on 011 974 4399 or email events@rfa.co.za



**CHAMPAGNE
SPORTS
RESORT**

WITHOUT TRUCKS, SOUTH AFRICA STOPS!



road ahead

2nd Issue 2015
www.roadaheadonline.co.za

Transport on the move

Foreword



Francois van Rensburg, Executive: Integrated Customer Solutions at Barloworld Logistics

While it is always difficult to look ahead and predict the future with great accuracy, businesses can certainly benefit from anticipating key trends and planning accordingly. With regard to the logistics industry—which essentially acts as the backbone for other sectors—the outlook is closely aligned to that of the general economy. Businesses should therefore expect subdued growth in the second half of 2015, and use the opportunity to reassess the effectiveness of their business and its assets.

We are seeing many businesses reviewing their strategies and structures, and therein lie opportunities to further optimise supply chain networks to ultimately unlock value.

Unlocking value and managing change

Certain factors will play a key part in shaping these strategies, such as the lower price of fuel. According to van Rensburg, the lower fuel price will re-calibrate the inflation profile of the industry and should reduce the current logistics cost (high in terms of global standards) as a percentage of GDP (12.8%). Combined with a favourable exchange rate, this will improve customers' export potential and growth.

"As for the transportation sector, where the fuel price makes up between 18% and 45% of the cost of transportation—depending on numerous factors such as vehicle type, size, load, etc—the lower fuel price could also reduce the arbitrage between road transport routes and certain rail routes," he adds. "It should also assist smaller operators' cash flow who typically have to finance their monthly fuel purchase."

Taking a broader view, it is encouraging to note that local companies seem to have more realistic expectations of the market, and are leveraging new opportunities more effectively. Talent retention, for example, has become a focus area, as well as fast-tracking expansion into Africa and finding new high growth markets. Given the tougher macro economic conditions, key decisions will need to be made around the low utilisation of infrastructure and possible avenues for consolidation.

"On the downside this could lead to people taking short-cuts and general non-compliance in order to remain competitive. The quality of procurement practices will therefore have to be improved," cautions van Rensburg. "Wage negotiations are also imminent in this sector—the violent nature of which over the last few years has caused disruption from both a service and cost perspective to industry stakeholders."

Underlying each of these factors is the rapid and relentless pace of change. As the 12th Barloworld Logistics supplychainforesight report highlighted, change management and the ability to anticipate and adapt to major shifts in the local and global environment will be critical for short, medium and long term success.



Declared Cargo Express cc

Import • Export

Customs • Clearing

Airfreight • Warehousing

Transport • Courier

Distributors • Removals • Transport



Tel: 018 642 3359 • 018 642 2216 • 018 642 2276 • Cell: 072 1981 201

Fax: 08 66 22 63 77 • E-mail: pre-clear@declaredcargo.co.za



road ahead

2nd Issue 2015
www.roadaheadonline.co.za

Transport on the move

Ed's letter

Opportunity knocks



Welcome to another jam-packed edition of South Africa's premier trucking and logistics magazine. It has been another busy time for the industry with new truck launches and favourable first quarter results for some of our logistics powerhouses.

I was lucky enough to attend the launch of the new UD Trucks Quester range—at Legends Golf and Safari—which is trying to make inroads into the mining and construction sector in Africa. With solid build quality and sound after-sales they do have a package to take seriously.

With the RFA Convention just around the corner we highlight some of the pressing issues and opportunities facing the industry. Syndicate crime is undoubtedly taking a chunk out of the country's GDP; with the theft itself, breakdown of the supply chain and security spend to curb future pilfering all adding up.

Companies are employing some advanced technologies to combat this scourge, trying to stay that one step ahead of the criminals, which is never easy.

Famed PI Stan Bezuidenhout takes a closer look at the impact and usefulness of social media in the fight against crime. You would be surprised how something like Twitter can be used for good and not just mindless profile updates to friends.

In keeping with the technological edge, trailer brakes and aerodynamics come under the spotlight, as companies look for any advantage to cover their bottom line better.

On a less positive note, it is alarming to see another rise in the petrol price. How much do you really want to milk the system before the cow goes on strike?

Government should consider the pockets of their citizens more than their own agendas at times. We should be making the most of lower fuel prices to help logistics companies that have been drowning under increased running costs as a direct impact of tax/fuel hikes. Not to mention e-tolls, which is not worth getting worked-up over again.

There should be more than enough money made from the standard fuel tax to maintain all of SA's roads without the need to toll.



KELTRUCK

SCANIA RECYCLED PARTS



+44 (0)121 405 0066

Our £½ million stock -holding is the most comprehensive in Europe and covers all Scania OEM parts; from a door handle to a complete engine, from a replacement panel to a complete cab ready to 'drop on'.

**ENGINES • GEARBOXES
TAIL LIFT PARTS
AXLES • CABS**

PLUS A FULL RANGE OF COMPONENTS ...

*Neil Vazey
General Manager
(Recycling)*



E: usedparts@keltruck.com

W: keltruck.com/shop — BUY ONLINE



Debating a better future

As the voice of the road freight industry in South Africa, the Road Freight Association aims to support its members by positively influencing the state of the industry under various topics such as, but not limited to: reasonable road rates, upkeep of the road infrastructure, road safety, freight security, driver interests, cross-border transport, development funding for emerging operators, education, health, the fuel price, law enforcement, labour relations and many other issues related to road freight transport



Mercedes-Benz South Africa's (MBSA) continued involvement with the Road Freight Association (RFA) includes participation and sponsoring of the RFA Annual Convention, taking place at the Champagne Sports Resort in Central Drakensberg.

Themed as 'Truckcentricity', the convention will be centred on trucking and aims to bring together industry players to debate over not only problematic issues but opportunities as well. Known for continuously adding value to their members, the RFA convention is also a great opportunity for networking. This will include a golf challenge and a welcome dinner where the delegates will have time to discuss practical ways of improving the road freight industry.

This year's convention will shed light on critical issues such as the cause and possible prevention of road accidents. Other important topics to be covered include how to ensure a sustainable road freight sector and the impact of the Broad-Based Black Empowerment sector code.

As it is no secret that South Africa's current economic outlook leaves a lot to be desired and this directly affects the commercial vehicle market, this makes the RFA initiatives imperative. Members such as MBSA will use the convention to discuss innovative solutions for industry-wide challenges to ensure profitability.

Efficiency is one factor that all partners in the freight industry have in common and Mercedes-Benz trucks have a number of solutions that actively promote efficiency. These include the proven Hypoid Axles which can save operators up to 5% in fuel and Telligent Maintenance, which can save up to 14% in service costs per kilometre.

Forming part of the MBSA stable is the Freightliner offering, widely regarded as the king of the long haul. Freightliner trucks continue to provide tailor-made mobility solutions and one of the original equipment manufacturer's highlights is the Freightliner warranty.

This offer means all Freightliner trucks running on either DDC or Cummins engines will also be covered for five years, or 800 000km. Transmission, steer axles and drive axles are covered for three years or an unprecedented 600 000km. This offer is valid for all vehicles registered with NATIS from the 1st January 2014.

In addition, MBSA's value chain offering includes the FleetBoard Management system, Driver Training initiative, CharterWay (maintenance contracts which offer customers total cost of ownership) and a number of tailor-made Mercedes-Benz Financial Services offerings.



Supply chain foresight highlights



Meanwhile, the 12th annual Barloworld Logistics supplychain-foresight report, 'Embracing Change for a Sustainable Future', highlights the rapid pace of change that is transforming organisations at every level and across sectors; some of which will be debated at the RFA convention.

The report identified and explored the key elements that are affecting organisations today (and will do so tomorrow), and sought to understand how businesses are approaching and dealing with major shifts in the local and global environment. Based on independent research conducted by Frost & Sullivan on behalf of Barloworld Logistics, the in-depth survey garnered the views of over 370 professionals representing companies across South Africa.

The top ranking objectives highlight South African companies' need and desire to leverage, manage and control the elements of change more efficiently.

Key Strategic Business Constraints over the next 5 to 10 years:

- Cost of doing business: 81%
- Ability to anticipate change and adapt quickly: 77%
- Lack of relevant skills/talent: 75%
- Currency volatility: 73%
- Macroeconomic uncertainty: 73%

South African businesses are dealing with many constraints simultaneously, potentially leading to a shorter-term business focus.

Key Strategic Supply Chain Objectives over the next 5 to 10 years:

- Improving service levels to customers: 94%
- Integration of technology: 84%
- Improving the flow of business intelligence: 81%

- Lowering procurement costs and reducing order lead times: 81%
- Improving visibility in the supply chain: 79%

The top three objectives ranked by respondents are consistent with last year's survey and theme, indicating the importance of customer centricity.

Key Strategic Supply Chain Constraints over the next 5 to 10 years:

- Willingness to change/breaking old habits/relationships: 71%
- Supply chain information and intelligence: 68%
- Reactive vs. proactive approach: 65%
- Internal and external silo-based mentality: 64%
- Labour unrest: 64%

Almost all supply chain constraints were ranked highly relevant or relevant to their business by over 50% of respondents, demonstrating a very challenging environment for SA businesses. Seven out of the top ten ranked supply chain challenges relate to people, highlighting the vital role people play in determining and executing the business strategy.

Respondents' definition of change in a business environment:

- Continuous adaptation and refinement to constantly adjusting market conditions: 50% (adaptive)
- Organisational transformation aligned with a clear vision: 25% (Planned)
- The means to the realisation of new strategic objectives: 22% (strategic)
- Managed responses to disruptive events: 2% (responsive)
- Short term operational adjustment needed to maintain a competitive position: 1% (operational)

Respondents' views and attitudes towards change:

- Only focusing on short term survival will result in South African Industries losing ground in global markets: 93%
- Government must do more to join with industry in creating a vision for the future: 89%
- In today's climate companies are more focused on short-term challenges over long term opportunities: 72%
- Knowing how to respond to change is more important than trying to create change: 61%

It is positive that 71% of respondents acknowledge that identifying future change is possible. The number of respondents not stressed by change is surprisingly high when you consider the top business objective was identifying and managing change, while the second biggest constraint was the ability to anticipate change and react quickly.

Some 55% of respondents ranked their companies as average to poor at supporting change with training and learning sessions, which is a concern as the lack of relevant skills and talent was identified as one of the top constraints to achieving strategic business objectives.

Respondents' evaluation of company's capabilities to implement changes effectively:

- Extensive and comprehensive: 7%
- Well executed but needs improvement: 45%
- Average: 38%
- Poorly executed: 9%

How far ahead do you predict the changes in your supply chain?

- 5 to 10 years: 12%
- 2 to 5 years: 40%
- 1 to 2 years: 20%
- 6 months to 1 year: 12%
- Less than 6 months: 7%

Does your company use supply chain generated data to predict changes?

- Somewhat: 42%
- No, but we are working on it: 16%
- Yes: 20%

Does your supply chain function data enable a quick response to changing conditions?

- Somewhat: 43%
- No, but we are working on it: 22%
- Yes: 18%

The extent to which supply chain partners are integrated in your company's change process:

- Consult and integrate very well: 24%
- On core issues: 54%
- Do not consult: 15%

The extent to which megatrends represent an opportunity:

- Technology innovation: 94%

- Rise of African economies: 93%
- New, creative business models: 88%
- Logistics technology platforms: 88%
- Device connectivity and Big Data: 86%

The extent to which megatrends represent a threat:

- The rise of Asian economies: 47%
- Demand for environmental / green credentials: 29%
- Industry convergence: 26%
- New, creative business models: 26%
- Mass collaboration: 24%

The extent to which organisations anticipate game-changing shifts or events:

- Intermittently: 40%
- Constantly: 42%
- Rarely: 13%

Read more about this informative survey on page 58 of this magazine.

Case study



Premium Quality for the Long Haul



It's no secret that most heavy-duty truck trailers in South Africa lag way behind the truck-tractors that tow them in terms of safety and technological sophistication. One experiences first-hand the traffic jams caused by jackknifed truck and trailer combinations and we read all too frequently of horrific road accidents where lives are lost and property damaged due to non-roadworthy trailers being allowed to operate on our roads.

Simon Dolphin, technical manager, SAF-HOLLAND SA says, "The reality is that for many fleet operators, the trailer is a secondary consideration when it comes to build quality, maintenance and safety. The main focus within the industry as far as vehicle standards are concerned is the truck-tractor.

"Truck buyers are always looking to improve cost efficiencies by reducing fuel consumption and brake and tyre wear, while prolonging vehicle uptime as much as possible through vehicle reliability and extended service intervals. These are excellent procurement strategies but by and large, they fail to be applied to a new trailer or one being refurbished."

In an industry that faces ever-tightening margins for both profit and error due to increased competition and stricter legislation, "today's successful operators are those who follow Best Business Practice guidelines, deploying and diligently maintaining high-quality truck-trailer combinations that are technologically and chronologically on a par with one another," says SAF-HOLLAND SA managing director, William Mathee.

A distinct advantage fleet owners have is that they can buy a fully customised trailer from a host of reputable manufacturers around the country, while their 'bespoke' options are comparatively limited when buying a truck-tractor.

"For those operators using premium-class truck-tractors, it simply doesn't make business sense to have them pull trailers that are

incapable of harnessing the technologies on their prime-movers. Safety is always a critical factor and braking technologies like ABS, EBS and ASR, as well as vehicle stability programs like ESP come standard on the latest premium-class truck-tractors but they are rendered useless if the trailer is not equipped with compatible technologies," explains Dolphin.

At the forefront of global truck-trailer innovation, SAF-HOLLAND has developed a comprehensive range of ancillary trailer products that give fleet operators a choice of options to design a vehicle that perfectly matches their truck-tractor; one that is purpose-built, cost-efficient and safe.

"All SAF-HOLLAND products are fleet-tested in the harshest conditions and have proven themselves around the world for their low maintenance costs, longevity and ease of maintenance," Mathee adds. "With fleet profitability being the ultimate objective, every SAF-HOLLAND product works to that end by offering lower weight for more payload, fewer moving parts that are longer-lasting for improved vehicle uptime and world-beating innovation for safety and reliability."

SAF-HOLLAND has a footprint on six continents and has invested over R4m in establishing an axle assembly plant in Johannesburg alongside a product and parts warehouse with an inventory worth over R50m. A team of 21 skilled trucking professionals based in Gauteng, KZN and Cape Town supplies and supports truck OEMs, trailer manufacturers and premiere fleets like Unitrans, Imperial and NiDa.

For Dolphin, "the substantial investment made by our parent company in Germany enables SAF-HOLLAND SA to fully support its customers with class-leading warranties, swift aftersales service and skills training, adding superior value to the products we supply."

For truck fleet operators seeking genuine competitive advantage, SAF-HOLLAND has the winning formula: "A premium product may have a higher purchase price but its lifecycle costs will be lower, resulting in lower total cost of ownership. SAF-HOLLAND products will lower your running costs while improving your uptime and payload potential, ultimately boosting your fleet profitability," concludes Mathee.



State-of-the-art axle assembly line geared to meet demand

More information: www.safholland.co.za

Are your thoroughbreds



pulling dogs?

'Premium quality is best in the long run,' say those in the know...

'Harmonise the trailer with the truck-tractor,' is the wisdom...

Why then, are trailer standards in South Africa so poor?

Isn't it time

*your technology truck
got a technology trailer?*



Innovation and Safety for Your Success

Offering a full spectrum of truck-trailer components to the heavy-duty commercial transport industry, SAF-HOLLAND South Africa enjoys the full support of its parent company, SAF-HOLLAND GmbH, a global leader in the engineering and supply of high-quality trailer components including: axle and suspension systems; kingpins, fifth wheels and coupling products; as well as landing gear and automated tyre inflation solutions.

With its own assembly line and massive parts warehouse situated at its Johannesburg headquarters, SAF-HOLLAND SA is equipped to meet the demands of South Africa's growing trucking industry, offering class-leading warranties on all its products, backed by rapid hands-on service and product training from its service centres in Gauteng, Kwa Zulu-Natal and the Western Cape.

Telephone: 011 496 3196/011 496 3956/011 496 2447/Fax: 011 496 3696

Physical Address: Reco Building, cnr Crownwood & Modulus Roads, Ormonde, Johannesburg

Email: simon@safhollandsa.co.za

Web: www.safholland.co.za





Social Media: Can it reduce risk?

Social Media: When you say these words, images of teenagers glued to their smart phones, staff abusing company internet services and the infidelity of spouses often spring to mind... People love to hate everything called 'social media'. You often hear people saying things like "I don't do Facebook" or "I don't see the point of Twitter". Some refer to 'MixIt' and claim that it is used by perverts, writes forensics expert Stan Bezuidenhout.



Forensics





Of course, most modern, liberal, connected and innovative companies and groups have been exploiting the various social media platforms for everything from broadcasting (think news) to publication (think book releases) and even data mining and market research (think political parties) to great effect. Others have declared all social media out of bounds at the office, have taken active steps to keep staff away from it and have had computer internet connections specially programmed to prevent access to these “tools of modern distraction”.

