

road ahead

3rd Edition of 2018
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Up in smoke

Effects of new smoking law on truck drivers

Trucking

New Volvo Trucks VP sets the tone

Security

Challenges of securing moveable assets

ISUZU TRUCKS

ISUZU ENGINEERS DUAL CONTROL AUTO AIR STREET SWEEPER TRUCK



CAPE TOWN is a world tourist destination hosting major events and a clean image is part of visitor experience. Rapid clean-up and mobility to tackle a variety of venues has been taken care of through the City Council of Cape Town acquisition of four new Isuzu model FSR 800 Regenerative Air Street Sweepers Sweeping at 7 to 8kph, with both side brooms operating, depending on road conditions and surface debris, this unit delivers a potentially-massive swept area of 27,000 square metres per hour with an air flow of 9,5 cubic metres per second.

Dual-control to match all road conditions

Isuzu fitted the cab with dual controls – two complete steering- wheels and foot controls allowing drivers to operate on left or right-hand side. Most road and gutter sweeping is carried out on the kerb-side – left-hand side - of the road where a driver controls the sweeper from the left-hand side of the truck. When travelling on the road or a one-way street the dual right-hand control allows the driver to then switch over to the normal right-hand steering side. Fully adjustable driver seats are also fitted on both the

left and right-hand side of the cab to match the driver/operator.

Apart from the above cab modifications carried out at KANU Commercial in Port Elizabeth, the 13,5 ton Gross Vehicle Mass (GVM) Isuzu FSR 800 wheelbase was altered to provide an ideal mass distribution of the sweeper equipment with a fully loaded hopper.

The Isuzu FSR 800 is equipped with an Allison 2500 full torque convertor 6-speed automatic transmission. The gear ratios are matched to the Isuzu engine torque output and kerb-crawling during sweeping operations.

Regenerative Air Street Sweepers compared to Vacuum Sweepers

A vacuum sweeper relies on suction to lift swept material into the refuse hopper. This system has three disadvantages

- To create high suction the collection tube cannot be large – a narrow suction tube is easily blocked by bulky rubbish, branches, leaves etc
- Vacuum sweepers must exhaust the air used and most often blasted out the top of the machine – any exhausted air is very dusty creating an environmental particulate matter (PM) hazard

Particulate Matter (PM)

PM10 is particulate matter 10 micrometres or less in diameter, PM2.5 is particulate matter 2.5 micrometres or less in diameter. PM2.5 is generally described as fine particles. By way of comparison, a human hair is about 100 micrometres, so roughly 40 fine particles could be placed on its width.

<http://www.npi.gov.au/resource/particulate-matter-pm10-and-pm25>

ISUZU TRUCKS

- Vacuum sweepers are very noisy in operation
- Vacuum sweepers can only sweep on the left or right side, not both sides simultaneously
Regenerative air sweepers employ a high-pressure air blast from a full width sweep head to lift material from the road using air flow, not suction, while the air blast lifts swept material to the hopper
- The air blast moves particles (PM10) as well as heavy sand, stones and gravel
- The air leaves the hopper, passes through a filter into a fan where it is sent back down into the sweep head to blast and lift again.
- Because all air is re-used in a continuous loop, there is very little fugitive dust blown from the sweeper – lowering PM pollution levels
- The air flow generated is around 9,5 cubic metres per second, around 4 x the air flow of vacuum sweepers
- The high air flow allows much larger suction tubes, 350mm, thereby virtually eliminating blockages
- A regenerative sweeper can sweep on both sides simultaneously delivering a swept width of 3.4 metres

High abrasion levels & load indicator

Cape Town has high-levels of sharp sand, and abrasion will be at its worst – the suction fan and suction tubes

are made from abrasion resistant steel while the sweeper body, hopper and doors are made from 304 grade stainless steel also known as 18/8 for its composition of 18% chromium and 8% nickel. The degree of abrasion resistance is directly related to the material swept.

Sweeping paper has no mass but sweeping wet sand and stone is a very heavy task. As the sweeper delivers its payload into the hopper, swept material is thrown forward to make maximum use of the chassis mass distribution. The sweeper is fitted with a load indicator warning the driver when the max legal load limit is reached.

The sweeper hopper discharges the swept load by a hydraulically-powered tipping cycle. The rapid discharge enables the unit to swiftly get back to work and translates into high productivity in terms of m3.hrs (cubic metre hours)

Sweeper equipped with independent power

The Roots Sweeper is independently powered by a 4-cylinder, 4,5 litre Cummins QSB45 engine, specifically designed for industrial applications. This engine has a safety shut-down triggered by high-temperature and/or low oil pressure

Servicing this productive, hard-working machine will be done on an hourly basis – 250 hours. The expected life of the machine with proper maintenance and operation is forecast at least 10 years.

Urbanisation challenges in Africa

‘The primary aim of road sweeping is to improve the aesthetic appearance of the urban environment by removing street debris, litter and dirt. The frequency of sweeping varies significantly, with major roads and motorways being rarely swept.’ There will be significant variance between major urban centres.

‘Historically, neither road sweepers nor their operational procedures were designed to reduce ambient PM10 concentrations. Factors that are likely to affect the efficacy of road sweeping in reducing PM10 concentrations include the following:

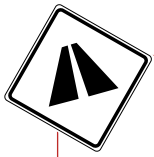
1. The road dust loading;
2. Sweeper efficiency of removing PM10 from the road surface;
3. The ability of the machine to retain the particles;
4. Road surface;
5. The portion of the road that is swept;
6. The frequency of sweeping; and
7. The length of road swept.’