While all these references, fears, negative connotations, concerns and judgements have their origin in factual events, losses and even crimes, how can social media be used to positive effect? Is it even possible to achieve anything positive through mediums like WhatsApp, BBM, Facebook, Twitter and Zello—to name but a few options?

The short answer is yes. But there’s ‘a bit’. In order for us to even address the claimed or possible benefits of each platform or solution; we need to agree on the basic understanding of what they are, how they can be used (and abused) and how and why a particular platform would be chosen over another. So let’s consider them in turn.

YouTube

The reason why we started with this is because most companies do not allow access to it any longer for fear of abuse. Those videos staff watch of cats talking, dogs riding skateboards and people falling really hard (how is that funny, anyway?) can burn up data and chase up costs like nobody’s business. When staff start spending their time looking at music videos, cute animals and pranks, they are cutting into productivity and internet bills can soar.

But then there is the ‘free’ education. Imagine a fleet manager preparing for a presentation to management about the cost of a particular tracking solution. He needs to make sense. The group is considering a new technology and they’ve asked him to ‘look into it’. If he spends time with sales people from various tracking companies, he spends most of his time listening.

Every meeting involves a representative telling him why their solution or gadget is better than anything else on the market. He might need to see five companies. In the end it comes down to at least five hours spent ‘listening’ and includes tea and cookies and an invariable exchange of e-mails after. If he wanted to truly understand the industry, he might need to go and attend additional training or a workshop. Because you pay for those, he cannot abandon his interest after five minutes of attending—he has to sit it out. You’ve paid. He can’t waste your money.

If he went to YouTube, on the other hand, he can search for the technology of his choice, immediately watch a training or technology video at his desk, take less than 15 minutes to do so, stop and choose another video within 10 seconds if he prefers, watch it as many times as he wants or even download it and include it in his presentation—all for the relatively low cost of internet access and limited loss of productivity.

The employee becomes more informed, has exposure to a vast amount of intimate technical data, can see and understand the technologies under consideration, compare different products, consider possible options and solutions—all without leaving his desk.

On a cost/benefit analysis scale, this is much more effective than the old, dogmatic ‘meet and greet’ that has now become the ‘con and close’ method, in any event. YouTube is loaded to bursting point with highly educational video content that would be wasted if companies insist on shooting the messenger, as it were. The same goes for Vimeo—another, more business and education-oriented video streaming service.

Facebook

Facebook is somewhat of an enigma, really. People use it for all kinds of sinister reasons. Husbands have cheated on wives because they “met someone online”. Criminals have used data collected from Facebook to stalk and even rob unsuspecting victims. People are able to create false profiles, completely new identities and even profiles for animals or places—hiding



the identity of the real person from plain view. This exposes companies to immeasurable risk since the details, activities, movements and even work project information criminals could get via Facebook can and has led to serious breaches in company security.

But is it all bad? Not so, it would seem. But using or having access to Facebook and doing so safely takes a number of specific steps which most people never bother to follow. First, you need to use your PRIVACY settings. You cannot have just anyone see who you are, where you are, what you are up to and where you live and work. This is plain irresponsible. You also need to ensure that you don't simply accept every 'friend request' you get.

While it's cool to feel like a celebrity when you have 5 000 friends on Facebook, you need to understand that those you have no real-world association to might include all manner of unsavoury characters. What you say on Facebook does not stay on Facebook. Because the number of people who have access to your comments and opinions, as you share, comment and post, could run into the thousands – ranting about what an idiot your boss is, might very well come back to kick you in the butt – as you leave out the door ...

For Facebook to be used as a business tool, users must have personal discipline and they should wear their 'company hat' at all times, in order for this social media platform to be of any benefit. But what benefits could there possibly be?

Firstly, live crime and situational intelligence can positively impact on productivity. If you know that there has been a mall robbery, major collision, bridge collapse or flood in a particular area, in virtual real-time, you can re-direct or delay operations or fleet movements and save valuable hours. You could become aware of a new or novel burglary, robbery or hijacking technique within minutes or hours and immediately alert staff and drivers. The possibility of generating sales leads, getting referrals and/or meeting potential business partners cannot be overlooked either. So—as 'evil' as Facebook can be, it can be a very effective source of real-time operational risk intelligence.

WhatsApp

Dishonest husbands have used 'alternative communication methods' to communicate with their mistresses for as long as man has been around. Those beeps she hears late at night and her husband's frantic efforts to prevent her from seeing his phone has been the cause of many a sleepless night for long-married housewives and arm-candy girlfriends. Youngsters use these chat programmes to plan late-night escapades, to explore their sexuality by sending revealing 'selfies' and even to order drugs. In companies, workers plan parties, agree on drinking venues, send very explicit selfies to lovers, share jokes and read prayers. No matter what they say—the time spent on the cell phone is time taken away from work.

More interference in productivity

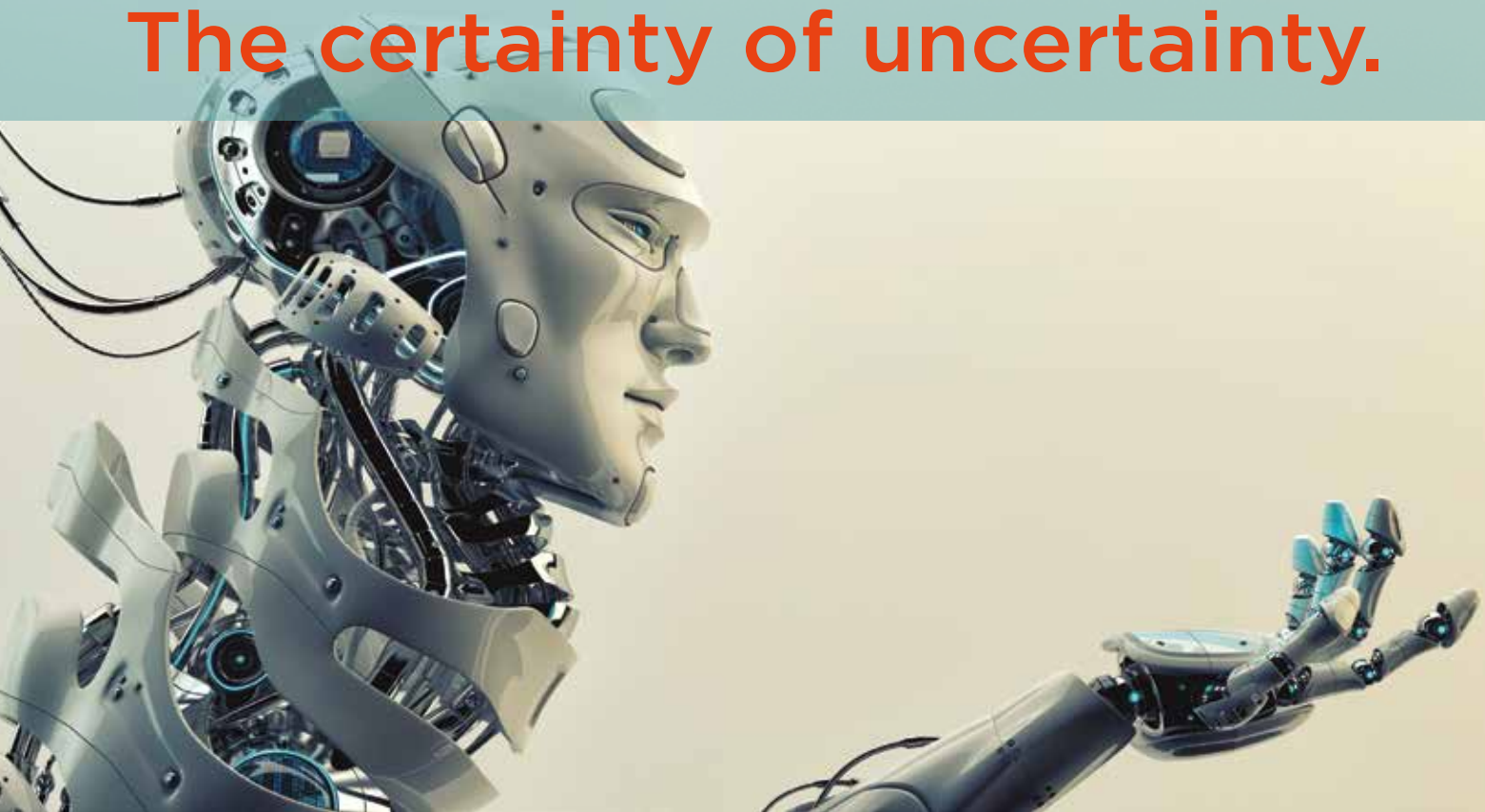
Because workers can be in direct contact with literally hundreds, if not thousands, of other non-productive working-class people of seminal interest, the seemingly innocent distraction caused by reading a joke in 30 seconds is considered irrelevant. But when this happens all day long, it can become a problem and impact negatively on work ethics and productivity.

But then there are theme-specific groups. Currently, emergency services, police, tracking and recovery units, hijacking response teams, fire services and even animal protection services use groups on platforms like WhatsApp to ensure that calls go out immediately. They use groups to ensure that feedback and updates can be sent to crews and services still en route, to hospitals expecting patients and/or to traffic monitoring services to alert other road users.

Whether you are a traffic officer patrolling a route, a police officer protecting it, a tow service clearing it or an ambulance service responding to it—WhatsApp groups enables users to share vital information, which could include live photographs, directly to managing or other responding services.

Police officers are using WhatsApp groups to great effect, exchanging wanted suspect information, stolen vehicle

The certainty of uncertainty.



➤ Change is evident on all fronts, and it's happening faster than we can blink. Business Unusual, No Normal and Connected Complexities are indications of the evolving world we work and live in. ◀

Discover how change is becoming the new game changer for South African businesses and supply chains in Barloworld Logistics' 2015 **supplychainforesight** report: Embracing Change for a Sustainable Future.

Now in its twelfth edition, this qualitative benchmark study researches and reports on attitudes, issues and trends in South Africa's supply chains.

details, shootings in progress and even details on escaped convicts to hundreds or thousands of colleagues almost instantly. Ambulance services can give immediate feedback on the additional services or resources needed at medical scenes and hijacking recovery agents can alert borders immediately of a possible vehicle approaching.

Zello

Zello is a relatively new service that has replaced the mostly text-based solutions with a cell-phone based Push-to-Talk Broadcast service. There is little abuse of this service and not many people are familiar with it. Because you communicate using your voice over a two-way radio-type platform immediately to many similarly connected listeners using data streaming rather than cellular communications, this solution has been very well received and saves on the cost. With a cellphone you can typically only talk to one person at a time whereas Zello enables you to have group conversations with hundreds of other users.

While the data streaming saves on cellular call rate costs, there is a down-side: It comes at the cost of data (which is still not cheap) and literally burns through a cellular battery charge in far less than a day on most modern phones. This is a negative, because phones are also needed for regular calls, SMS's, messaging services, e-mails and those other social media uses already covered. Zello is also voice-based, so the constant drone of messages—which include relevant and irrelevant discussions—can become distracting and even bothersome, so many people turn their Zello services to silent. This defeats the design and purpose.

On the plus side, small fleets of vehicles can be interconnected and management can easily 'broadcast' instructions, alerts, warnings, lookout and changed meeting schedules to multiple members. Drivers in distress can call for help to all their connected colleagues or friends and since most people already own cellular phones, there is no need for additional expenses to buy radios to enable live group communications. And Zello is being used all over the world to very great effect. A police officer in Cape Town can now ask an FBI Agent in Washington for assistance while dealing with an international suspect—in real time.

Twitter

Last but hardly least; many people are not quite aware of what Twitter can do yet. Twitter is seen as a business or personal promotional tool that enables users to 'advertise' by posting short comments that are read by their 'followers'. People would typically use Twitter to follow celebrities like Madonna, world leaders like President Barack Obama or companies like Microsoft. All in the ever-prevalent search for current, live updates, latest pursuits, opinions, etc. The phenomenon is reasonably limited to people wishing to have a voice, promote personal agendas, advertise services or to follow and actively have insight into the daily lives or activities of others they support or idolise.



Many companies have not considered this a true threat to productivity yet, since the service is more popular on cell phones and tablets than on computers and is not as widely supported in South Africa as in some other countries. But it can take its toll if people become obsessed with following, 're-tweeting' or posting in worlds that consists of micro bites of information.

Of course, Twitter is just another platform for the live exchange of opinions, ideas, events, moments and media. This enables road safety and road user organisations to share collision events, road blocks, speed trap locations, road works delays and other relevant information directly to users. Companies can use it to share trends, new product launches, special offers and product-specific campaigns directly to literally thousands of users and benefit from those 're-tweeting' their advertisements. This is cheap advertising. By following specific accounts, like Arrive Alive, Justice Project South Africa, Fatal Moves, the Automobile Association and IBF Investigations on Twitter, transporters have immediate access to very powerful education, road safety advice, event and situation updates, expert opinions and benefit from the constant flow of road safety information.

But all this means one thing: more and more time spent on different platforms and solutions, more battery life used more cell phone use more data use and more time spent away from work. Doesn't it?

Not quite, you see—the cost of interaction is relatively small on some platforms as the size of messages are limited but larger on others as website links, videos, long messages and multiple images can be added. But this is only an issue if



there is no cost-benefit component involved. If a truck driver is using his cell phone to catch up on Twitter while driving, he increases his crash risk and can have a collision causing serious loss, injury or even death.

But if the national risk executive of a company is in a position to receive live updates about current events, like hijacking trends, major road closures due to crashes or protest action or extreme weather and flooding, it places him or her in a position to redirect resources, re-route vehicles, delay departures or plan for delays—saving thousands or even hundreds of thousands of rands.

I have been using social media for years now. I have been friended, followed, retweeted, shared and quoted more than most people care to quote. Equally, I have been reported blocked, kicked off and personally attacked on social media as well. In spite of this, I feel that I experienced more benefit from the use of social media than I cared for the disadvantages. When I started Truck Hijackings/Crashes on WhatsApp, I decided to take a number of active steps to make the group effective.

For starters, I introduced a set of rules: No user is allowed to enter into any conversation on the group. It is used exclusively for the dissemination of active or relevant information, relating to truck crashes, truck hijackings, public unrest that will affect transport operations, business robberies or extremely violent crimes. I made the focus narrow.

Next, I select contributors or members of the group very carefully. We have mostly national risk managers, large fleet operators and road safety experts on our group. They are naturally disciplined and are mostly very busy professional people who don't have the time to sit and type long messages on a cell phone. I do everything I can to limit the distribution of irrelevant or off-topic information: this group has no daily prayers, there are no jokes exchanged, the members use it more for receiving information than for sharing and I filter out relevant information from as many as 35 other groups and from multiple social media sources, from where I hand-pick relevant posts on a 24/7 basis. This is extremely time-consuming, but I consider it my effort to reduce road transport risk. We often post live and current information on crimes that are still very much in the active/operational stages. For this purpose, I consider the content of posts very carefully and I will specifically remind members of my group that they should not share specific elements on social media. I get information from National Police and Intelligence Groups and sometimes get crime information that is so fresh that current operations and even armed conflict is still on-going.

For this reason, my group members have to respect my requests and comply with our rules. In order for me not to violate the trust I have built up over more than two years with some other groups, I have a very strict one-chance policy. If our group members violate this one rule—no posting on social media—they are immediately removed from our group. This is not a social experiment or a platform for being cool because you know something first. I am serious about what I do and fortunately my group members respect it. I owe

It keeps your vehicle going. How is your battery?

Midtronics products are recognized around the globe & trusted by the world's leading OEMs, fleet operators and roadside assistance providers.



MDX-300 & MDX-600 series
Safe, fast, simple - test the battery and electrical system and print the results for instant review with your customer.



EXP-1000 [HD]
Quick and reliable preventive battery maintenance ideal for fleets.



ChargeXpress PRO series
Battery conditioning during programming and maintenance, charging and power supply.



GRX-3000
Combines switch-mode charging with conductance technology and load testing for a complete battery diagnostic routine in the shortest possible time.



www.midtronics.com

**Advancing
Battery Management**

**Comtest Technologies
(Pty) Limited**

10 Enterprise Close
Linbro Park, 2090
Tel: 011 608 8520
info@comtest.co.za
www.comtest.co.za



measure with confidence



Pieter – Recycler, PTA



Megan – Transporter, PE



Midrand Depot

OUR SYSTEM WORKS TO CREATE EMPLOYMENT & GROW SMME BUSINESSES



Durban Depot



Johanna – Depot Manager, Mossel Bay

With unemployment on the rise – now is the time to turn the problem into a solution. REDISA manages the process of turning waste into worth via a Waste Tyre Management Plan that aids employment and supports SMMEs. Of the 200 SMMEs we are required to establish within 5 years, 170 have already been created. With this success you can imagine the potential our plan has for the future.

For more of our remarkable achievements, statistics and stories worth celebrating, please visit our website.



JOIN THE JOURNEY | www.redisa.org.za | [f /wasteintoworth](https://www.facebook.com/wasteintoworth) | [@wasteintoworth](https://twitter.com/wasteintoworth)



REDISA^{NPC}
RECYCLING AND ECONOMIC DEVELOPMENT
INITIATIVE OF SOUTH AFRICA

Forensics

special thanks to them all for making the group a success.

I realise that there are many incidents happening all over the country—things like major crashes, hijackings, business robberies, vehicle theft and even murders of truck and bus drivers—but that all these events are disconnected between various social media platforms. As I service primarily my existing clients, I realised that they could benefit from the live intelligence associated with these events. Knowing that there is a new trend developing in the modus operandi of hijackers, that there is a syndicate operating in a particular area, that certain types of vehicles are specifically targeted, that there is unrest and public violence in a particular area or on a specific road, would be something my clients would want to know immediately.

As I started to share the information on this group, I started to realise that there are other transport operators that are not my clients but who would start contacting me for information on current criminal trends, hijacking events, etc. With this in mind I decided to allow all transport operators who have a risk mitigation mentality to join the group. It has grown and we will soon need to register a second group to accommodate new members.

So how do people feel about my Truck Hijacking/ Crashes Group?

“A group of this calibre is a very valuable tool for the trucking industry and law enforcement to collect information relating to risk areas. I’m part of the group because I can be of assistance to the trucking industry, should medical assistance be required. I believe every fleet and risk manager should be on this group to be in the loop regarding factors that impact negatively on transporters.” Ziyaad Warasally, ILS Medic with a national medical emergency service provider.

“We have trucks coming in and out of South Africa, operating mainly in Pretoria, Johannesburg and Sasolburg, down to Secunda. The reports of strikes, hijackings and other threats from this group helps us to sensitise our drivers to be cautious and sometimes helps us divert trucks along safer routes. Social Media has become part of our risk management efforts, in a way. Communications from this group is instant and easy to understand as it often includes photos or even videos of live scenes.” Michael Derrick, senior contract manager: Unitrans Botswana.

Stan Bezuidenhout



Photo by S Bezuidenhout DIRECTION 288 deg(M) On Twitter @StanfromIBF 025°44'36.7"S 027°54'36.5"E 2015-02-18 22:00:00+02:00 ACCURACY 5 m DATUM WGS84 9x3m STORAGE UNITS TO LET 082 44 22 635



Photo by S Bezuidenhout On Twitter @StanfromIBF 2015-02-18 21:59:50+02:00





Mercedes-Benz introduces versatile MidiBus chassis

FUSO Trucks SA and Mercedes-Benz Bus & Coach are optimistic about the future of their recently launched products at the SABOA conference, the FUSO Canter Bus and the Mercedes-Benz Midi Bus, built on the OF 917 RF chassis

With FUSO continuing to grow its range, the latest Canter Bus has impressed not only its customers but also an array of industry experts. First, it made history by being the first commercial vehicle to receive the Automotive Researchers and Journalists' Conference's 'Car of the Year Special Award 2013'. This was followed in Ireland by the accolade of 'Best Energy Efficient Product Award' being bestowed on this impressive vehicle.

Rich in a 52-year-old heritage associated with reliability and performance, the Canter Bus continues to apply FUSO's long-standing global branding to the future of transport technology in South Africa.

"The Canter Bus is indicative of our pioneering spirit of always moving forward for our customers and society. As we continuously refine the Canter—including the bus—so that it remains at the forefront of the transport industry, we ensure that we do this in consultation with all our stakeholders," said Godfrey Hani, head of FUSO Trucks SA. "As a vehicle that is set to dominate the transport industry, the Canter Bus offers newly developed drivetrains. Our FUSO designers and engineers went beyond the ordinary and put everything they know about powertrain technology and efficiency into the new Canter Bus," added Hani.

The Canter Bus's new 4P10 twin camshaft, four valves per cylinder, turbocharged and intercooled 4-cylinder diesel engine is coupled to an advanced DUONIC 6-speed, dual-clutch automated manual transmission—the only dual-clutch transmission available in a bus.

What the Canter Bus does extremely well is to maximise efficiency and lower the total cost of ownership while being one of the most practical vehicles to own and operate. With the combination of the 4P10 engine and DUONIC transmission, fuel efficiency targets are achieved. The eco-mode further improves efficiency; the dual clutch provides a soft shift that needs no maintenance and achieves the lowest shift shock in its class.

As one of the smoothest-running, easiest-to-drive buses on the market, the Canter Bus offers a significant increase in the length of the service intervals up to 25 000km in some applications and a two-year unlimited kilometre warranty bumper to bumper also contributes significantly to lower cost of ownership.

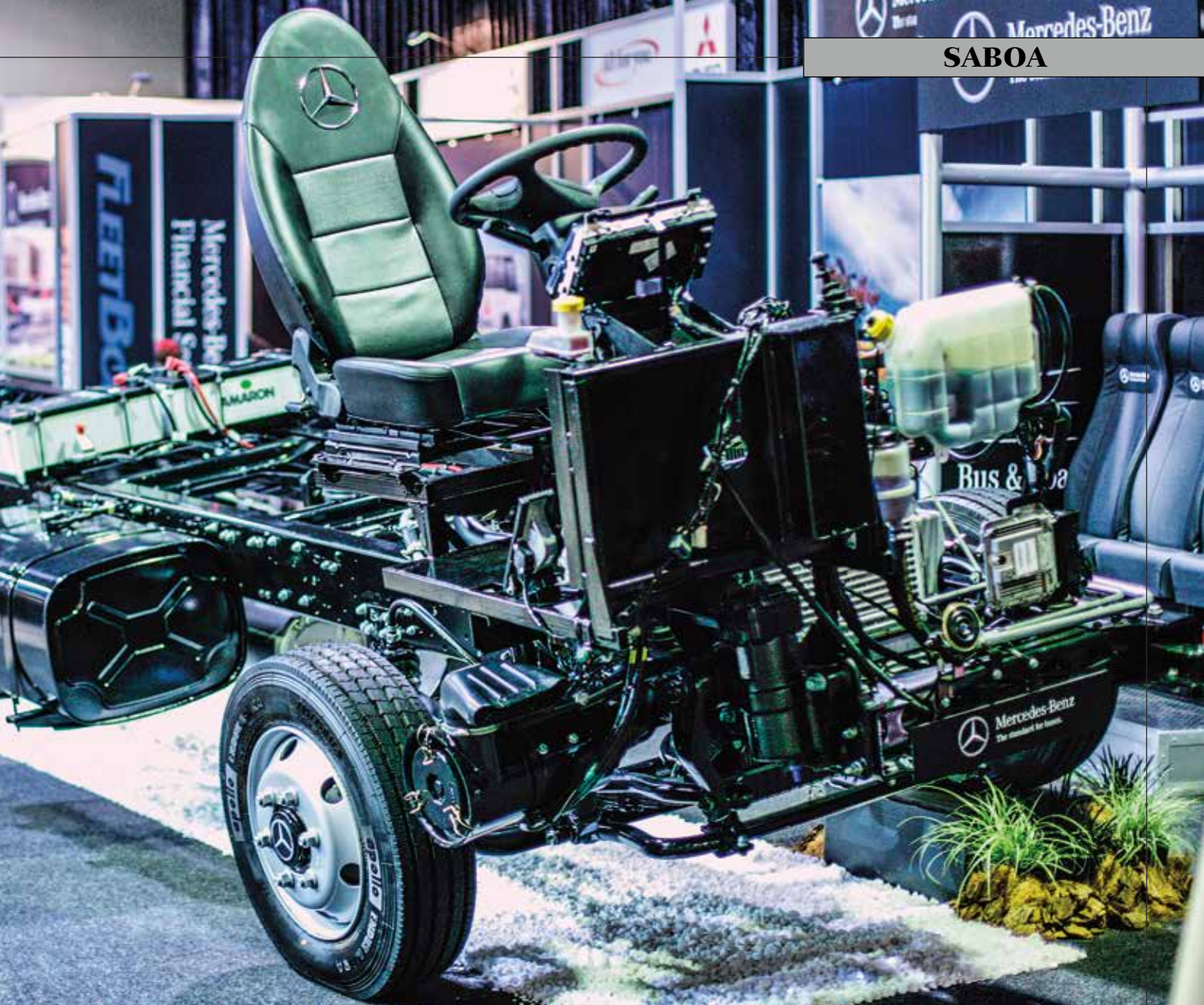


Drivers were also top of mind when the Canter Bus was designed, as its features include stabilisers for the front and rear, ABS, EBD, disc brakes all-round, air-conditioning, and central locking to mention but a few. Being part of the Daimler AG stable also means that the Canter Bus benefits from competitive service and maintenance rates.

In the same Daimler stable as the FUSO Canter Bus is the new Mercedes-Benz OF 917 RF, a raised-floor bus chassis with a front-mounted 170hp engine with a 9-ton Gross Vehicle Weight.

The MidiBus chassis will be equipped with 22 to 40-seater bus bodies, ideal for the commuter and coach segments. Produced at the Daimler India Commercial Vehicles (DICV) plant in the south eastern Indian city of Chennai, the Mercedes-Benz OF 917 RF bus chassis was built not only to be comfortable for passengers, but also for the driver.

The pure bus chassis makes it body builder-friendly as it comes with shock absorbers, a 6-speed manual gearbox, front and rear leaf spring suspension, all resulting in the OF 917 RF being comfortable not only for the passengers but also for the driver.



The 4D34i inline diesel engine with electronic diesel control is the heart of the chassis, offering common rail injection with a peak pressure of 1 600 bar, an exhaust brake system that comes as standard fitment as well as a twin-valve mechanism in both inlet and exhaust.

In addition to a notably quiet operation complemented by efficient engine cooling for peak performance in all operating conditions, flat engine torque ensures higher pulling power and low gear shifts. All these features mean that the engine is one of the most frugal units available.

"The new Mercedes-Benz OF 917 RF bus chassis is the perfect example of what happens when Daimler's trusted expertise is combined with our valued customers' inputs: the perfect product," says Dirk Ansorge, head of Mercedes-Benz South Africa Bus & Coach. With the addition of the MidiBus, Mercedes-Benz Bus & Coach now offers an even more comprehensive product line-up, making us the leader in the bus market. We look forward to bolstering our already

impressive buses with the new MidiBus." Daimler's high-quality offerings in the guise of the FUSO Canter Bus and the Mercedes-Benz OF 917 RF bus chassis benefit from technologically advanced production processes, enabling the final products to rank as some of the most competitive in the bus market.

"With these two unmatched products we continue to cement our place as leader in the bus market, a fact backed up by our performance last year," says Kobus van Zyl, executive director Daimler Trucks & Buses.

"Since the bus business for Daimler Trucks and Buses is closely linked and driven by tender business, we have no doubt that the FUSO Canter Bus and the Mercedes-Benz OF 917 RF bus chassis will ensure we continue delivering reliable and safe mobility solutions not only for tenders but for the overall bus market," concludes Van Zyl.

Sibusiso Mkwanazi



www.otipetrosmart.com

OTI PetroSmart

OTI PetroSmart, a wholly owned subsidiary of OTI, was established in 2000 and is positioned as the exclusive Value Added Reseller of OTI's Petroleum Products globally.


OTI's technology offers commercially available, field-proven, contactless solutions that are based on OTI's significant patents and intellectual property. OTI's secure contactless solutions cover the entire value chain, including product design, application development and manufacturing. OTI delivers cards, readers, operating systems and complete solutions that are secure, scalable, highly functional and flexible.

Our key objective is to ensure that all our partners and customers have access to best practices, which are being applied globally in diverse markets. Moreover, since OTI PetroSmart also supplies a wide range of peripheral products and services, which are complimentary to OTI's Automated Vehicle Identification solutions, the procurement process for customers and distributors across various geographies is simplified.

OTI's EasyFuelPlus is designed for use at on-road retail sites, commercial home base sites, industrial and mining locations and has already been installed in 43 countries to date. These global activities are supported by OTI PetroSmart.


OTI PetroSmart has signed global partnership agreements with Tokheim and Wayne, who have selected the EasyFuelPlus solution as part of their respective automation offerings.

Locally, OTI PetroSmart has packaged its own home based and mobile bowser solutions, which have been deployed for prominent customers, such as Imperial Bulk Services, Shoprite Checkers, Spar Distribution Western Cape, Petro SA, Tongaat Hulett, and Mozal.



Press Release


OTI Expands EasyFuel System to Consumer Market
Innovative 'Moon Tag' Saves Time and Hassle at Pump for Everyday Drivers




Press Release

For Immediate Release

Wayne, A GE Business, and OTI Sign Global Supply Agreement for Automatic Vehicle Identification Technologies



Press Release



OTI Receives Orders for Commercial Quantities of its EasyFuel Plus Product from Petroleum Partner, Tokheim

OTI Receives Purchase Orders of More Than \$1 Million for EasyFuel Plus from Customers, Including a Major Global Supply Chain Provider

Order Marks 10th New Country for EasyFuel Deployments in 2013, 43rd Overall



www.otipetrosmart.com

OTI PetroSmart, a leading global provider of automated vehicle identification and cashless petroleum payment solutions, offers customers complete packaged homebase and mobile bowser solutions to facilitate automation and secure refuelling.

oti
the most advanced and cost-effective automated fuel management and petroleum payment solution in the market

Enhanced and Effective Management Controls

Automate the payment process – cardless and paperless refuelling with no human intervention
Automated data collection and reporting for fuel management purposes – quality data facilitates a better understanding of drivers and vehicle performance
Reports available on demand through automated processes – easy comparison of vehicles operating similar routes
Access to real time consolidated transactional information and support for both online and offline risk management parameters – flexibility of operation delivers maximum control

Savings

Prevent unauthorised refuelling – the right amount of the right type of fuel in the right tank
Lower operating costs – meet savings targets and improve profit margins
Abnormal usage highlighted quickly – fuel losses and abuse detected earlier reducing losses
Lower administration costs and greater accuracy through electronic recording and reporting



The PetroSmart EasyFuel Plus AVI homebase solution is a complete automated refuelling system that controls and manages the dispensing of fuel at homebase sites. Technology and systems that have been available to fully fledged service stations are now available to homebase depots – along with our commitment to ensure you derive the full benefits and savings the solution has to offer. Reduce operating costs, fraud and theft with this affordable offering from OTI PetroSmart.



Combating your worst nightmare

More and more, in the news, we are seeing and hearing of criminal activities that are hurting our trucking and logistics industry. While goods in transit by train, ship and air are generally more secure, distribution of product by road transportation is most vulnerable to criminal activities.

Recent news on programmes like *Carte Blanche*, radio and the media tell of many cases of hijacking of electronics, cigarettes, alcohol and other items that are of high value or easy to resell anywhere. The challenges that authorities face in fighting this crime includes finding the stolen goods and knowing if goods inspected are stolen, counterfeit or questionable.

These criminal activities are typically in the forms of:

Road Hijackings: This is the seizing by criminals of road vehicles on route to deliver product to expecting customers or depots. The reasons for these hijackings include using the vehicle and/or stealing its contents for distribution and/or resale.

Fronting: This criminal activity includes organised syndicates posing as legitimate customers of a business, or posing as reputable transport companies moving the goods on behalf of the purchaser or seller. These organised syndicates often use





vehicles, paperwork and uniforms that are branded as other legitimate businesses.

Theft: This involves goods being stored in warehouses or on vehicles that 'go missing'. Oftentimes, employees and insiders are involved in the theft of product whereby items are signed for on delivery but are not physically there or received.

The key to fixing this problem is quite simple actually. One needs a solution where products, documents, packages or whatever need to be tracked and traced, and are marked at item level with a unique marking. These items are then packed, combined or assimilated into larger packs, boxes, crates or pallets. When items are packaged for distribution, the packs, boxes, crates or pallets are also marked with a unique code.

This helps to establish a relationship between the item and packaging and is understood in industry to be a parent (packs, boxes, crates or pallets) child (item) relationship. This parent/child relationship in a track and trace platform allows for flagging of a box or an entire shipment, should an item go missing or be stolen. Currently in the South African market, there are coding and marking solutions available to establish parent/child relationship and tracking and tracing in the distribution chain.



There is, however, a new solution to the market that extends the security of these marking and coding conventions.

The solution from Pagemark is called Pelta, which is a 2D code that has an overt layer and a covert layer of information. Any scanner or smartphone can scan these 2D codes. The overt layer is unprotected and contains any relevant information. The second patented 128 bit encrypted covert layer of information is protected in proprietary format and is used to authenticate a product or document.

Brand owners, manufacturers, law enforcement or even consumers can establish if a product was stolen by means of scanning the product with an app installed on a smartphone. Hundreds of thousands of people are able to scan a code and know if its genuine, fake, or part of a stolen shipment, had taxes paid on it or anything the system allows people to share or report on.

This ultimately means that the man on a street corner with a smartphone can help to expose crooks and shady retailers. The general consumer can be rewarded in many ways for scanning product. These rewards could include cash prizes, complimentary supply of products or trips away, for example. These reward systems would encourage the scanning of products, thereby improving intelligence on stolen items. Additionally and with consent, brand owners could use consumer information for demographic mining of data for marketing purposes.