Reference: Google R15_AIRUSE-Street-cleaning-CNE

The Isuzu Roots Blower Street Sweeper is clearly equal to the environmental and efficiency challenges of modern municipal demands – the City of Cape Town has stepped into the future of a smarter image with an environmental impact that cares for its citizens and tourists ●



ISUZU
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road ahead

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Transport on the move

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Transport on the move

On the Cover

The Team



editor: gregory simpson
art director: brent meder
design & layout: shanice daniels
advertising executive: linda smith (project manager)
bayanda sikiti, albin ballin, brian mckelvie, matthew dutton

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: lee-ann lawrence

client liaison: linda tom

accounts department: chevonne ismail (accountant),
brigitte eberbach
debtors department: nadeema abdullah,

repro & printing: FA print
managing director: robert arendse
financial director: andrew brading

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cape media house,
28 main road, rondobosch, 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)

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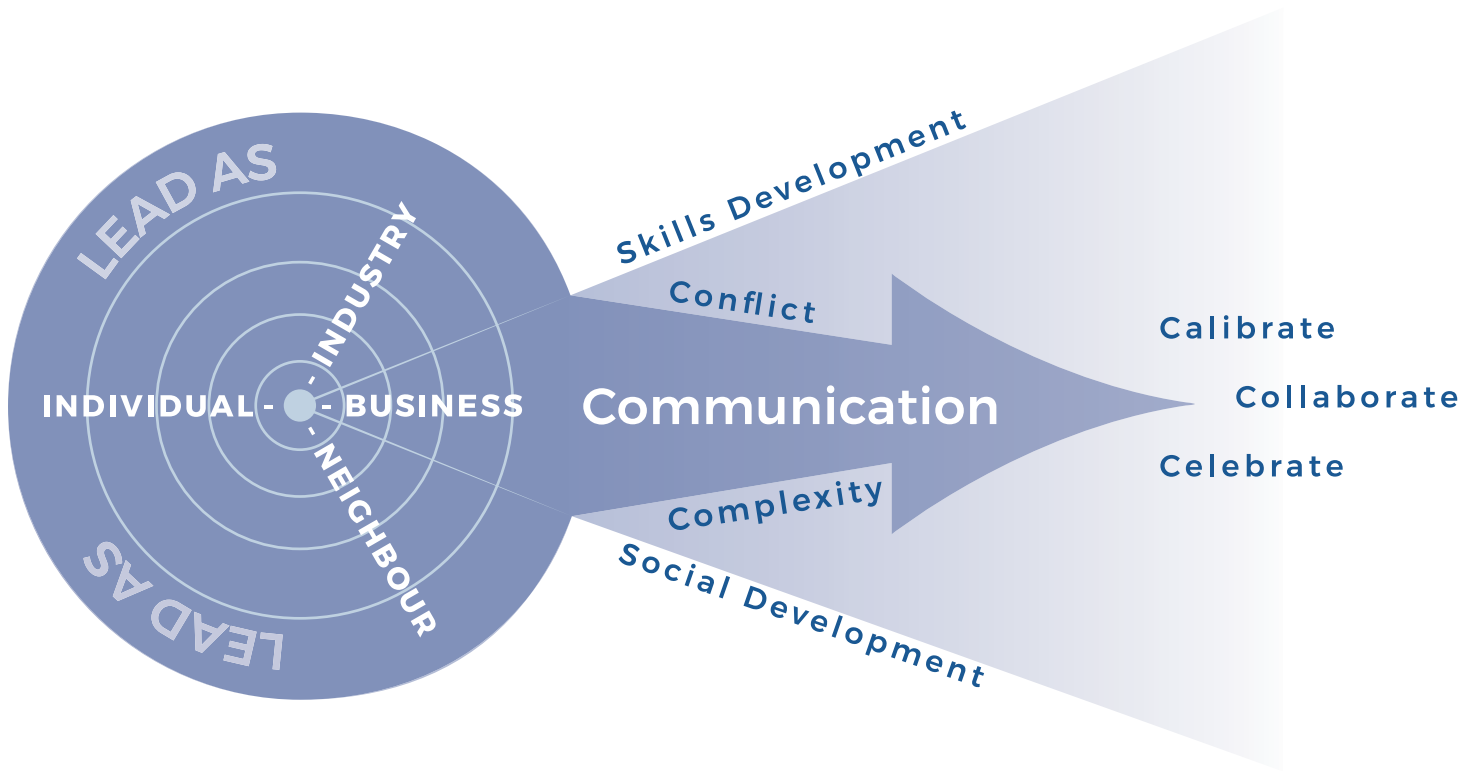


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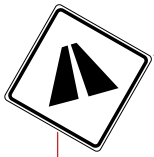
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Transport on the move
3rd Edition of 2018

Foreword

Electric mobility bridges the gap

Mobility is essential to today's world. We travel to get to work, to go shopping, and to meet friends and family—in short, effective transport impacts on all aspects of our modern lives. Access to mobility is critical to economic growth and progress, bringing more opportunities and better productivity.

At the same time however, growing environmental concerns and a looming shortage of fossil fuels have created tension between our ever-growing demand for mobility and the health of our planet.

Growing populations, increasing urbanization and economic and social development mean that there are more cars on our roads each day. The knock-on effects of this are greater levels of congestion and longer times spent commuting, which means more stress and higher levels of aggression on the road. Skyrocketing levels of air pollution—to which transportation is one of the leading contributors—has negative effects on both health and climate change, both of which are key issues in global policy agendas.

So, the writing has been on the wall for some time. The gold standard in automotive technological progress has thus been to achieve a radical reduction of engine emissions and the development of electric cars has been at the forefront of this charge. We have now entered the beginning of a new era, as more and more of these vehicles take to the roads.