With specific reference to criminal syndicates fronting as other legitimate companies, the abovementioned solution can be used to authenticate documents like delivery notes, collection notes, invoices and other relevant paperwork. Freight containers, border control and many more places abroad use the same solution to ensure goods are genuine, tax compliant and are not stolen.

The solution allows real time reporting of where goods are in the supply chain from every scan point. While goods are scanned going onto a vehicle, the use of telematics of the vehicle can monitor the progress of the delivery. If the goods do not get to the intended destination then this vehicle is flagged on the system, including each and every part or item, for monitoring or investigation.

By making the goods on the vehicles 'too hot to handle' the demand for the goods being stolen will drop. Every time a street vendor sells a product that is stolen, this vendor is at risk of being caught due to reward and loyalty programmes in place for consumers who scan stolen items.

The location of the scan allows law enforcement to identify, investigate and confiscate all the stolen items. Once on the scene, law enforcement can interrogate the vendor/seller as to how he came to obtain these stolen goods. As a result of this solution, law enforcement would likely have more sources of information and as a result increased intelligence could be gathered around who sold the stolen goods to the vendor or seller. At the very least, a consequence of this solution could result in vendors being unwilling to procure these goods.

By making the items stolen less desirable there would likely be a natural decrease in the hijacking and theft of the goods.

By controlling the paperwork with the Pelta solution, goods that are collected, dispatched or delivered can be checked by scanning the Pelta code for its authentication and indicated destination. Anything out of preset and planned routes, times and locations are immediately picked up by the system.

It's time to put available technology to good use and slow down organised crime and criminal activities. Slowing down organised crime can be achieved by using the marking, identification and scanning equipment as well as the Pelta™ solution available from Traceability Solutions.

Kyle Parker



**3PL & 4PL
Warehousing
Software Solutions**
- RF Guns
- Full Financials
- Fast Implementation



COMPUCLEARING
ONE PARTNER

+27 11 012 8777
info@compuclearing.za.com
www.compuclearing.za.com

WiseBusiness
PARTNER

CargoWiseOne
The most powerful of digital warehouse software

NBCRFLI SERVICES



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

Funds Administration

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

Disputes Management

To resolve disputes, 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.

Exemptions

An Independent Exemption Body hears applications for exemptions in relation to the Council's Collective Agreements and an Independent Appeals Body hears any appeals against the decisions of the Independent Exemptions Body. Provision for independent bodies to hear exemptions and appeals applications within 30 days of receipt of valid applications, which now forms part of the proposed amendments to the Labour Relations Act, has already been a long standing practice by the NBCRFLI.

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 as well as primary healthcare via our Roadside Wellness Clinics and Mobile Wellness Centres.

Wellness Fund Health Plan

Entitles Eligible Principal Members, together with one eligible spouse (or common law wife), to various healthcare benefits. Access the website for details of those benefits.

Matters of Mutual Interest

Further to the services that we provide, the following matters of mutual interest that are stipulated in the Main Collective Agreement are an improved version against those in the Basic Conditions of Employment Act:

- Provision of sick bonus
- Provision of 13th cheque
- Leave
- Prescribed minimum wages
- Provision of minimum payments of allowances such as night work, subsistence and Hazchem
- Paid maternity benefits
- Compulsory provident/pension fund membership

These matters of mutual interest govern the conditions of employment within the Road Freight and Logistics Industry, thereby promoting labour stability within the Industry.

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

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

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

THE DIFFERENCE BETWEEN TRUCKING WELLNESS / WELLNESS FUND HEALTH PLAN



WELLNESS FUND HEALTH PLAN

The NBCRFLI Wellness Fund Health Plan protects the well-being of employees within the Road Freight and Logistics Industry, and is available to all active NBCRFLI members who are contributing to the Wellness Fund and meet the stipulated eligibility criteria.

Following the appointment of a new service provider, Affinity Health, on 1 January 2015, eligible Health Plan members are entitled to the following improved benefits and health services:

GP Consultations per eligible members and spouses are **unlimited** with pre-authorisation required after the sixth consultation.

Radiology and Pathology are linked to GP consultations as members must be referred by a doctor for this benefit. Only approved x-rays and blood tests, as per the formulary, will be covered for eligible members and spouses.

Acute Medication is limited, per eligible member and spouses, to a maximum of R1 000 for every 12 months. Only medication approved by Affinity Health, and according to formulary reference pricing, will be covered.

Chronic medication is subject to formulary reference pricing per eligible member and spouse, as approved by Affinity Health. Members need to be registered as a Chronic member in order to obtain this benefit. Members can contact the Affinity Health Customer Care line to find out whether their chronic condition is covered.

Chronic disease management is available for members that are registered for Chronic medication. Through support, we hope to assist our members in bringing their condition under control so that they can live a normal life.

Dentistry is covered up to a maximum of R500 per insured incident and a maximum of R1 500 for every 24 months, per eligible member and eligible spouse. In the event of injury requiring dental treatment, there is a limit of R1 500 per insured incident and R3 000 for every 24 months.

Optometry is only available through a Specsavers outlet. A basic pair of frames and clear plastic single vision or bifocal lenses are available every 24 months, per eligible member and eligible spouse.

Emergency Services are available by phoning the number provided on the membership card. If another service provider is used, costs may not be covered if deemed non-emergent. This benefit includes repatriation of mortal remains if death occurs away from normal place of residence, per eligible member, eligible spouse and eligible children.

Hospital Illness Benefit ensures that eligible members receive some income while they are in hospital. After the first 24 hours they will receive R500, for the second day they will receive R400 and thereafter, up to a maximum of 21 days, they will receive R250. If they are in ICU or High Care, a benefit equal to R1 000 per day will apply.

Accidental Injury Benefit (casualty rooms) is for injuries sustained as a result of an accident and is applicable only to eligible members. It is limited to treatment received in a hospital emergency unit and limited to R12 000 per incident.

Hospital Indemnity Benefit is for actual costs of hospitalisation, if admitted due to an accident, up to the maximum amount of R75 000 per incident. This benefit covers eligible members, eligible spouse and eligible children.

Funeral Assistance Benefit of R10 000 is payable in the event of the death of the eligible member. This benefit shall be limited to the eligible member only, and excludes the eligible spouse.

TRUCKING WELLNESS

Trucking Wellness is a **value-add health service** offered by Council to **members of the Industry** as well as **those in surrounding communities including sex workers**. Over the years it has changed into providing a **holistic approach** to health and wellness which encompasses a wide range of free primary health care services, including:

- Condom distribution.
- STI diagnosing, treatment and education.
- HIV awareness, information, education, counselling and testing.
- Referrals to appropriate service providers for ART as well as HIV and AIDS treatment and care.
- TB awareness, information, education, screening and referrals for treatment and care.
- Malaria awareness, information, education, screening and referrals for treatment and care.
- Screening tests for blood pressure, blood sugar, cholesterol and body mass index.
- Diagnosis, treatment, care and support of any primary care health problem or concern.

These services are offered through a blend of 5 mobile Wellness Clinics and 22 fixed Wellness Centres staffed by registered nurses and counsellors and situated on all major trucking routes. The clinics are funded by the NBCRFLI and supported by donor organisations, industry partners, local government, relevant health departments and a portion of the monthly wellness contribution made by members.

22 NATIONAL ROADSIDE WELLNESS CENTRES TO CHOOSE FROM



FOR MORE INFORMATION

For further information about Trucking Wellness, go to www.nbcrlfi.org.za.

Employees that wish to enrol for treatment and medication, call CareWorks on the toll-free call centre number, **0800 212 768**, during office hours.

Should you have any queries regarding your employees' Health Plan membership or require a copy of the full product guide, please contact Affinity Health on **0861 00 11 31** or at info@nbcrlfihealth.co.za. You can also send a "please call me" to **079 409 1834** and Affinity Health will call you back.

For further information about the new Health Plan, please go to www.nbcrlfi.org.za or to www.nbcrlfihealth.co.za.



Improving the wellbeing of the logistics industry

Over the years, the road freight and logistics industry has played a pivotal role in the economic development of South Africa. Key to the industry's success is the wellbeing of the employees, which is why it is important to ensure that the health needs of employees within this sector remain a priority.

The lifestyle of a truck driver can often be very hard with grueling hours, long distances and prolonged loneliness. The trucking industry, which has always faced the challenges of non-compliance, safety and constant driver shortages, now faces an even deadlier threat from the impact of HIV and AIDS. Loneliness leads many drivers, married or single, to find comfort on the side of the road, generally in the arms of sex workers. Sex work is widespread at most truck stops along the Sub-Saharan transport corridors.

Truck drivers are also faced with the challenge of increased stress levels as a result of the current spate of accidents involving trucks. There is a lot more pressure on truck drivers to ensure that they adhere strictly to the rules of the road and drive roadworthy vehicles at all times.

Living as a truck driver makes it difficult to maintain a healthy lifestyle. This sedentary lifestyle means that many drivers often get little or no exercise. In addition, the temptation to resort to unhealthy diet choices such as take aways, increases the risk of heart attacks, strokes, and other serious health issues.

"The National Bargaining Council for the Road Freight and Logistics Industry has been keenly aware of the health challenges faced by truck drivers for many years now," explains Musa Ndlovu, national secretary of the National Bargaining Council for the Road Freight and Logistics Industry (NBCRFLI). "Back in 1999, we launched our Trucking Wellness programme and since then we have been working in collaboration with industry partners, local government and various health departments to deliver high quality HIV/AIDS management services to long-distance truck drivers, commercial sex workers and those at risk, such as driver spouses and partners."

Previously known as Trucking Against Aids, Trucking Wellness is a value-add health service offered by the NBCRFLI to members of the industry, as well as those in surrounding communities.

Over the years, it has evolved into providing a holistic approach to health and wellness which encompasses a wide range of free primary healthcare services, including:

- Condom distribution.
- STI diagnosing, treatment and education.
- HIV awareness, information, education, counselling and testing.
- Referrals to appropriate service providers for ART as well as HIV and AIDS treatment and care.
- TB awareness, information, education, screening and referrals for treatment and care.
- Malaria awareness, information, education, screening and referrals for treatment and care.
- Screening tests for blood pressure, blood sugar, cholesterol and body mass index.
- Diagnosis, treatment, care and support of any primary care health problem or concern.

These services are offered through a blend of five mobile Wellness Clinics and 22 fixed Wellness Centres staffed by registered nurses and counsellors and situated on all major trucking routes. The clinics are funded by the NBCRFLI and supported by donor organisations, industry partners, local government and relevant health departments. During 2014, more than 40 000 truck drivers and women at risk were examined at the Wellness Centres and more than 2.5 million condoms were distributed.

"Through our regular communication channels, such as *Tseleng* which is a bi-annual magazine aimed at our employer members, and *Ziwaphi on the Road*, a bi-annual newspaper for employees within the Road Freight and Logistics Industry, we continue to raise awareness about the HIV/AIDS pandemic across the industry with the goal of driving regular testing and encouraging low-risk behaviour such as protection during sex," says Ndlovu. "We also communicate other health conditions affecting the industry, such as high blood pressure, and provide truck drivers with tips and ideas on how to maintain a healthy lifestyle, even while on the road."



“It is encouraging to see that more and more trucking companies are beginning to embrace holistic wellness programmes for their employee workforce,” continues Ndlovu. “Organisations should regularly educate and conduct wellness initiatives for drivers as a central component of their business. We assist companies to do this by making our mobile Wellness Clinics available to them so that they can host Wellness Days at their premises. Wellness Days provide trucking staff with the opportunity to access a variety of healthcare services, including voluntary counselling and testing, TB screening and BMI tests.”

Protecting driver wellness

“Non-compliance with the conditions of the Main Collective Agreement is an industry challenge that is still of high concern,” says Ndlovu. “Many drivers are still being overworked by their companies, racing to meet strict delivery deadlines from clients, which leaves them fatigued and over run.”

“The NBCRFLI’s enforcement function ensures that trucking operators comply with the conditions of the Main Collective Agreement, including maximum driving hours for drivers. Our designated agents monitor compliance by paying regular visits to our Industry employer members,” explains Ndlovu.

The NBCRFLI has also implemented a ‘Be Heard’ disclosure service, which members can use to report any crime they see or suspect within the workplace including non-compliance. The fraud hotline–0800 000 904 (toll free)–is completely outsourced and anonymous. Industry members can also send an sms to 44666 or an email to nbcrfli@beheard.co.za.

Funding of trucking wellness

“With the support of our donors, Trucking Wellness has led the fight against HIV/AIDS in the Road Freight and Logistics Industry for many years. We appreciate all sponsors of the Trucking Wellness programme, both in the past and present, for their support and commitment to the programme, and we welcome future sponsorships,” says Ndlovu.

“We strongly believe that the Trucking Wellness Programme adds value to many lives and we are passionately committed to making it work,” concludes Ndlovu.

Should you wish to become a Trucking Wellness programme sponsor, please contact Famida Rahman, General Manager: Funds and Wellness Administration, on 011 703 7000 ext. 1113 or at famida.rahman@nbcrfi.co.za.



DELIVERING ON OUR PROMISES FOR 50 YEARS

It's been half a century since Gedore's arrival in South Africa and we're willing to bet that there is a Gedore tool set being used today which was one of our first sales. Our tools are hot forged making them tough enough to last a lifetime. 50 years ago we made a promise, to provide quality hand tools to the transport industry, and we're sticking to it. Gedore, tools with a lifetime guarantee.



TOOLS FOR LIFE | TRANSPORT

Gedore manufactures and distributes hand tools suited to a variety of industries throughout the African continent. We offer a lifetime guarantee and dedicated after sales service for all of our products.

CALL: 0861-GEDORE

FAX: 011 608 2953

EMAIL: sales@gedore.co.za

SABS
ISO 9001
CERTIFIED COMPANY

GEDORE-BEETLE INC



Visit our website for a FREE copy of our catalogue | www.gedore.co.za



FOLLOW US ON FACEBOOK

WABCO

Braking Into The Future

We at WABCO Automotive South Africa are fully committed to offering the fleet-operator, trailer-builder and independent distributor the very best in technical support, information and training to ensure that our products provide the ultimate in safety, reliability and braking efficiency with the lowest cost of ownership.

ABS

(Anti-Lock Braking System)

EBS

(Electronic Braking System) With Roll Stability Support (RSS), OptiTurn™, OptiLoad™, TailGUARD™ & Bounce Control

Training

Driver Awareness, WABCO Air Brake & WABCO Electronic Brake System Courses

Fleet Support

Workshop Diagnostic Equipment & Advanced Technical Support



Website

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

www.wabco.co.za





The power to pioneer

Power Generation in mining took centre stage at the this year's Mining Indaba, with companies looking for solutions to the Energy Crisis that has gripped not just South Africa, but much of the continent

Going forward companies looking to mine in remote/unstable areas are going to need to bring their own power, or suffer a glut of outages. Cummins is one of the world leaders in diesel and gas generators, while providing up to 50 MW power stations to meet the needs of mining on the move.

Cummins reported a yearly net income of \$1.64 billion recently, and continues to grow into the many new markets that are just touching the surface of their energy needs as their mining base grows.

Road Ahead editor, Gregory Simpson, recently caught up with Cummins Africa leaders Jacques Fourie, director Mmarketing



Jacques Fourie and Andre Kuhn

and sales for Africa at Cummins and Andre Kuhn, general manager, Cummins South Africa regional office for more on African mining's power needs.

Please tell the readers a bit about yourselves?

Jacques: Good morning, my name is Jacques Fourie. I've been with the company just over 11 years. I have led several distribution businesses both in West Africa and Southern Africa, and at the moment I am heading up our sales and marketing organisation for the Africa business.

Andre: My name is Andre Kuhn. I am looking after the Southern African business for Cummins, so anything sold by Cummins is under my area of responsibility in terms of sales and support.

With all the power shortages what sort of solutions are you offering to business at the Indaba?

Andre: On Power Generation we are offering the full range from



the household, domestic range from about 8KVA all the way through to large-scale, prime power solutions.

Jacques: Later this year in March, we are launching the brand new QSK95 in a genset application, which will be able to power up to 3500KVA in a single unit. This is a very new offering that we are bringing to the market in literally eight weeks from today.

The big buzz is Africa. Have you seen a big push into Africa, and what are your plans there?

Jacques: Very much so. We have been busy with our Africa strategy for the better part of the last few years, so we have been opening up regional offices in places where we never had businesses traditionally. We have been acquiring distributorships in several of the countries where we have had independent channels before. We have subsidiaries in Zambia, Zimbabwe, Botswana and just opening up subsidiaries in Mozambique. We have just acquired our wholly owned subsidiary in Nigeria. We have company owned businesses in Ghana and Ivory Coast and set up regional offices in Morocco and Senegal. We are in the process of evaluating our options for East Africa so our distribution network has been expanding significantly in the last three years, allowing us to take the Cummins service offering to the customer. The product has always been there and now we can really offer dependable service to most of our mining companies.