Electric cars are now at the cusp of the mass market, with a steady stream of new models set to reach the consumer in future. Last week, we launched the Audi e-tron, our first all-electric-drive SUV, at a world premiere in San Francisco—one huge leap forward in pursuit of our goal. Audi will also bring more than 20 electrified models to the market by 2025, from the compact class to the full-size category. Around a dozen models will be all-electric, while the remainder will be plug-in hybrids for emission-free driving on shorter journeys.



Powering this development is ongoing improvement in battery technology, with increasing energy density and lengthened driving ranges possible between charges. Consumers have noted that they feel confident using electric cars for day-to-day use once battery technology can sustain a driving range of 300 or more kilometres, which is now possible.

The Audi e-tron has a range of 400 kilometers, making it ideal for long distance driving. Drivers who charge the e-tron overnight can set off in the morning in full confidence that they won't need to stop at a charging station as they go about their day.

What this technological progress also means however, is that the levels of power and performance achieved by an electric car draw ever closer to those of traditional engines. For anyone who loves high strung, powerful engines and the rush of adrenaline that comes from flooring the throttle on an empty stretch of road, this is no small thing. At Audi, we are lucky to be surrounded by some of the most exceptional engines ever produced, so few people understand the thrill of an extraordinary driving experience better than we do. So, the holy grail is to achieve this same performance with vastly improved economy.

Trevor Hill, Head Audi of South Africa

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road ahead

3rd Edition of 2018

Transport on the move

Ed's letter

Infrastructure development is vital for our gateway status

The fluid operation of South Africa's various transport arteries is vital to maintaining the southern tip of Africa as a preferred gateway in and out of Sub-Saharan Africa, with the competition from Kenya, Mozambique and Angola mounting.

The Richard's Bay Coal Terminal is a prime example of the South African economy in motion, which handles much of the country's coal exports to key Asian markets like China, who are normally on the lookout for raw materials to power their manufacturing-heavy economy and the subsequent demand for energy.

To our government's credit, infrastructure upgrades to many of South Africa's key ports and secondary harbours have given a boost to the shipbuilding, repair and maintenance sectors through to the oil and gas industry in Saldanha Bay, for example, which is also a centre for the emerging LNG market. With its close proximity to Cape Town and the West Coast oil fields to the north, it enjoys a key trade position for markets across the Atlantic; as the Saldanha IDZ continues to deliver.

Speaking of delivering, I've been impressed by the astute leadership of President Cyril Ramaphosa, who has visited two of the biggest vehicle manufacturers in the country, Mercedes-Benz in East London and Volvo Trucks in Durban. Both large multinationals have pumped millions into these plants respectively and have done wonders for the areas' local economies while increasing skills development. Without the Mercedes-Benz production line, East London stops.

Meanwhile, Gautrain continues to impress with its service, vision and plans for a new line to Soweto, promising to give less advantaged communities access to this successful high-speed network, which can save hours of commuting time for workers who rely on public transport.

Sadly, many of our traditional commuter rail services are not



run optimally, with Cape Town's Metrorail's failures affecting businesses and their bottom line. Unnecessary tension is created by creating so much uncertainty in commuters' minds. Unreliable trains have forced many commuters to rely on taxis, which further enhances traffic issues and increases their monthly transport spend, at a time when money is tight.

The Cape Town to Simon's Town train line should be a tourism showcase for the Mother City, with a plethora of spectacular scenery and historic stations dotting the line. Instead, you've got a poorly run service with trains that are difficult to see out off, filled with graffiti and which are havens for criminals. Let's rather focus on maximising these prime assets.

Greg Simpson

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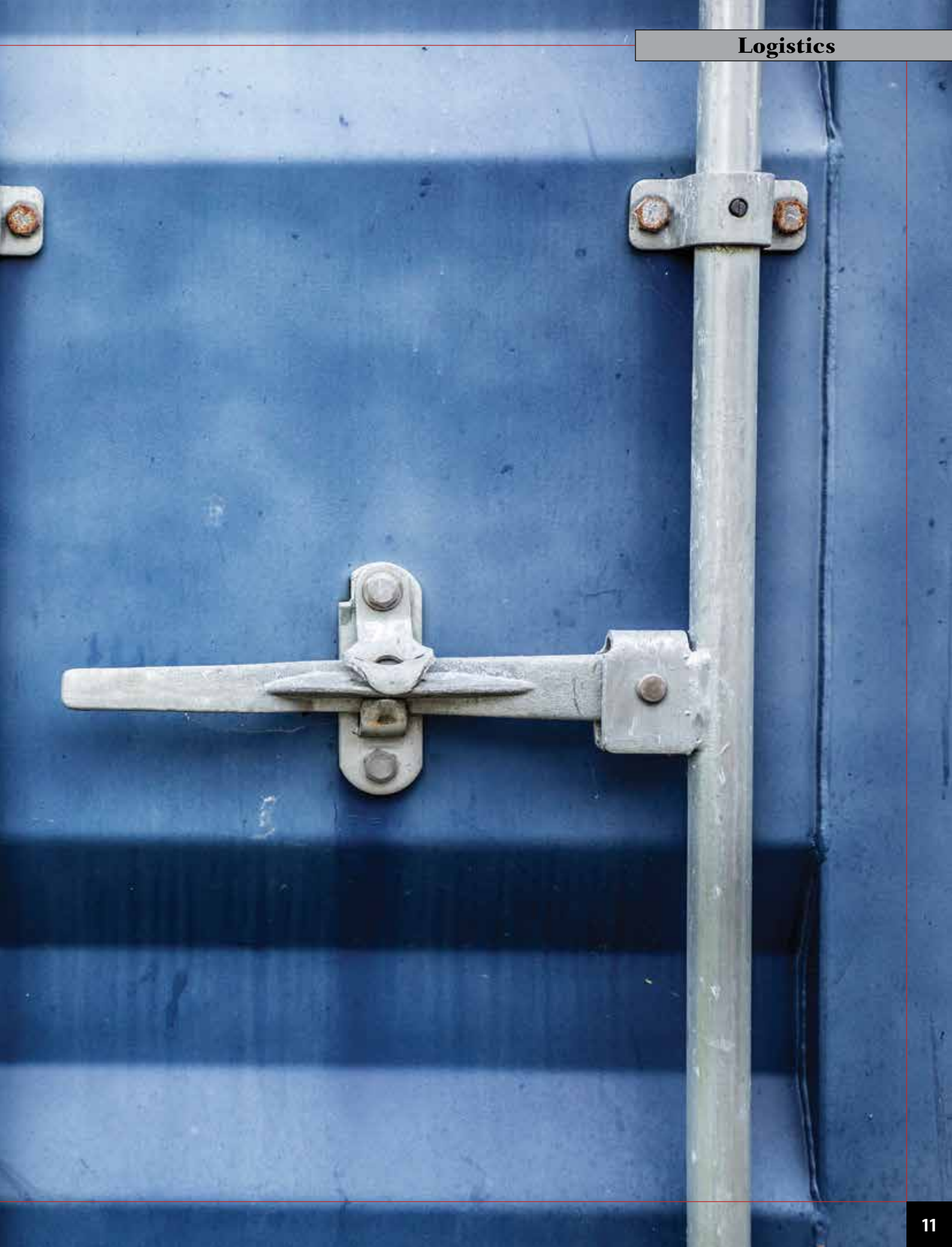
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The challenges of securing Moveable Assets