What have been the keys to building the strong Cummins name over the years?

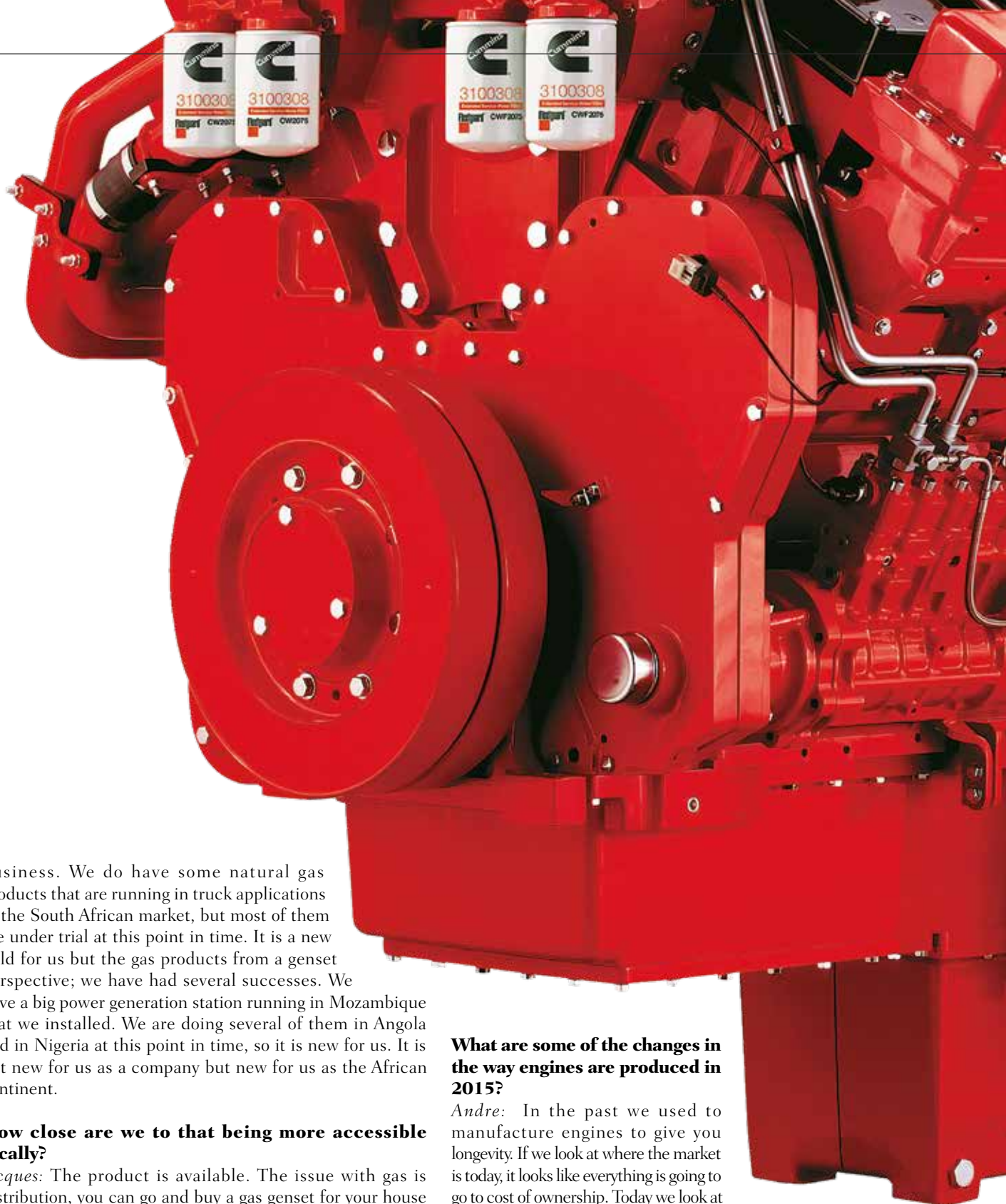
Jacques: We have been very aggressive in the last 18 months in building the Cummins brand. Up to very recently the product has sold itself to a large extent, and our platform market has really been through our partners like Komatsu and Liebherr. I would say in the last four years we have set up our own presence significantly more than we have in the past. We have been on the African continent for the better part of 65 years as a company but in the last four years, and specifically in the last 18 months, very aggressively presenting our own brand, our own value offering in partnership with the OEM's to support the end user customer in all of our key markets, which is predominantly mining power generation, automotive and the marine segment.

Cummins has its roots in the USA, what can we learn from the way the Americans approach business?

Jacques: I think one of the three biggest things for us is creating the right work environment for our employees. We believe that if the company takes care of the employees, the employees will take care of the customer. Secondly, quality in everything that we do, quality in our processing, quality in our systems, quality in our products and service delivery; and then thirdly, focus on safety. We will walk away from business at a drop of a hat if it is not safe for our employees.

Cummins is getting more into the gas side of business, can you elaborate on that please?

Jacques: The gas platforms have been developing fast and furious. It has been very much on the genset side of our



business. We do have some natural gas products that are running in truck applications in the South African market, but most of them are under trial at this point in time. It is a new field for us but the gas products from a genset perspective; we have had several successes. We have a big power generation station running in Mozambique that we installed. We are doing several of them in Angola and in Nigeria at this point in time, so it is new for us. It is not new for us as a company but new for us as the African continent.

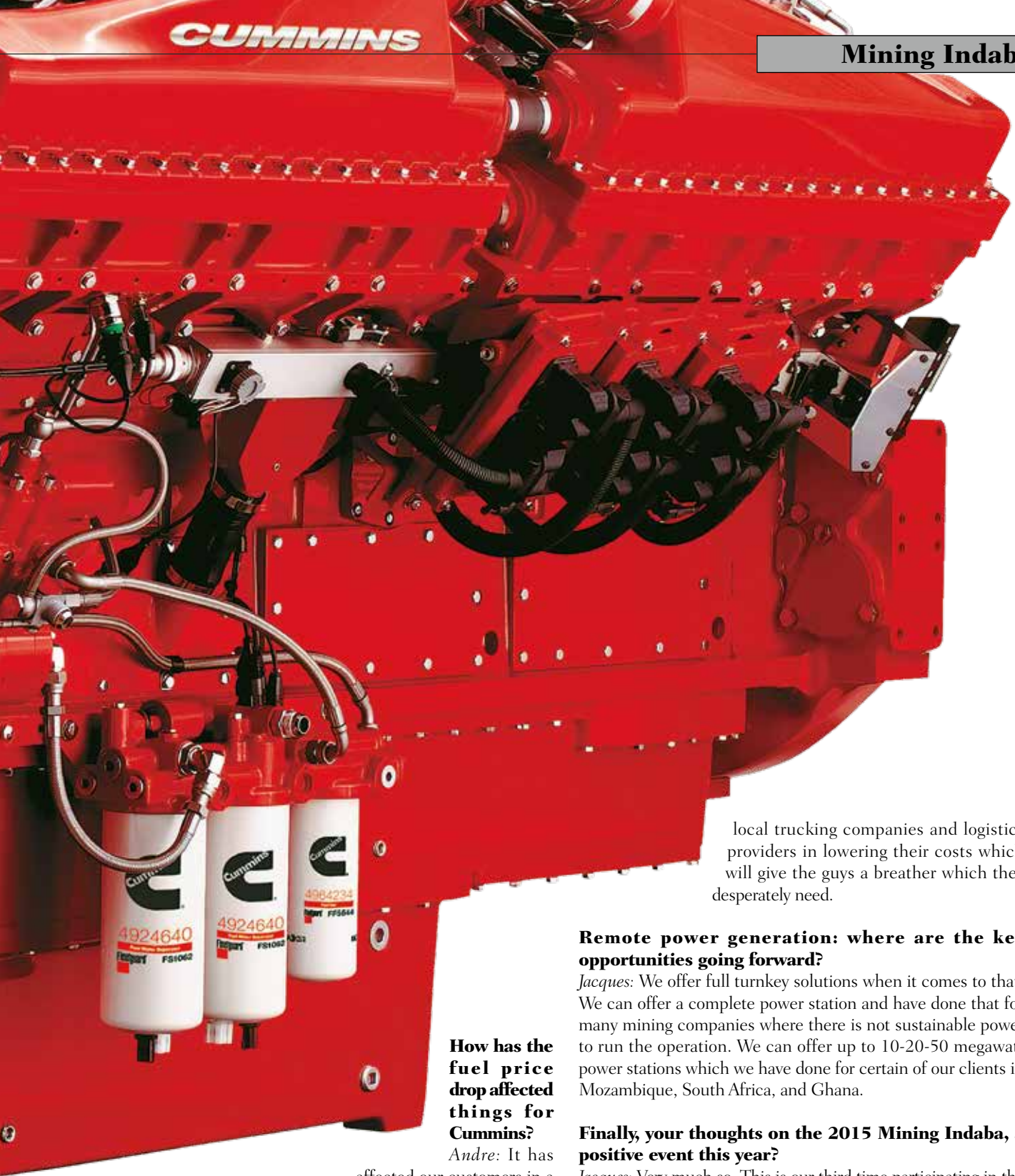
How close are we to that being more accessible locally?

Jacques: The product is available. The issue with gas is distribution, you can go and buy a gas genset for your house today, but it is getting the gas availability to be able to power it. We do not have proper established gas pipelines within Africa which is by far the biggest part of the issue, but they are developing. There are large companies that are putting a lot of infrastructure through the Sandton area without people even knowing that it is coming, and we reckon that it will be available in probably two to three years.

What are some of the changes in the way engines are produced in 2015?

Andre: In the past we used to manufacture engines to give you longevity. If we look at where the market is today, it looks like everything is going to go to cost of ownership. Today we look at an engine that we say has got a 10 000 hour lifespan that is going to give you the best possible fuel economy.

Jacques: The focus for us for the last couple of years has very much been about emission regulation and optimising fuel efficiency, which is very much the topic of the day. We are also investing heavily into alternative fuels, in fossil fuels and bio-fuel types of technology to see where that might go.



How has the fuel price drop affected things for Cummins?

Andre: It has affected our customers in a positive way. There are two pieces to that, the drop in the oil price affects economies like Nigeria and Angola, which will obviously affect our business. From a South Africa perspective better fuel prices means lower prices for most of our customers, specifically in South Africa where very large businesses focus on the automotive business of which fuel is probably close to somewhere between 40 and 50% of the operating cost. So significantly better from that perspective for our fuel operators,

local trucking companies and logistics providers in lowering their costs which will give the guys a breather which they desperately need.

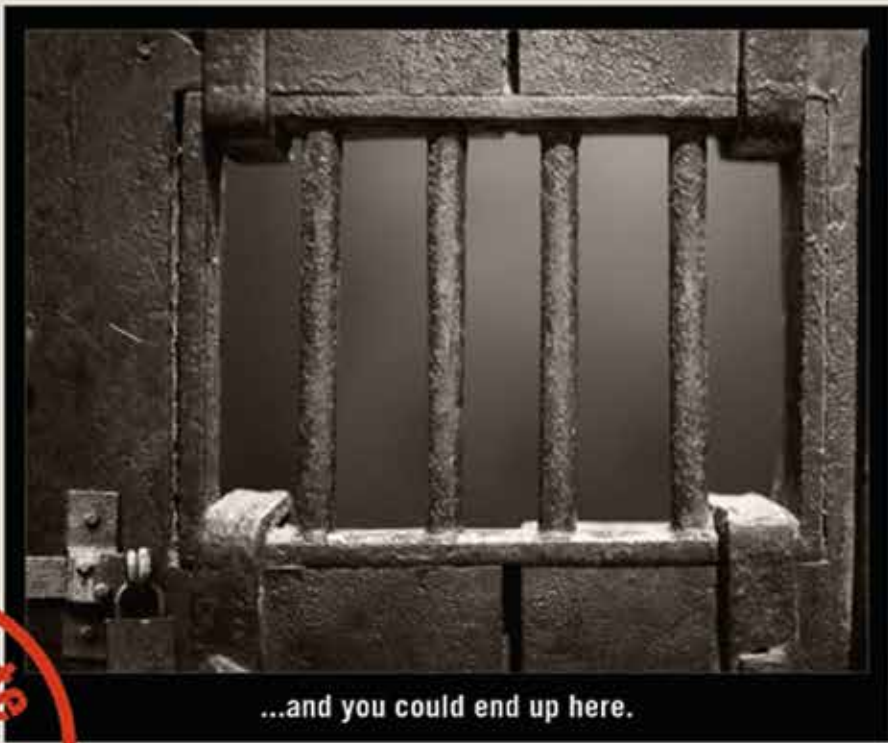
Remote power generation: where are the key opportunities going forward?

Jacques: We offer full turnkey solutions when it comes to that. We can offer a complete power station and have done that for many mining companies where there is not sustainable power to run the operation. We can offer up to 10-20-50 megawatt power stations which we have done for certain of our clients in Mozambique, South Africa, and Ghana.

Finally, your thoughts on the 2015 Mining Indaba, a positive event this year?

Jacques: Very much so. This is our third time participating in the Indaba. It is by far one of the biggest events that we participate in from a mining perspective. It is a wonderful show, it is definitely growing year on year. It is an opportunity for us to meet most of our clients in one place which saves us from travelling around the globe to do that. The networking opportunities are great, the calibre of the show is really improving. I'm very happy with how it turned out.

Gregory Simpson



Up to 15 years imprisonment.



So for peace of mind, contact a NORA-SA approved collector or recycler to safely dispose of your used oil. Call 0860 NORA-SA (6672 72) for a collector in your area.



New network for Shiselweni region

Emcom Wireless, a professional radio communications solutions integrator was recently awarded a multi-million rand contract by the Royal Swaziland Police Service to implement an industry leading Taitnet DMR Tier 3 network for the Shiselweni region

Speaking at the signing ceremony in Mbabane attended by senior management from the Royal Swazi Police Service, George Spencer, MD of Emcom Wireless said, "We are honoured to be the African provider of choice for this very important police project. This further cements our 20 year-old relationship with Swaziland. Emcoms' Digital Mobile Radio solution is a modern, frequency efficient, best practice solution which provides real-time voice and data communications and allows the command centre to not only talk to the officers, but monitor and dynamically manage resource positioning and allocation amongst other features," says Spencer.

Also at the event was Emcom's executive Ddirector for Business Development, Mr. Tony Siphso Sibanda who will jointly chair the project committee with a representative from the Commissioner's office. "The technology we are implementing will see efficient use of radio frequency spectrum in support of mission-critical police radio communications requirements, and, in addition we will be mentoring and transferring our Emcom skills and knowledge to the technical personnel of The Royal Swaziland Police Service responsible for police radio communications.

"The company prides itself on building long-term collaborative relationships and also technically support the cost-effective, fit-for-purpose technology it provides, thus ensuring their solutions are always sustainable," says Sibanda. "We are a skills based African company, providing African solutions to African challenges."

Emcom Wireless is a highly experienced and internationally respected radio communications solutions integrator, which for the past 40 years has been involved in numerous mission-critical radio communications projects throughout Africa. Being successful in solution design, deployment, implementation and integration, support maintenance and management and skills transfer ensures Emcom's place as an industry leader.

Their solutions are targeted to meet and exceed customer expectations. Emcoms' Swaziland track record includes wireless



*Emcom's Executive Director for Business Development
Tony Siphso Sibanda*

communications solutions deployed and in use by Swaziland Electricity Company (SEC), Swaziland Railway, Swaziland Broadcast and Information Service and a number of other industries.

Media release



Africa: 2015 outlook

In line with Sub-Saharan Africa's (SSA) projected economic growth of 4.9% this year, which is double the projection for advanced economies (2.4%), DHL SSA expects 2015 to be a year of growth for the logistics industry on the African continent, largely driven by increased consumer demand and the rapidly developing e-commerce industry

This is according to Charles Brewer, managing director of DHL Express SSA, who was commenting against the backdrop of Deutsche Post DHL Group's full year results released in March. The DPDHL Group ended 2014 with revenues of EUR 56.6 billion, up 3.1% compared to 2013. He says that the company's increased focus on e-commerce and emerging markets, including Africa, led the group to achieve growth in both volume and revenue in 2014.

A new report by Stats.com2 revealed that despite Africa lagging behind other regions when it comes to the development of online infrastructure, business-to-consumer (B2C) sales will grow to double-digit numbers in EUR billions in the next three years.

Brewer says that as such, a key focus for DHL Express Sub Saharan Africa in 2015 is to further strengthen connectivity, both within the continent and globally. He says that this will be crucial to meeting the growing e-commerce market on the continent, and assist in driving further growth.

"There is a growing B2C e-commerce market in Africa due to the development and accessibility of technology on the

continent, so it is no longer just the larger corporations that need to make use of logistics and delivery services, but individual consumers and small businesses too. Our goal is to develop the necessary infrastructure in Africa to make the global market more accessible. Our aggressive expansion strategy has seen us grow our retail presence from 300 outlets to over 3 800 outlets in just over three years."