As South Africa's Infrastructure radically changes to catch up with the rest of the world, we are faced with a new type of thief, The "I don't know what this is , but it looks expensive " type of thief. We have spoken about Yellow machines (Front end loaders and graders) being taken for illegal mining and also about the increase in Hijackings and movement across borders. However, no one is speaking about the moveable items







Of late I have noticed a lot of companies turning to Tracking and Telematics companies for solutions to track and recover their moveable items. There are so many good and really bad solutions we would need an entire edition all about just that, but we are looking at items that the insurance companies are starting to frown about, like Generators, road and portable plant machinery and the new kid on the block, fibre splicing machines.

Let's take a quick look at the obvious of machines. Generators, come in all sizes and are in great demand amongst our sticky fingered friends. Construction vehicles are being taken for the tools and generators that are left on the back of the vehicles whilst park or driven around. Its obvious why they take them. The likes of the pawn shops are quick to throw a few bucks at the seller for the tools, and if the generator works then there is a quick R800 in your pocket. The larger machines are being taken for orders across the borders and its not hard to get them across.

Just prove that you own it and its across. The industry has yet to provide us with a sure fire way to identify the Larger generators and provider a similar system of checking if its stolen by means of a serial number check or similar. I did cover the fact that it is essential to Microdot

Our country is faced with increasing poverty and opportunistic crime. The demand for fast moving machinery and moveable items across our borders is increasing

your machinery in a previous edition.

They actually have a yellow machinery dotting kit that also includes UV identification stencils for spraying on

the side of the machinery to aid in the identification of the machine. But you ask yourself the question, what does that help? Well in short, the Insurance Crime Bureau in South Africa is starting to make headway in the training of the essential Police personal at border posts. I have witnessed firsthand how the SAICB shares their passion with willing members. So it is not all a lost cause.

Portable road compactors and compressors fall into the above category but are not always first choice in the thieves choice of shopping item. The items are heavy and awkward to move. The demand for the items is by request and there are a selected few people that will take them. Again you ask, how do I know its stolen? Well if you by it off the back of a bakkie, it probably is stolen.

The most interesting item of late that is getting stolen are the Fibre Splicing machines used by the infrastructure technicians when installing our long awaited fibre to the home installs. Its a very interesting piece of machinery in that it joins 2 ends of fibre by means of fusion. Well thats the extent of my knowledge of what they do. However these machines are worth hundreds of thousands of Rands and the theft of these machines is on the increase. I recently spoke to Zach from IC Logistix in Randburg Johannesburg about these machines.

The majority of the machines in South Africa are imported from Japan and are specialised machines of varying sizes, and prices. Now when we look at the machines they are small in size but not every Tom, Dick or Harry can operate one, or repair one. The care that needs to be taken in the calibration stage is intense. I watched Chris gently removing the casing and working on the circuit boards inside the machine. It was explained to me that if you touch the wring part of in the wrong place without being earthed you can cause some damage. So what solution did they choose for tracking and recovery of this machine? Well there were 2 options tested.

GPS and Radio Frequency tracking devices. The GPS devices worked, but only if they had permanent power. The





accuracy of the signal was limited to the fact that it was encased in a steel housing. The RF device however was also tested and over a longer distance you could pick up a signal to aid in the recovery of the device. GPS needs power to work and RF uses a separate battery which is only used when the unit is activated. So the obvious choice is indeed the RF one.

Intellidrive Vehicle Tracking was employed to provide a third party RF tracking device to IC Logistix. It wasn't long before they received their first call out to recover the Machine. This took about 3 hours from point of theft to recovery. "It was frustrating to say the least" commented the ground crew member on scene after recovering the device in a storm water drain. "We started off about a kilometre away and worked our way closer to the signal until we were right on top of it." Our sticky fingered friends had no idea that the machine they threw into the drain was as valuable as it

was. Clearly they had no idea.

I suppose the same can be said for the freight that gets carried as well. A lot of carriers carry single large high value loads that get stolen. Obviously it isn't going to work for a bottle of coke, but it could work for high value boxes of clothing, cleaning products or televisions. I know there are televisions that have RF tracking and RFID units installed into them to allow the purchaser to be able to secure the Television and allow it to be tracked.

Let's get real here, the way that technology is moving we can incorporate Telematics units into nearly everything. Telematics companies and tracking companies are soon able to provide a full range of options to track everything, and I mean everything.

Our country is faced with increasing poverty and opportunistic crime. The demand for fast moving machinery and moveable items across our borders is increasing. South Africa is becoming

the Pick and Pay to the other countries when it comes to trucks Bakkies and Machinery. As an asset manager or business owner it is becoming more and more evident that insurance companies are getting fed up with the constant claims for stolen items and are starting to increase premiums to cover their losses. It would be my suggestion that recovery devices are bought and installed into all moveable items.

"It is Easier to repair an item than to buy a new one" quoted one of the service providers who owns and has had 7 machines stolen from him in the past year alone. "I really can't afford the cost of a new machine and I am slowly getting to the place where the insurance premiums are killing me". The only solution is to look at putting devices into those machines that are in this bracket.

*As Always, Stay Safe and Keep Tracking
Tony Dobson, security specialist*



Why should September 2018 to September 2020 worry anyone that uses our country's roads?

Since Judge Zondo delivered the landmark finding that it's an adult's constitutional right to use cannabis (dagga) in private, we now have no control over when and where someone might be under the influence of THC. So, when an adult legally smokes and then climbs into a vehicle to drive on our public roads, while they may be exercising their right our constitutional right to safety could well be jeopardised. We're in a place where two of our rights are in direct contradiction of one another.

While we're all well aware of the laws in place that define how many glasses of wine or bottles of beer we're allowed before we can safely climb behind a steering wheel, currently there is no law preventing a person under the influence of dagga from operating a vehicle on a public road. We have two years of waiting for a Parliamentary ruling that will implement a law that defines what legal levels of dagga in drivers may be.

The worrying part about this is that it's not a criminal offence if a driver, under the influence of cannabis, causes an accident. Serious injury or even death may tragically occur as a result of their

impaired concentration but the clear legal boundaries have yet to be put into place. The situation then becomes even more complex as the court will work to prove negligence as a result of driving under the influence.

However, there is another channel where one can seek recourse. When acting through the common law and the civil court, you're free open a case of negligence and sue for associated damages. This could possibly provide enough of a deterrence to prevent people from driving under the influence of cannabis.

A primary concern of yours involves truck drivers and transport companies.

The Long and Weedy Road

The next couple of years are set to be fraught with uncertainty and indecision as South African law is re-written to accommodate the new legalisation of legal cannabis. Can your company afford the risks associated with poor policy implementation?

How do we navigate the weedy road ahead in this particular industry? Luckily the Occupational Health and Safety Act helps us set these parameters. You're required to create a safe environment for your staff and your internal policies will help define this.

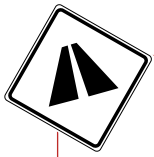
This is where managers are needed to step in as a matter of urgency. Your current policies likely list cannabis as an illegal substance. Policies need to be redefined as this is no longer true to the law, they rather need to state that no operation of machinery is allowed whilst under the influence of cannabis.

So how do you determine if someone is under the influence? This is where things get complicated.

Testing for cannabis is not a simple one, there's no simple blowing into a breathalyser. The test is also not definitive as it measures the breakdown of THC (present in cannabis) which can be traceable for up to a week post exposure.



Dr Richard Malkin



Therefore a confirmatory test must be conducted, this is challenging for four primary reasons:

Strict policy adherence

The test must be conducted precisely and under controlled conditions. The procedure must be defined in your company's policy and signed consent has to be granted by the person being tested. In fact, all employees should be made aware of this updated policy prior to implementation, ensuring that everyone clearly understands the process. A chain of custody must also be established, accounting for the sample from the moment it's taken to the lab where it is tested.

Test complexity

Testing for cannabis involves what's known as a spectrophotometric test. This involves measuring the empirical value of the substance so that the active and inactive ingredients can be measured against international standards. This helps determine if the substance is above

acceptable levels. It's not a simple test, in fact there really aren't a lot of labs that are able to run these tests every day.

Waiting periods

Results are not delivered on the same day, as a result the employee will have to be suspended until the test is completed. This could be on full pay depending on your policies.

High cost

A cannabis test is by no means a cheap process. With current technology, a test is an investment rather than a small throwaway expense.

There's no escaping the fact that this change of law has a large impact on the trucking industry, as well as individual companies. The most important takeaway is that you must re-look at your policies and procedures or else you could be liable as an employee in the event of tragedy. Ensure your policies are reviewed and water tight; ensure that your employees are trained on testing.

A process that never goes amiss is the

practise of educating your employees on the dangers of substance abuse. In the stressed times we live in, we in the Employee Wellness industry are seeing a strong increase in the abuse of legal and illegal substances. There might even be a resurgence of cannabis use now that dagga has been decriminalised and is becoming socially acceptable. Time will tell.

Until we have concrete laws in place by September 2020, it's worth staying alert and being extra vigilant on our roads, no matter if you drive a chassis cab or a convertible.

Doctor Richard Malkin of Workforce Healthcare

Malkin is the Managing Director of Workforce Healthcare, a provider of integrated physical and psycho-social wellness solutions to the workplace. Doctor Malkin has extensive experience in Workplace Healthcare and has recently become a go-to expert advisor in the case of legalised cannabis within South Africa.