Brewer believes that intra-African trade will continue to grow in 2015, and continue to improve on the growth witnessed by the group in 2014. "There are a number of successful trade blocs in place which focus on better connecting the region. A good example of this is the recent and rapid progress made by the East Africa Community (Kenya, Uganda, Tanzania, Rwanda and Burundi) who are working incredibly hard on developing a number of critical and trade boosting areas, for example, they are working to improve the roads, ports, rail and critically, the customs border environment and have recently introduced a common visa for the region. The Economic Community of West African States (ECOWAS) and The African Economic Community (AEC) are other prime examples," adds Brewer.

Brewer points to International Data Corporation (IDC) statistics, which predict that closer intra-Africa trade will be witnessed in 2015, promoted by ICT initiatives such as payment systems, financial inclusion initiatives, and cross-border payments.

"While markets within Africa offer numerous opportunities, there are also challenges. Underdeveloped infrastructure, lack of air connectivity and customs inconsistencies remain very real issues that can hamper growth on the continent. With that said, the situation is improving, and more countries are recognising that they need to find ways to make their markets accessible and easier to do business with. We will continue our aggressive investment and expansion strategy on the continent, with a number of planned upgrades scheduled for 2015, including state of the art smartphone scanners to further enhance our tracking capabilities.

"We firmly believe that Africa is the place to be and that it offers unlimited growth opportunities. We aim to drive this growth with strategic investments and programmes that will make the global market more accessible. We are committed to connecting Africa to the world, and the world to Africa," concludes Brewer.



Charles Brewer, managing director of DHL Express SSA

Staff reporter



BANDIT SIGNS

Vehicle branding specialists

Has your vinyl **failed**? Is it not lasting the **term**?
We spec the **correct material** that will last the term.

www.banditsigns.co.za

We *specialise* in matching the *correct materials* for your...

- **Fleet and Truck Branding**
- **Tanker Branding**
- **Vehicle Branding**
- **OEM Projects**
- **Weld-wrapping solutions**
- **Safety Signage**
- **Conspicuity Tape**
- **3m approved installers**

Visit us now at www.banditsigns.co.za

or email us directly at

jonathan@banditsigns.co.za

or

darryl@banditsigns.co.za



Look out for our
Mobile Fleet Application Units

www.banditsigns.co.za

Authorised Distributor
Graphics Products



Toughest truck in town?

UD Trucks, Southern Africa, has launched its new Quester extra heavy truck range that includes 13 derivatives in its line-up and *Road Ahead* magazine was invited for a front row seat

Quester is specifically aimed at developing markets and is ideally suited to industry segments like agriculture, forestry and paper, public utilities, building and construction, mining and petro-chemical. "The Quester range is the first in a new generation of UD Trucks specifically developed for growth markets across the world, including the very unique African market," said Rory Schulz, managing director of UD Trucks Southern Africa. "It combines UD Trucks' Japanese quality heritage, with global resources and the insight and expertise of our local experts."

"We believe that Quester is a range that excels on durability. Robust and easy to maintain, it is essentially a business tool that can handle tough daily use, especially off-road. It stands for quality and durability," explained Schulz. "And all of this is backed up by a wide range of configurations with easy body mounting that offers our customers a tailored and purpose-built solution for all types of applications."

The development of the range started back in 2007, where the UD Trucks project team travelled to customers in eight developing markets to get feedback and experience each site's unique operational environment. Being part of one of the largest commercial vehicle manufacturers in the world, UD Trucks was able to utilise the company's global resources, as well as design, technical and manufacturing expertise from across the globe in order to develop the Quester range to exacting standards.

"More than 400 full-time experts from different nationalities have contributed to the design, development and production of the Quester range and all its offerings," said Schulz. "We have spent 1.5 million engineering hours and 65 000 test hours to ensure that Quester delivers on its promises in actual operating conditions."

UD Trucks Southern Africa's engineering division undertook numerous hours of local testing to ensure that Quester is Africa-tough and performs according to regional fleet owners' business requirements.

Range and performance

The Quester range launched in Southern Africa includes 13 model derivatives, including freight carriers, truck tractors, rigids and specific construction applications such as tippers and mixers. For the first time, UD Trucks will offer a 8x4 model options for the related sub-segments within the market.

UD's two engine options are designed with fuel-efficiency and performance in mind. UD specifically developed the engines with wide torque bands to adjust to all operating conditions such as high-traffic scenarios, as well as for operations on tarred and gravel roads, and of course for cruising conditions. The 8-litre GH8E engine has already built a good reputation for its economy and performance, which makes it ideal for distribution and construction work. The engine is turbo-charged with an air-to-air intercooler and delivers 243kW at 2 200 rpm, as well as 1 200Nm of torque at between 1 400 and 1 600 rpm.

The 11-litre GH11E engine offers good torque of 1 734Nm at low revolutions which results in a quick response to acceleration. It delivers 278kW of power at 1 900 rpm. An electronically-controlled cooling fan reduces losses and it has an engine-driven power take-off with a high torque output of maximum 650Nm. UD also offers a UD Extra Engine Brake on the 11-litre engine derivatives, which uses the engine as an auxiliary braking device. The GH11E engine boasts a sturdy, dependable design featuring an overhead camshaft, four valves per cylinder and a precisely-controlled electronic unit injector. Driveability is enhanced by the broad torque range.

In addition, the driveline has been carefully balanced to optimise performance under varying conditions, while providing good fuel economy at cruising speeds by matching the driveline with the correct rear axle ration. Quester utilises proven UD SYNCRO transmissions that are built for reliability and durability. For the 11-litre engine there are 9 or 12-speed options available, while the 8-litre engine range has a 9-speed transmission. It has a very high input-torque of up to 2 000NM on both transmissions.





ADVANCED ACCESS & SECURITY SOLUTIONS

Supporting the trade

National Help : 0861-PTHELP

www.p-tron.com

Still the Worlds Best in Biometric
and so much more!



Morpho Access

Morpho offers a unique multibiometric product portfolio with fingerprint, multimodal and facial devices coming soon.

Morpho biometric readers have been designed mainly for the purposes of access control and Time & Attendance clocking, since 1979.

ENQUIRIES

We welcome all dealer/ installer enquiries.

JHB +27 (0)11 234-6990 CT +27 (0)21 448-0156

DBN +27 (0)31 312-1405 PE +27 (0)41 364-2655

E-mail : marketing@powelltronics.com

National Distributor for Morpho Access



Leaders from UD Trucks in Japan in attendance



For rough and hilly operations, Quester offers hub reduction for the 6x4R, 8x4R and 6x4T configurations. Quester's rear axle housing is also made from fabricated steel to handle heavy loads. The 6x2R configurations can be provided with a bogie lifting axle which is used to lift the axle in an unladen condition. The lifting function gives the truck more traction when activated.

Room for efficient driving

The ergonomic layout of the dashboard increases the safety on the road. The large 4.5" display ensures readability, and also displays information on the innovative fuel coaching system that comes standard with every truck in the range. The in-vehicle diagnostics, including engine performance and early warning of malfunctions through pop-up messages and warning lamps, appear on the dashboard.

"As the highest cost for fleet owners, cutting fuel expenses was a priority for UD during the development of the Quester range," said Schulz.

Quester's built-in fuel coaching system constantly monitors the performance of the driver in real time. This system keeps the driver informed of the truck's current fuel consumption and if they are driving at the optimum speed and gear in order to ensure the best economy. Fuel Coach is able to advise the driver which corrective action to take in order to get back into the so-called sweet spot of performance.

UD Trucks has included a new interactive telematics system as standard on all Quester models, which monitors fuel economy



and even fuel theft. “As such, Quester gives fleet owners 100% control of their fuel expenses while saving 30% on diesel costs,” said Schulz.

They are offering a free three-year or 150 000km UD basic service contract with the sale of every Quester unit. Quester’s telematics system, which is managed by the UD Trucks Call Centre basically monitors the heartbeat of the truck as it provides real-time positioning, information on preventative maintenance and manages the breakdown assistance.

This provides fleet owners and UD dealers with all the information they need to do the required preventative maintenance on time, and to schedule standard services more efficiently. In essence it means that fleet owners are able to keep their trucks running for longer, and more productively.

They have 70 franchised dealers already present all along the major routes and trade corridors in Southern and East Africa. This is a key differentiator to OEMs that don’t manufacture out of the region, which have less back-up, and parts take longer to arrive.

“Ultimately, Quester address the top concerns every fleet owner has, namely fuel consumption, durability, productivity and maintenance in a smart and modern fashion,” said Schulz. “Quester will take UD customers that extra mile every time.”

And the build quality really does feel solid and uncomplicated, more so than some of the more expensive trucks on the market, so hats off to UD Trucks, and a rating of 9/10 seems fitting.

Gregory Simpson



Sikaflex® -552 AT

HIGH PERFORMANCE ELASTIC GAP-FILING
1-COMPONENT HYBRID ASSEMBLY ADHESIVE
FOR VEHICLE AND TRUCK BODIES

Solvent and Isocyanate free • Advanced hybrid technology • Good adhesion to a wide variety of substrates without primer
Impact and shock proof • Capable of withstanding high dynamic stresses • High green strength • Fast curing • Ageing and weathering resistant • Non-corrosive Silicone and PVC free • Used in conjunction with Sika® Aktivator- 205

www.sika.co.za

BUILDING TRUST



Commercial vehicle cabin air filters



A properly functioning cabin air filter is particularly important for commercial vehicles. It prevents pollutants from entering the driver's cabin, and commercial vehicles are often used in precisely those places where particularly high levels of dust are found, such as construction sites or quarries.

The cabin air filter has to keep not only fine dust but even coarse dust out of the cab. This means that there are hardly any commercial vehicles in use today without a cabin air filter. It is typically installed upstream of the vehicle's HVAC system, so that the outside air is cleaned as it is drawn in and forced into the cabin. If the filter is in optimal condition, this can be up to 150 litres of air per second.

The tunnel effect created by the intake would cause the driver of a vehicle with no cabin air filter to be exposed to up to six times the concentration of pollutants that he or she would be outside. But the more dirt the filter captures, the faster its capacity will be used up. In an extremely dusty environment, it can be clogged within a few hours to the point that hardly any fresh air reaches the cab. At that stage, it should actually be replaced. Because this entails a cost, however, the replacement is often delayed—to the detriment of the driver.

The alternative: The cleanable MAHLE filter that can be tapped out

In co-operation with Mercedes-Benz, MAHLE has developed a cabin air filter that can be cleaned. It is installed as standard equipment in construction site vehicles from the Actros and Actros II series. The filter fleece is designed to capture exceptionally large amounts of dust. When its capacity is reached, the filter can be tapped out, or – even better – blown out with compressed air.

The special filter medium is cast in a strong plastic frame. This means it can withstand the often severe blows it receives during



cleaning without suffering damage. Tests have indicated that cleaned cabin air filters do not suffer any loss of performance and provide the driver with the same level of protection as a new filter. MAHLE has designed the filter to be robust enough that it can be cleaned up to 80 times.

Activated carbon even binds gases

MAHLE filters are available as particulate or combination filters. Particulate filters keep out dust, diesel soot, and pollen. Combination filters with activated carbon also absorb irritant gases such as ozone, or toxic gases from fertilisers, as well as unpleasant odours.

They are stored in the pores of the activated carbon. The granules, which can be envisioned as a sponge, are placed between two layers of non-woven matting. It is so porous that two grams of activated carbon have approximately the same surface area as a football pitch. A standard filter contains 200 grams of activated carbon—providing a filter surface area of about 100 football pitches.

Cleaning tips

When cleaning the filter, observe the following: when tapping or blowing out the filter, the dirt must be removed in the opposite direction from the airflow, i.e. the side of the filter that is first penetrated by the dirty air must be tapped out. A face mask should always be worn during the cleaning process.





MAHLE

Driven by performance

In the right place at the right time.
Or how do you define **availability**?

Repair shops not only need products in **original equipment quality**—but the associated data, too.

The **independent repair shop** is exactly what its name suggests: it is independent—and wants to stay that way.


FUTURE-ORIENTED INITIATIVE FOR REPAIR SHOPS AND TRADE

SMART PART(ner)

www.mahle-aftermarket.com

MAHLE Aftermarket—your **partner** for engines and peripherals, thermal management, and filtration.

To be well-positioned for the **future**, a repair shop requires a partner who knows what it will need tomorrow and the day after—because the partner's range already includes it today.



The quality of a supplier is also measured by the quality of the **information** that he makes available to his partners.

CLEVITE

BEHR

**KNECHT
FILTER**

**MAHLE
ORIGINAL**

An Imperial solution to Malawi's healthcare delivery challenges

An effective supply chain model established by Imperial Health Sciences to get essential medicines to the people of Malawi has successfully achieved this goal, and, in addition, it has resulted in the growth and development of a local logistics service provider

Imperial Health Sciences managing director Dr Iain Barton highlights the reasons for the development of a new healthcare supply chain in Malawi: “In most countries in sub-Saharan Africa, essential medicines and vaccines are procured and distributed by the Ministry of Health or a parastatal agency closely linked to the Ministry.

The typical model is that the manufacturers ship the medicines to the Central Medical Stores, which, using a government owned fleet, distributes in bulk to district or regional warehouses. These in turn distribute supplies to hospitals, clinics and primary healthcare centres.” Barton notes that the problem with this model, however, is that the drug distribution needs within a country usually overwhelm the government run drug distribution and logistics system, leading to very poor performance and significant stockouts of essential medicines and other health products.

“Outsourcing transport and warehousing is one way in which to augment the performance of existing logistics systems,” he notes, but adds that this is not a solution in much of sub-Saharan Africa, where excessive fragmentation of logistics needs across countries, programmes and sectors has led to a poorly developed third party logistics (3PL) network. “Government stakeholders or international donor agencies do not have confidence in the performance potential of private third party providers—with good reason.

“Apart from some large 3PL companies in South Africa, transport and warehousing service providers in sub-Saharan Africa do not have the business systems, capital or quality compliance to be able to meet the performance requirements of Ministries of Health and international donor agencies such as the US Government. The end result is that governments and policy makers do not use outsourced systems and the inefficient model prevails.”

The solution

Barton stresses that there is an immediate need for a structured and sustainable approach to providing high quality transport, warehousing and other supply chain services for

Ministries of Health in developing countries, including those in sub-Saharan Africa. “In the absence of this, large investments in health will not translate into improved health outcomes in these regions,” he says.

Imperial Health Sciences took up the challenge to develop a model that meets this need, and it has been successfully



implemented in Malawi, to address a healthcare crisis situation in the country. Barton elaborates: “In Malawi, the government run distribution system was in a state of disarray. Imperial Health Sciences, working closely with the US Government through its “USAID-Deliver Project” developed a local solution that has proved to be highly successful as it ensures the efficient delivery of medicines and other commodities to Malawi’s more than 640 healthcare facilities each month.”

Outlining Imperial Health Sciences’ solution, Barton explains that the company has joined forces with Cargo Management Solutions, a small local cargo and express courier company in Malawi. “Through knowledge and skills transfer from Imperial, Cargo Management Solutions is now capable of providing transport and distribution services in Malawi for US Government funded health products and other primary healthcare products.”

The outcome

As a result of this Imperial intervention, nearly 100% of US Government funded healthcare commodities are now delivered within the scheduled 10 to 15 day window, while more than 99% of proof of delivery slips are reconcilable and stockout rates of commodities have been reduced by 60 to 70%.

Cargo Management Solutions has also transitioned from a small warehousing company with some transportation function into a professional third party logistics provider. Imperial helped the company to develop standard operating procedures and key performance indicators for all aspects of its business and to implement transport and route planning.

Cargo Management Solutions now also boasts improved internal communication and coordination, warehouse management, technology tools and systems integration, as a result of Imperial’s input. “It has the ability to cope with higher volumes of work and it can provide better customer service at a lower cost,” Barton states. “This supply chain model has proved its value in Malawi, and going forward, it can be replicated in other regions with healthcare delivery challenges,” he concludes.

Thiloshini Ramdass

Brand Manager

M 076 073 8209 | T 011 677 5000 | F

tramdass@imperial.co.za | www.imperiallogistics.co.za





Embracing change for a sustainable future

Businesses of all sizes and across sectors are undoubtedly operating in a vastly different paradigm. While many market watchers have failed to capture the essence of this new paradigm, Barloworld Logistics' 12th annual supplychainforesight report has identified, named and explored the key elements that are affecting organisations today – and that will continue to do so tomorrow.

With the only certainty being 'uncertainty' or 'business unusual', this year's survey—conducted by research group Frost & Sullivan on behalf of Barloworld Logistics—sought to understand how South African companies are dealing with change. The report, *Embracing Change for a Sustainable Future*, garnered the views of over 370 professionals representing companies across South Africa—providing a statistically accurate representation of South Africa's business and industry leaders.