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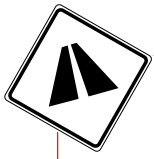
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Is Bus Rapid Transit the answer?

Over the past eight years the South African government has spent more than 130 billion rand on public transport projects in the country's main cities. The projects included the refurbishment of rail services and the establishment of a new rapid rail and Bus Rapid Transit (BRT) systems

This is a lot of money by any standards. As a percentage of gross geographic product, South African cities devote about twice as much money to transport as other developing countries, and as much as four times more than some regions of the world.

The country should by now be celebrating the success of this investment. But sustaining the systems, especially the BRT systems, is proving to be difficult. Even high ranking government officials have expressed doubts about the way things are going. The MEC for transport in Gauteng province, Ismail Vadi, recently asked whether government was getting value for money from the BRT systems. His concerns have been echoed by Joe Maswanganyi, the national minister of transport.

Maswanganyi suggested that it was time to rethink and redesign the systems

to "stop draining money from the fiscus". The BRT has been called a "mammoth flop" and "a white elephant" in some media. Those are exaggerations. But there are serious problems with the BRT.

Fixing them must focus on reducing costs and growing income. Running costs should automatically decline as the system matures. But to raise revenue levels, BRT must become better integrated with housing and other transport services so that more people use them and help pay for them. In particular, the BRT should work with minibus-taxis to help widen the net of BRT usage. The country needs better planning and funding to make this happen.

BRT systems represent a significant improvement compared to traditional metro transport systems. They use dedicated lanes and stations, modern buses, and smartcard payment systems to speed up public transport and give

The expansion and operation of bus rapid transit systems in South African municipalities can't continue as it is



passengers a better quality service. This comes at a price. BRT ticket prices are typically higher than Metrorail but are set to be competitive with the minibus-taxi offering.

South Africa's BRT systems are currently transporting more than 120,000 passengers (one-way trips) every day. Surveys show that passengers generally prefer the comfort and speed of BRT to other modes like minibus-taxi. So, based on passenger numbers alone, BRT is not a failure. But the BRT systems in the country's main cities, Johannesburg, Cape Town and Tshwane, are performing worse financially than was expected.

Between 2005 and 2016, a total of about R35.7 billion was allocated for the planning, design and construction of integrated public transport networks countrywide. Costs are pushed up by national government's commitment to bring minibus-taxi operators into the

The solution is to improve passenger numbers by bringing BRT closer to where people live, work and play

system in such a way that they are no worse off than before.

This was partly driven by political pressure from taxi organisations, and partly to help bring an upgraded taxi industry into the formal transport network. Despite these extra costs, South Africa's spending on BRT systems is, per kilometre of busway, on par with many systems in Latin America and Asia. This suggests that the country has not overspent on infrastructure.

The problem is that fewer people than forecast are using the systems. Fare revenues are lower than expected. Take Rea Vaya, the BRT in the main economic hub of Johannesburg, as an example. Demand grew by about 6% a year on average in the five years to 2016.

In 2016 Rea Vaya catered for about 50 000 passenger trips a day. This equates to about 1 100 daily boardings per kilometre of busway, but it's far less than the average



of 8 000 for comparable systems in Africa, Asia and Latin America.

The productivity of each bus is low. Travel distances are long because of apartheid spatial planning and low densities. Seat turnover along the route is low and most passengers use the buses at peak times. The result is that Johannesburg and Cape Town have had to subsidise their BRT systems much more than planned.

Subsidy expectations came from using some Latin American cities, which operate with zero subsidy, as a benchmark. Planners expected fare revenues to cover direct operating costs. For Rea Vaya, the direct cost recovery ratio is only about 30% and for Cape Town's MyCiTi just over 40%. Subsidies in itself is not the problem. Subsidies for public transport are widely accepted as a way of making cities work better and protecting the environment.

The issue is that South Africa's BRT subsidies are too high and haven't produced the desired results. One senses from the minister's comments that government's appetite for subsidising what are seen as underperforming systems is waning. Unless the entire public transport system makes a better impact, the programme is likely to stall.

Cities have relatively little room for growing revenues by raising fares. Recent research has shown that BRT demand in the Gauteng cities of Johannesburg, Ekurhuleni and Tshwane is very sensitive to fares. Higher fares would also exclude the poorest passengers, which would not help to make the transport system more equitable.

The solution is to improve passenger numbers by bringing BRT closer to where people live, work and play. South African cities have lower population densities than cities in Latin America. The demand for transport in South Africa is lower per square kilometre.

One way to bring people and BRT closer together is to develop housing along transport routes. This is already happening to a limited extent in Johannesburg's Corridors of Freedom initiative. Mixed land use should also

improve the productivity of buses and infrastructure. Precincts served by BRT should also be made easier for pedestrians to use and more attractive to investors.

Bringing quality public transport within reach of more people requires more than just BRT. Recent studies show that existing and potential BRT users in Johannesburg value frequent, easily accessible transport and low fares more than short travel times. They want short walks to public transport. In other words, they want what minibus-taxis are already providing.

Bringing upgraded minibus-taxis into the formal network could greatly expand

the number of people benefiting from investment in public transport. South Africa should be putting more energy into integrating BRTs better with other public transport systems, including municipal buses, minibus-taxis and e-hail services like Uber. It should be working towards common cashless fare systems and easy transfers. Extending the special BRT corridors could follow at a slower pace.

Lastly, cities will have to find ways to raise additional revenues for public transport. These might include charging for the use and parking of cars in congested areas, or partnering with property developers to help build transport interchanges as commercial ventures. Pulling this off will require a wider conversation around whether South Africa wants the benefits of better public transport, and how it will pay for that.

The expansion and operation of bus rapid transit systems in South African municipalities can't continue as it is. Government may withdraw its financial support unless cities can do three things: reduce costs, increase revenues and make the system work for more people.

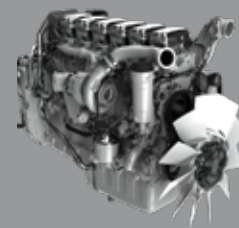
Christo Venter, Associate Professor in Transport Engineering, University of Pretoria and Gary Hayes PhD Candidate in Transportation Planning, Council for Scientific and Industrial Research

The problem is that fewer people than forecast are using the systems. Fare revenues are lower than expected





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New Volvo Trucks VP sets the tone

Marcus Hörberg, who was recently appointed as the new Vice President of Volvo Group Southern Africa, had his first official press briefing at the Festival of Motoring recently, the only industry supported national automotive show, which took place at Kyalami Grand Prix Circuit, Johannesburg.

Previously Vice President of Volvo Peru and Region North for the past five years, he boasts 20 years of experience in customer finance, business development, strategy and country management for Volvo Group in emerging markets.

Marcus began his speech by pointing out that management and staff has done great work and laid a good foundation to build on, also for their continuous efforts and ambitions to deliver on customer satisfaction. "We have retained our number one overall position in customer satisfaction for a consecutive third quarter which is no small feat but, rather a reflection of all the hard work from our collective staff," says Hörberg. According to the latest Scott Byers report, Volvo Trucks has regained its number one position in sales, maintained first position in parts and second in service delivery for Quarter 2 of 2018, which means that the

company has maintained first position overall.

A testament to being number one in sales is enhanced by the high demand for the FH series, specifically the Volvo FH440 6x4 Truck Tractor. In 2017, it was the single most sold heavy-duty truck in South Africa alone according to Naamsa. Above and beyond the 25-year anniversary of the iconic Volvo FH series, Volvo Trucks is celebrating its 90th year anniversary.

Headquartered in Sweden, Volvo Trucks has been able to deliver on quality regardless of the climatic challenges some countries have. "Ninety years on, you can easily trace the practical design, which also reflects honesty, dependability and simplicity. Each Volvo truck continues to deliver on our heritage promises of quality, safety and environmental care," he says. "We sell and service professional heavy-duty vehicles in more than 130 countries, which makes us the only truck

brand proven to withstand and deliver across all climates and relevant working conditions all over the world, our goal is clear, to be the world's most preferred truck brand."

South Africa is the 20th largest market for Volvo Trucks globally and recently saw an introduction of Active Safety features last year, in the form of a R6.5 million investment into its Durban SKD Manufacturing plant which allowed the facility to install and calibrate The Volvo Active Safety Package features that were previously not available to this market. "A standard Volvo truck is one of the world's safest truck and when equipped with the Volvo Active Safety package, it is even safer for the driver, and other road users," says Hörberg. Volvo Trucks' overall vision regarding safety is to have zero accidents involving a Volvo truck.

In terms of Volvo Truck's third core value, environmental care, Hörberg says that "yes, it's true that the transport industry plays a crucial role in the development of our society and its economy. However, it also accounts for a significant portion of the emissions that have adverse effects on our climate and our environment. We are part of this problem and, are determined to be part of the solution".

The company is making continuous progress in the areas of energy efficiency and alternative fuels, the most recent being the sales and production of the Volvo FL and FE electric trucks that will be the first range of fully electrically powered Volvo trucks that will be available in European markets next year. Not forgetting the Volvo LNG, a Euro 6-compliant heavy-duty trucks running on liquefied natural gas or biogas. These trucks have the same performance, driveability and fuel consumption as Volvo's diesel-powered models. Volvo Trucks is driving this progress and takes a holistic view that will carry the transport society into a sustainable future.

"The future looks bright, and we are planning for it. I am happy to announce that we will be opening a new Durban Truck Centre in 2019, with an investment of R146 Million in a new state of the art dealership to better service our customers

in the region," he says. Volvo Trucks aims to grow their company's profits in the demanding Long haul, Heavy Transport and Construction segments, expand the after sales, parts and service market potential and to help build a future business landscape through their electric and autonomous transport solutions. "To achieve our objectives, aim on continuing to deliver on a premium Volvo Trucks customer experience with more up-time and ultimately more productivity for them," he said.

"At Volvo, we are 100% committed to doing our part to support sustainable development. What's more, we have a clear, positive vision of the future—and we're working hard to make it happen. It's about the legacy that we leave behind. I am a strong believer in that value driven organisations with conviction for social responsibility which ultimately contributes to improving societies in emerging markets," he concludes.

Future transport solutions

Meanwhile, Volvo Trucks presented a new transport solution consisting of autonomous electric commercial vehicles which contribute to a much more efficient, safer and cleaner transportation solution. This piece of information was made available at the Volvo Group Innovation Seminar which took place in Berlin, Germany in September. The long-term goal of the company is to offer companies that need continuous transport services between fixed hubs a complement to today's offerings.

Growing world population and increasing urbanisation are leading to significant challenges to solve environmental issues such as congestion, pollution and noise. Rising consumption, the fast growth of e-commerce and the wide-spread shortage of drivers put higher demands on efficient transport solutions.

"The full potential of the transport industry is yet to be seen. Everything suggests that the global need for transportation will continue to significantly increase in the coming decade. If we are to meet this demand in a sustainable and efficient way, we must find innovative solutions. To secure a smoothly functioning goods flow system we also need to exploit existing infrastructure better than currently. The transport system we are developing can be an important complement to today's solutions and can help meet many of the challenges faced by society, transport companies and transport buyers," says Claes Nilsson, President of Volvo Trucks.