More than two thirds (66%) of the respondents hold a director level position, demonstrating the relevance that supply chains play in business today. The widespread industry representation and the variety of senior roles and positions of respondents also reveals how the supply chain is seen more and more as a critical backbone of business—and is no longer a mere support function. Respondents to this year's survey represented a broad variety of companies by size, ranging from those turning over R1bn per annum or more, right through to smaller entrepreneurial businesses with a turnover of less than R50m.

Views of respondents from a broad cross-section of traditional industry sectors were received, and there was a noticeable increase from respondents in the 'other' category—representing new and emerging industries such as solar energy, waste management and humanitarian sectors.

Minding the leadership gap

"One of the most important findings was an impending shortage of leadership, visionary and change management skills within organisations," explains Kate Stubbs, Executive: Marketing and Communications at Barloworld Logistics. "Whilst in all the previous supplychainforesight surveys the lack or shortage of skills has been viewed as a major business constraint, it is the first time that a lack of necessary leadership and visionary skills has been identified as a skills gap at managerial level."

With greater investment in skills being identified as one of the smartest approaches for long term gains, it is imperative for organisations to identify what skills they currently have in their organisation, understand the trends that will impact the business and then identify the types of skills and abilities they will need to best adapt to and evolve with market shifts.

Top ranking strategic objective

Across the board, change is firmly on the agenda with respondents selecting, identifying and managing change as the top ranking strategic business objective for 2015. Growth and expansion into new markets, ranked second, is a continuing theme from last year, as opportunities in Africa and abroad become potentially more lucrative and diversification proves to be a smart strategy.

The cost of doing business is the top ranked constraint by respondents, up from second place in last year's survey. With most input costs increasing, high levels of uncertainty,



Kate Stubbs. Executive: marketing and communications at Barloworld Logistics

competition from low cost producing nations and a relatively stagnant economy, companies are focusing on cost effectiveness to remain competitive. The cost of doing business is typically only a factor where a company has a competitive disadvantage in relation to its competitors.

With regard to supply chain objectives over the next 5 to 10 years, the top three rankings in this section are consistent with last year's survey: Improvement of service levels to customers remains the foremost supply chain objective, while the integration of technology, improving the flow of business intelligence, lowering procurement costs, and reducing order lead times are also focus areas.

When questioned about supply chain challenges, respondents ranked the top supply chain challenge as the willingness to change/breaking old habits/relationships, which is invariably a leadership, management or communication issue. The issue may well be identifying the need to change before being forced by circumstances to do so—which relates to the role of seeking change for continuous improvement. Interestingly, seven out of the top ten ranked supply chain challenges relate to people.

"These views support the fact that change is difficult—and the greatest obstacle is to change people," adds Stubbs. "Leaders are required to create the context and environment for change in order to effect change seamlessly and successfully."

This year's survey also endeavoured to understand respondents' views on the emerging megatrends, and their potential impact on

supply chains, businesses and industries. The major observation is that all the megatrends are viewed as opportunities and less so as threats. The greatest perceived opportunity is from technology innovation, and the greatest threat is seen as the rise of Asian economies.

Short term focus

Worryingly, it appears there is little faith in the ability of organisations to identify and respond to trends. Only 42% of respondents said their organisations are constantly in touch with anticipated shifts in the market and predicting game changing trends. With the current speed of change and rising trends, this response supports the view that most companies do not yet see the need to raise the profile of managing, predicting and creating change (or are too busy with existing challenges to take the time to do so). This results in a short-term, tactical focus rather than strategically anticipating and planning for the future.

With regard to capabilities to implement change within organisations, 45% of respondents believe it is well executed but needs improvement, and only 7% responded that it is extensive and comprehensive. With these activities being vital to the success and sustainability of businesses in today's environment, mediocrity or the lack of high levels of competence is concerning. Furthermore, 68% of respondents believe that the health of their companies is at risk in the face of current and potential changes in global market structures and transformational technologies.



Supply chain disconnect

When viewing change in the supply chain, 36% of respondents said there is a controlled and deliberate process to managing change in their supply chains, while the remaining 64% said their companies either react or change when required to respond to market needs (or see little or no development potential of their supply chains).

These responses suggest that the supply chain and overall strategic leadership functions of organisations are somewhat disconnected, and reflects a lower level of strategic importance to the supply chain function. Respondents rated customer demands, needs and expectations as the strongest response for driving the need for change in the supply chain, supporting the concept of customer-centricity.

Since the very first supplychainforesight report, Barloworld Logistics has recognised that supply chains are a key element and integral part of commercial, industrial and national strategies – and ultimately, economic wellbeing. It remains the sole aim of the supplychainforesight reports to help countries, companies and individuals to determine the best strategies and tactics to adapt to and respond effectively to changing market dynamics.

Since its inception in 2003, the supplychainforesight survey has grown annually in size and stature, achieving a thought-provoking mechanism that has found favour with businesses, academia and public enterprises. It has also provided a measure of performance and identification of trends and opportunities for South African businesses and their supply chains. It has grown to include specialised studies on issues such as Africa, and more recently the Middle East, exploring the changes taking place in supply chain management in the Gulf Corporation Council (GCC) states.

“Taking its cue from one of the core findings of this year’s survey, the report emphasises the extent to which strong and visionary leadership will be key to managing the changing landscape,” concludes Stubbs. “We hope that this finding will inspire and motivate SA’s business decision-makers to take the necessary steps that will allow them to build a successful and sustainable future for all.”

Theresa Gibbon



“CHANGE IS GOOD”



*Trademark of Ashland or its subsidiaries, registered in various countries. © 2010, Ashland

KEEPING THE WORLD MOVING SINCE 1866™

Because they know that our Motor Oil is OEM approved by BMW, Mercedes Benz, Porsche, Renault, Citroen, Opel and Volkswagen, amongst others (and they exceed both Europe's and America's API classifications). They also know that there is a Valvoline™ Oil for every passenger, commercial and industrial vehicle on or off the road.

Yes, people who know that change is good are changing to Valvoline™ every day, and finding out why it's cited as 'the world's best motor oil, with proven technology you can trust'. Try it, and you'll know too.



DIESEL-ELECTRIC



National Wholesale Distributors

0860 003 227 | www.diesel-electric.co.za

Namibia's perennial powerhouse



WP Transport is enjoying an even more exciting transition stage at present as it expands both its internal infrastructure and its footprint across Sub-Saharan Africa, following a successful merger with powerhouse, Imperial Logistics

The Namibian freight transporting company has grown exponentially over the past 14 years from a small fleet of just 10 trucks in 2000, to its current state which comprises a fleet of more than 100. This is a figure that has doubled as recently as September 2014, however, thanks to an acquisition which promises to take WP Transport to the next frontier of success in the region.

A strong internal structure has been pivotal to WP Transport's success over the years, and another vital stepping stone in that ongoing development in 2015 will include the company striving for ISO 9001 and ISO 18001 accreditation to emphasise its adherence to occupational health and safety regulations.

For more on their winning formula, *Road Ahead* caught up with managing director, Markus van der Merwe recently.

How would you rate the level of road and freight infrastructure in Namibia, and ways that it could be improved and/or streamlined?

Namibia has well maintained road infrastructure which allows for efficient cross border road transport. Border control and custom clearing is also efficient for the most part. Major

expansion and upgrade of the Walvis Bay port will contribute greatly to Namibia's logistics infrastructure, especially with the aim to connect foreign markets to SADC.

How has your relationship with Namibian beverages flourished over the years, and plans to expand that side of the business into Africa?

Coca-Cola Namibia (CCNBC) is one of WP Transport's key clients and business partners. Over the years we have adapted our service offering to meet their needs, especially the very demanding 'peak season' from September to Decembers.

How has the acquisition of the company by Imperial changed the company on an operations level, and improved the bottom line of the business?

WP Transport is 100% owned by Imperial Logistics. Major contributions in :

- Financial management and control measures
- Standardisation of processes and procedures
- Quality of service delivery as a holistic function
- Efficiency and fleet utilisation in combination has improved the bottom line

What are the biggest challenges facing transporters during the harsh Namibian summers?

Heat — perishable cargo

Rain — road safety and water sensitive cargo (canned fish)

Which is your preferred truck and trailer for African conditions?

Truck — Scania

Trailer — Afrit Super Link and/or Taut Liner

Your expansion plans into Africa, and do's and don't's for cross border trade?

Further expansion into Zambia, Congo, Malawi, Botswana, Zimbabwe. Do's: strategic partnerships with suppliers and end-users. Don't's: be careful in committing the majority of your resources on a singular commodity, especially operating on an established corridor.

Rate the level of skill of drivers in Southern Africa, and ways to improve, together with the level of roadworthy vehicles?

Level of drivers vary considerable from vastly experienced to reckless. The trick is to retain the experienced and disciplined drivers, while training and up skilling new drivers internally.

Expectations for the rest of the year, and key growth areas?

2015 is a year of consolidation and internal growth, following three years of expansion growth.

What are the current services provided by WP Transport and across what geographical footprint?

- Freight Transport, full loads
- National (30%) and cross-border (70%)
- Namibia, SA, Angola, Zambia, Botswana, Zimbabwe, Mozambique

Who are your primary customers?

- Coca-Cola Namibia
- Namibian Breweries through IML
- Nestle
- Powertech
- DHL Global
- Retail Brands
- Yes. predominantly FMCG — diversified into general cargo, mining and construction

Having taken on the role of Managing Director late last year, what are the goals and targets you have put in place over the course of your first few months in charge?

Firstly to build strong teams within WP — operational, administrative and technical, i.e. getting the right people in the right places. Secondly to integrate these three teams to collaborate as one unit. Once this is in place we can start working towards our ultimate goal : to be the best in the business. Our motto is "We exceed the

standard" and believe in order to survive in this industry, we have to do exactly that.

What aspects/shortfalls/opportunities did you identify to establish these continuous improvement strategies?

- Creating an environment where the existing management/personal enjoy more accountability and increased responsibility, with focused support from top management.
- Investment in training of management.
- Process of systematically acquiring ISO 9001 and 18001 accreditation by August 2015.

Who are some of your key clients and business partners that you have grown alongside within the region over the years and in what ways have they aided the growth of the company?

- CCNBC — have shown incredible growth in Namibia over the past 10 years allowing WP to achieve consistent and organic growth year on year. This made it possible for WP to develop good infrastructure, people, processes and, of course, brand strength. WP has a good name in the industry as a transporter that is reliable, efficient and cost effective. This, in turn, has attracted other clients and strategic partners.
- Tutengeni Import and Export — growth into Angola
- Afrideca — growth into Africa
- DHL — general cargo

What is WP Transport's approach to people management issues, including the attraction, retention and skills development of staff?

- People focused, we're a family and everyone plays a vital role in the business.
- We place great emphasis on creating a work environment where people perform to their best of their ability because they want, not because they have to.
- Good basic salaries with significant incentives.
- Training on key management skills such as operations management, customer service and care, communication, emotional intelligence and leadership.
- Training on operational skills such as advance driver training, technical training.

Gregory Simpson





Train braking energy uncovered

Transit agencies are placing increasing importance on pursuing sustainability in their operations. Yet they can achieve their goals with several possible scenarios from the conversion to more efficient LED lighting, to the deployment of renewable energy sources and others.







This case study contrasts two options that are being considered by operators of DC electric rail systems today: a solar photovoltaic (PV) power system and a wayside braking energy recovery system.

Thanks to attractive government subsidies and feed-in tariff programmes, solar power has become an increasingly popular and a visible source of clean renewable energy.

Recovery of train braking energy, on the other hand, is an emerging trend which does not benefit from the same level of government support. This study will show that an energy storage or recuperation system installed inside a substation provides a superior ROI for transit agencies than a solar PV system.

For transit agencies, solar systems can typically be installed on the rooftop of large maintenance facilities or office buildings or as canopies in parking lots. Because a small system costs more per watt and has little overall impact, a rail operator would typically consider projects capable of generating several hundred kilowatts of power.

Since a rooftop PV system becomes cost efficient at capacities around 500kW, we chose to compare such a system with an energy recovery system providing equivalent energy savings.

While the cost of the solar system will vary with the complexity of the engineering, of the connection costs, of legal and financial set-up fees, and of racking and installation costs, a 500kW solar PV system typically costs between \$3.50-5.00 (ZAR 50-70) per watt before subsidies and other incentives.

Based on PVWatts, such a system will produce between 496 MWh and 758 MWh per year depending on the location of the site and angle of the panels. While deploying the panels at the optimum angle produces more energy, this comes at the expense and impact of more spacing to reduce the impact of row to row shading, and at additional expense for longer cabling runs, more racking materials and more installation work.

The Wayside Energy Storage or Recuperation System (ESS and ERS) Option

Electrically powered trains utilise regenerative braking, but the regenerated energy can only be used if there is another train accelerating in its immediate area. This is not always the case and much energy gets dissipated in on-board resistors.

This is why ABB introduced a ESS (Energy Storage System) and ERS (Energy Recuperation System), two wayside systems which connect to the catenary or third rail of an electric train system.

These ENVILINE systems capture the otherwise wasted braking energy, store and feed it back as needed during the acceleration (ESS), or otherwise return it to the AC grid (ERS). Depending on the time of day and frequency of trains, this saves between 5% to 20% or more of the traction energy consumed by the trains.

And corroborated by results achieved in real operations with a 1.5 MW system costing between \$450-900K (ZAR 5 000-10 000) depending on the configuration and installation, will recuperate energy generally equivalent to the production of a 500 kW PV system, yet cost less than half of the all-in costs of a solar system. Without government incentives, this option is clearly the more attractive and sustainable for a transit agency.

Other advantages of energy recuperation

An energy recuperation system offers transit authorities several additional advantages, namely:

- More stable production: Solar production follows a bell shaped curve, and can be hampered by clouds, snow and dirt. While train braking energy recuperation comes in hundreds or even thousands of small sporadic injections, the total kilowatt-hour production per hour is much more constant throughout the train operation day than solar. Because of this, a constant generation profile can be achieved with the addition of a much smaller energy storage system than with solar.
- Traction power benefits: With the ESS option, the recovered energy gets returned to the traction line during the acceleration, which cuts the peak demands on the grid by up to 2 000A on a 1.5MW system. This helps maintain the voltage level and the efficiency of the traction power system, and reduces the strain on the distribution equipment.
- Less maintenance: While both systems require annual maintenance and inspection of the power electronics, a solar system requires the additional cleaning of the panels, inspection of PV wiring and connections, and may complicate structural repair or replacement if roof mounted.
- Smaller footprint: A 1.5MW energy recuperation system takes typically less than 100 ft² of floor space inside a substation. A 500kW solar system can require between one to two acres of roof area, plus space for connection boxes, inverters, transformers and AC protection.
- Less legal and set-up constraints: An energy recuperation system connects behind the customer meter, and should not require any permitting from the local utility company. In most cases, a solar system requires a connection agreement and a PPA (Power Purchase Agreement) with the local utility or purchaser of the electricity.

Investing in solar is a smart investment which will provide clean renewable energy for decades. However, transit authorities operating DC electric trains can take advantage of a unique and better opportunity to deploy a wayside train braking energy recovery system which increases their energy efficiency and provides better financial performance.

Case study





Envirosure Underwriting Managers

Envirosure Underwriting Managers is a niche underwriting agency specializing in insuring transporters, garage stations or commercial sites against hazardous spills.

Our policy covers Environmental clean-up, which includes contamination and rehabilitation from a hazardous spill and liability arising from an incident.

Our Territorial limits are: South of the Equator.

Objective: For clients to place hazardous risks with Envirosure at a competitive premium for the underwriting risk and commodity carried or stored.

Unique Benefit: Envirosure has a 24 hour toll free call centre called Hazcall24, with qualified operators who will immediately mobilize our preferred response units to the incident scene. Our toll free number is 0860 44 44 11

HAZCALL 24 INCIDENT MANAGEMENT INSURANCE & CONTACT CENTRE

Spill Tech carry our national and cross border contract for all Envirosure's clean-ups. They have been recognized to deliver a prompt and professional service to our clients. They have over 22 branches nationally which are all Sasol, BP and Shell accredited. Their Gauteng office carries their ISO 9001, ISO 14001 and 18001 accreditations.

Our Additional Value added products Are:

Excess Solution – It buys the RSA excess to Nil and the cross border excess to R50 000. It also includes all load transfers, minor spills as in drips and leaks.

Side Tank Cover – It gives the client R 80 000 clean up cover including disposal of waste and rehabbing the environment and road surfaces.

Premises Risk – This over includes the clean-up cost from insured vehicles on, in or under property owned by the Insured or in the Insured's care, custody or control. An excess solution is available and so is a higher indemnity limit.

Above and Underground tanks - Static Risk. This cover is available for sudden and unforeseen incidents.

Compliance Assist– This allows the transporter to contact compliance assist on a 24/7 number making sure his trucks and drivers are compliant at all times.

Furthermore we offer the transporter a reminder of when the driver's license and "D" permit needs renewing.

The compliance assist product also includes a free spill kit for the client's depots or yards and replacement absorbents for the kit annually, with basis spill response training annually and compliance training sessions annually.

To date we have paid over 350 spillages totaling R 87 000 000 over our seven years of trading.

Our Insurer is Compass and our Re- Insurer Hannover-Re
Envirosure is an Authorised Financial Service Provider FSP 38594



For more information contact Sjanine Tanner, the Managing Director on 031 2054918 or sjanine@envirosure.co.za



Reducing the downtime

Downtime: The last word you want to hear. Any bus or truck off the road is costing you money.

The primary function of engine oil is to minimise metal-to-metal contact reducing friction and wear. With friction comes heat, which causes more wear and distorts moving engine parts. The oil in your engine maintains a thin, lubricating film on all metal parts that lets them glide over each other safely and efficiently, minimising friction. Valvoline engine oils exceed the latest performance standards of leading engine manufacturers.

Your vehicle is a large investment. In order to keep it running smoothly and efficiently you depend on reliable products that meet or exceed manufacturer specifications. Valvoline has the right products to not only keep your car running at peak efficiency, but also to maintain that new car appearance.

Many car owners may not be aware of engine problems that can occur from using poor quality oil and having made the investment in a vehicle of your choice, why destroy that investment, by purchasing the 'cheapest' grade oil?

You may or may not be able to see the impact of inferior quality oils right away. In a seemingly good performing engine, harmful contaminants may already have entered the engine's lubricating system and begun to cause corrosion, rust, wear, etc. Just because you haven't experienced any symptoms doesn't mean problems don't exist.

When problems do become visible, it may be too late or very costly to bring the engine's performance back to normal. It's always advisable to stick to high quality, warranty backed brand for maximum protection





A good lubricant, must meet certain specifications such as API (American Petroleum Institute) ACEA (European specifications) and OEM (Original Equipment Manufacturer) approvals.

Ashland, the parent company of Valvoline, are continuously involved in extensive product testing and research, together with the OEM to gain accreditation and approval by most of the major vehicle manufacturers. In addition, many of the Valvoline lubricants are used by OEM's worldwide, as the first fill.

Media release



Trailer technology advancements

Several new technologies being introduced to the market by WABCO, a leading supplier of braking and control systems for heavy commercial vehicles, are attracting increasing attention in the international market in terms of both safety and fuel efficiency

“Pioneering technologies have defined WABCO for the last several decades,” says Enoch Silcock, MD of WABCO Automotive SA. **“The organisation’s leadership is rooted in unique capabilities to develop cutting edge industry breakthroughs in safety and efficiency systems for trucks, buses and trailers. WABCO technologies also help the industry to**

respond to ever tightening government regulations around the world, aiming to achieve safer and more efficient commercial vehicle operation.”

Released towards the end of 2014, WABCO’s OptiLink technology is the industry’s first mobile application that remotely controls and monitors a suite of vehicle safety and efficiency



WABCO trailer with OptiFlow

functions on truck-trailer combinations. This innovative new technology is the first on the market to provide a single user interface via a mobile device, such as a Smartphone, to monitor and control multiple functions on both the truck and trailer.

Available in 11 languages, the OptiLink app offers easy operator access to 18 functions, providing the industry's widest range of functions for tractor-trailer combinations through a single mobile device. It is being hailed as another milestone in remote management of safety and efficiency functions on truck-trailer combinations worldwide, while also offering considerable opportunity to improve return on investment on daily fleet transport business.

The mobile app equips drivers with an easy-to-use display of highly visual information from the vehicles' on-board systems, such as suspension control, lift axle control and brake functions. It also allows users to tailor their OptiLink 'dashboard' according to preferences for control and monitoring of vehicle safety, efficiency, performance and comfort.

In another innovation, WABCO has introduced its next generation TX-TRAILERGUARD fleet management solution that combines the functionalities of its award-winning telematics solution with Transics International's back office software platform which helps commercial vehicle fleet operators improve their vehicle fleets' safety and efficiency performance while reducing costs.

This is the first product integration to emerge from WABCO's acquisition of the fleet management systems company Transics, a market leader in Europe, in February 2014. The innovative telematics solution integrates the comprehensive real-time data gathered from WABCO's on-board advanced braking, stability control and efficiency systems with Transics' back office software, TX-CONNECT, and its related suite of telematics systems.

It enables effective truck, trailer, driver and cargo management in real time. Silcock says the launch demonstrates their commitment to the success of commercial vehicle fleets worldwide, marking the powerful integration of comprehensive real-time data gathered from WABCO's on-board advanced braking, stability control and efficiency systems with Transics' innovative telematics. This advanced trailer telematics solution offers fleet operators a rich source of data to enhance their fleet services, increase vehicle safety and efficiency, and help lower operational costs.

SideWings

Last year WABCO also launched its distinctive OptiFlow SideWings airflow conductor. This product is ideally suited to refrigeration, curtain and box type trailer applications. Geared around streamlining new generation trailers to significantly reduce air resistance, the robustly constructed SideWings are the most advanced airflow conductors on the market, featuring a unique aerodynamic shape designed to achieve reduced fuel consumption.

"The three main areas in trailer aerodynamics are the area between the truck and the trailer, the back of the trailer

and its underside," says Silcock. "At highway speeds, more than 50% of a truck's energy consumption is needed for air resistance, while half of the air resistance of an articulated vehicle is caused by the trailer. Behind the tractor wheels and axles, the airflow moves towards the vehicle's centre, providing a high angle of influence from the motion of air currents. The SideWings' wing-shaped airflow conductor improves the trailer's aerodynamics by capturing this angled airflow at the lower end of the tractor, creating a force in the driving direction and guiding it to the trailer along the rotating wheels.

"It entirely covers the sides of the trailer, including the wheels, and is specially contoured to optimise airflow around and behind the vehicle to reduce energy loss caused by aerodynamic drag. Their patented shape offers a real advantage over other systems on the market, generating a thrust that helps reduce fuel consumption by 1.5 litres per 100 km at high speed. This is considerably more effective than the performance of conventional trailer skirts.

"These savings are independent of whether the type of trailer is a tandem or tridem, the load capacity or tonnage of the trailer. They are also unaffected by driving style. Against the current price of diesel, an investment into SideWings can be expected to pay for itself within two years of installation."

The system is compatible with any length and type of trailer, is manufactured using PDCPD (Polydicyclopentadiene) material which, despite being light and durable, offers ultra-resistance to impact. It is also easy to paint and environmentally friendly since it has the advantage of being a low-energy material in production, further reducing the lifetime carbon footprint of SideWings.

OptiDrive

WABCO's award-winning, innovative OptiDrive system combines the comfort of an automated transmission with the efficiency of a manual transmission. It automates and optimises gear shifting in 5-16 speed manual transmissions for medium and heavy duty commercial vehicles, freeing up drivers from gear-shifting and improving fuel economy by up to 5%. The modularity of this standardised system means it can easily be adapted to a wide range of transmission and commercial vehicle platforms to minimise time to market.

It also significantly reduces the total cost of ownership of a vehicle, since more accurately controlled shifting operations result in less wear among components. Compared with a manual transmission, OptiDrive requires less driver training as it further simplifies vehicle operation, resulting in increased driver awareness for traffic conditions and improved road safety.

Silcock concludes: "WABCO is constantly globalising by growing, leveraging and optimising its network of capabilities in manufacturing, sourcing and engineering. This translates into increased speed, safety, adaptability, quality and lower cost structures that benefit customers around the world and advance the transport industry."

Staff reporter

Uptime.

Timken® Tapered Roller Bearings for Commercial Vehicles. Engineered for the Long Haul.



Stronger. Value. As a leader in tapered roller bearing technology, Timken engineers wheel bearings with performance-enhancing features to help increase fuel efficiency, improve load-carrying capacity, and last longer than other bearings — helping increase your fleet’s uptime.

Even though many bearings may look identical, significant differences in engineering, manufacturing and quality become evident the harder a bearing works. The most important bearing features affecting bearing life are profiles, surface finishes and steel quality.

Bearing Profiles Distribute the Load

Bearing rollers and raceways are not flat — they have a profile. Well-engineered profile height and consistency distribute the load evenly across the contact surfaces, known as races. Precisely manufactured profiles use a greater amount of the raceway to increase load-carrying capacity, reduce stress levels and avoid premature damage.

Bearing cups and cones from different manufacturers may appear to fit together, but they do not. Timken engineers design our wheel bearings with uniform internal geometry, including angle of contact for cones and rollers. Uniform internal geometry creates a precise match between cup and cone — extending bearing life.

Enhanced Surface Finishes Reduce Friction

Nearly all bearings appear to be smooth, however, under a microscope, surface finishes resemble peaks and valleys. Rougher surfaces have higher peaks that damage and shorten bearing life.

Smoother surface finishes improve lubricant flow, helping prevent metal-to-metal contact between rollers and raceways.

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.

We manufacture Timken wheel bearings with engineered, super-clean alloy steel to provide the purity, hardness and durability that helps make our bearings last longer and perform stronger.

Contact a Timken sales representative today to discover how our tapered roller bearings can increase your fleet’s uptime. E-mail us at tsasales@timken.com.



Insist on genuine Timken products
to help ensure the uptime of your fleet.

timken.com



MASSIVE LOADS.
TUMULTUOUS WEATHER.
UNTAMED ROADS.

JUST ANOTHER DAY AT THE OFFICE.

Stronger. Value. Your office? It's wherever your trucks go. Dusty roads. Mountain passes. Cross-country or across borders. When the road serves as your proving ground, another day at the office promises to be anything but ordinary.

Stronger. By Design.

© Timken® is a registered trademark of The Timken Company.

Timken engineers apply their know-how to improve the reliability and performance of machinery in diverse markets worldwide. The company designs, makes and markets high-performance steel as well as mechanical components, including bearings, gears, chain and related mechanical power transmission products and services.

TIMKEN



Battle of the Bakkies

The bakkie market in South Africa is arguably the most hotly contested light commercial/consumer segment with Ford, Toyota, Nissan and in later years GWM, all vying for ultimate bragging rights as top seller



I was lucky enough to get my hands on the new Ranger Plus XL and GWM Steed 5E Xscape recently, to pit the old favourite up against the pretender to the crown of top selling bakkie in South Africa.

In recent years Ford has knocked the historic Toyota Hilux off its perch with their 'all conquering' Ranger. The good people at Ford gave me the XL Plus to review, their hardest spec, designed for mine work and general rough stuff.

Fitted with meaty all-terrain tyres, spare battery to power mining equipment in remote areas, together with a sizable 237mm of clearance and general road presence, the beefy Ranger really does cut a nice shape on your favourite bushwhacking adventure.

The XL plus is not a sports car to drive, but that's not its purpose. The gearbox is industrial, with large broad strokes

between gears, giving you the feeling of driving a 10 ton truck at times. And that's fine with me. Because when you're delivering spares to the arse end of Angola, or taking your family through the Karoo in the heat of summer, you want something that feels rough and ready, capable of tackling any mountain pass.

The Ranger XL plus felt a lot more serious than the Ford Wildtrak, with its more road going tyres and fancy automatic gearbox. With 4x4 and low range diff lock it's very hard to get the XL stuck. I took her on sand, gravel and heavy offloading without so much of a whimper.

It really does feel a lot more at home off tarmac than on it. You can basically do the same speed on gravel compared to tar, given the fantastic grip from the 4x4 system.

In contrast the GWM that I tested is a 4x2, which cancels out any serious off-road excursions. And with only 194mm of



ground clearance, you would not want to go as deep into the bush as the XL can.

In terms of driveability on-road I'd give the edge to the GWM, with its leather seats and smoother gearbox it edges the city slicker stakes. The carrying capacity on the Ranger is slightly more, with a bigger bucket at the back.

The GWM feels more car-like than the XL Plus, with leather seats positioned lower in the cabin and a flashier centre consol. One thing that I can't stand about the GWM, and modern cars in general, is the beeping. It beeps before you even get going to put your belt on. The only good thing about this is that it forces you to buckle up even before you depart.

The downside of Asian cars is the mothering nature that they force upon drivers. That's where BMW comes into its own, offering a car that can shut-up and drive. Mercedes could learn



a thing or two from that too. The dials on the GWM felt a touch more plastic than the Ranger, and remind me of a cheaper hi-fi, not quite a Sony – if you will. There is also no clock which becomes a touch irritating when you don't have your phone with you.

So what would make somebody move over from one of the more established brands towards GWM? Well for starters, price. The GWM is 30-50k cheaper than its rivals and now offers a five-year service plan.

GWM are expecting the vehicle to last at least five years, which is a good thing. It's not fair to compare all Chinese products with the rush of low-budget scooters and motorbikes that flooded the market five years ago, with very few of the original motors still on the road.

To be honest, the Steed 5 has grown on me over the last week, and it is a pleasure to drive in town and country. It's not quite as big as the Ranger which means easier parking, but a little less payload capacity.

GWM after-sales is getting better, but can never challenge an established brand like Ford in South Africa for the next couple of years for parts availability and rural outlets, so that might be another concern. However, I've also heard reports of blown turbos on Ranger models, so nothing is forever. The longevity of the GWM is still relatively unknown.

For me it all comes down to application. If you are looking for something with industrial strength the Ranger XL plus has

Mobile Truck & Trailer **BREAKDOWNS** and plant repairs

**Komatipoort branch now open
Call centre coming soon**



Office 031 783 4079/ 084 525 9150

Email: frik@frikfieldservice.co.za

*** Truck & Trailer repairs * Basic Welding * Services * COF/ COR * Harbour Permits
• KwaZulu-Natal • The Eastern Cape • The Free State • Gauteng • Limpopo • Mpumalanga
• The Northern Cape • North West • The Western Cape • Neighboring countries**

Light commercial

got you covered. If you are looking for something a little more refined and easier to park, at a good price, the top of the range Steed 5E could be the bakkie for you.

Whatever your preferences, both are a joy to drive, once the beeps have ceased.

Gregory Simpson



Latest Technology for Bulk Road Tanker Metering

Liquid Automation Systems products have evolved technologically and we welcomed the latest member of the LC family – the new **TE550 Truck III controller**. This is the latest technology in road tanker metering control, with unique features including improved security, logging and remote connectivity.

- Remote Live View and/or Control
- 2 meters, 6 products, 5 names per product
- Robust and user friendly operator interface
- Programmable Service Alerts (calibration reminder, truck service due, operator training or certification, etc)
- Power off Counting (Anti-theft) up to 50 days of meter monitoring
- Stores 10 000 events (about two years)
- Advanced diagnostic and troubleshooting
- Detects unauthorised access to calibration menu/parameters
- Traceable software and hardware replacement/upgrades
- Smart configuration menu with setup wizard
- Variety of ticket options and report printing

The System is designed specifically for the road tanker application catering for all the unique requirements in this challenging application maintaining the known and trusted reliability and accuracy of LC. Input from distributors, including LAS, contributed to the development of a system suitable for African conditions. These advanced units offer superior functionality and features and are priced competitively against the earlier models.



IFX LIQUID CONTROLS
CORPORATION

For more information contact Tel: + 27 (0)11 397 3780,
Fax: + 27 (0)11 397 4500 Help Desk Centre: 0800 201 704
www.liquidauto.co.za, sales@liquidauto.co.za



IMPROVE FLEET EFFICIENCY TOGETHER.

Vehicle tracking • **Fleet optimisation** • Workforce management • Green and safe • Business integration



Continuously improve your fleet's performance by actively managing driver behaviour

OptiDrive 360 is our complete approach to help drivers adapt a responsible driving style. It provides valuable insights to both the fleet manager and the driver – delivering direct feedback to drivers before, during and after their trip. Responsible driving helps you to lower fuel, maintenance and insurance premiums, reducing the total costs of vehicle ownership.

Driving performance insights

OptiDrive 360 actively provides real-time feedback and advice to improve driving performance. Fleet managers and drivers get tailored driving insights on up to 8 OptiDrive performance indicators.

- **Speeding**
Information about what the speed limit is, and if drivers are driving within it
- **Driving events**
Reports on harsh steering and sudden braking
- **Idling**
Information on idling time and associated fuel waste
- **Fuel**
Real-time and average fuel consumption
- **Constant speed**
Reports on speed fluctuations in driving performance
- **Coasting***
Drivers can be advised to release the accelerator when approaching a coasting zone
- **Green speed**
Get an advised speed, based on fuel efficiency and the speed limit
- **Gear shift**
Advice on how appropriate gear changing can optimise vehicle efficiency

Why not call us on **+27 861 866 866** or drop us an Email on **sales-za.business@tomtom.com**

For more information, visit
www.tomtom.com/telematics



NEW TRAKKER SR



HI - RELIABILITY IS POSSIBLE



- + Hi-Reliability: strong chassis frame, Single Reduction rear axle, steel suspension
- + Hi-Efficiency: for medium long haul freight, on-road and on well maintained gravel road
- + Hi-Specialisation: perfect for side tipper application
- + Hi-Design: with front steel bumper and low- or high roof sleeper cab

IVECO

WWW.IVECO.CO.ZA