Volvo Trucks' future transport solution is intended to be used for regular and repetitive tasks characterised by relatively short distances, large volumes of goods and high delivery precision. Transports between logistic hubs are typical examples, but additional use cases can also be applicable.

"Our system can be seen as an extension of the advanced logistics solutions that many industries already apply today. Since we use autonomous vehicles with no exhaust emissions and low noise,





their operation can take place at any time whether day or night. The solution employs existing road infrastructure and load carriers, making it easier to recoup costs thus allowing for integration with existing operations," explains Mikael Karlsson, Vice President Autonomous Solutions.

"The full potential of the transport industry is yet to be seen. Everything suggests that the global need for transportation will continue to significantly increase in the coming decade"

The operation is handled by autonomous electric vehicles linked to a cloud service and a transport control centre. The vehicles are equipped with sophisticated systems for autonomous driving. They are designed to locate their current position within centimetres, monitor in detail, analyse what is happening with other road users, and then respond with high accuracy.

The transport control centre continuously monitors the progress of the transport and keeps an accurate watch of each vehicle's position, the batteries' charge, load content, service requirements and several other parameters. As with an industrial production process, speed and progress are tailored to avoid unnecessary waiting and to increase delivery precision. In this way, it will be possible to minimise waste in the form of buffer stocks and increase availability. Vehicles that operate on the same route cooperate to create optimal flow.

In the near future, Volvo Trucks' transport solution will be further developed together with select customers in prioritised applications.

World's key players will remain strong in the future

The global automotive industry has reached an inflection point but South African-born Johan de Nysschen, who has held positions at four premium brands

—BMW, Audi, Infiniti, and Cadillac—believes that the world's key players will remain strong in the future, despite the arrival of a host of start-up companies, including Tesla.

De Nysschen, who has been in the automotive business for 30 years and whose most recent position was president of Cadillac and a General Motors executive vice president, was speaking at the recent NAAMSA Automotive Conference that took place at the Festival of Motoring.

His topic was titled "Driving revolutionary change led by consumer mobility shifts and technology-driven trend. A visionary leader's perspective in reshaping traditional automotive industry structures and relationships", which he shortened to "The future of mobility."

De Nysschen, who currently lives in New York, said that efficient mobility solutions were essential as the number of so-called global megacities—those with populations of more than 10 million people living in the metropolitan area—were set to grow from the current 33 to 43 by 2030.

He said this meant that individual mobility in passenger cars was almost a thing of the past for many people living in urban areas, quoting the high costs of taking a car into New York City as the city fathers try and cut congestion and emissions in the city. First, he said, there is a toll fee of R220 to enter the CBD, then you will be lucky to find a parking spot for R4 000 a month, while a parking bay in a Manhattan office block will cost about R13 000 a month!

The experienced motorman said he was very aware of the fact that the Chinese government was assisting its motor industry to develop pure electric vehicles—many of them in the budget segment of the market—as a way to dominate the critical mass of EVs. However, he expects the established brands to take the high road in EV development, with the premium brands leading the way in terms of advanced technology and features in these zero-emission vehicles.

"One thing is that the OEMs are on a fairly level playing field as they develop EV



Claes Nilsson, President of Volvo Trucks



FH 25 year and the Iron Knight simulator

technology and subsequent high-volume production of zero emission EVs," said De Nysschen.

"Manufacturing these EVs will be far simpler than building the current, complex models with internal combustion engines. Electric vehicles are like skateboards with batteries in the floor and electric motors driving one or both sets of wheels. It will then be fairly simple to engineer a variety of body types to fit on the basic 'skateboard' underpinnings," explained De Nysschen.

He went on to explain how consumer behaviour was changing and the way in which increasing connectivity was bringing data into the car which can be used for a multitude of purposes, many of them with major benefits in terms of safety on the road as vehicles 'talk' to each other.

There is also a growing trend among young people not to worry about getting a vehicle driving licence, but rather to use public transport, ride-hailing, or ride-sharing personal transport options. For instance, the licencing authority in Germany is reporting a 28% drop in applications over the past five years.

De Nysschen said that it would be a while before fully autonomous vehicles are generally available, but, in the meantime, motorists are already benefitting from a number of artificial intelligence features that improve safety. He added that fully

autonomous cars were wanted by the ride-hailing or car sharing operators as removing the driver saved about 30% in costs.

He concluded his presentation by saying that the current major OEMs could well become contract makers to the ride-hailing and ride-sharing companies, building electric, autonomous vehicles to suit the specific requirements of these rapidly-growing businesses.

Naamsa Chairman bullish

Andrew Kirby, chairman of the National Association of Automobile Manufacturers of South Africa (NAAMSA) and president and CEO of Toyota SA Motors, says he is confident that the local motor industry will overcome its major challenges and that the industry will grow substantially into the future.

He said that the South African motor industry is undergoing its biggest disruption since the introduction of the Motor Industry Development Programme (MIDP) in 1995, when the country exported only 11 000 vehicles and imported 20 000, to the situation today where it is projected that production this year will total 609 000 vehicles and exports 340 000 units.

Kirby added that the market was changing fundamentally, driven by rapid technological developments in

vehicles and the growth in digital media applications which were affecting customer behaviour as well as the overall automotive business environment, both wholesale and retail.

"Increasing exports into other African countries is a vital part of growing production volumes," explained Kirby. "Increasing motorisation on the continent through a growing middle class is a key which could lead to the African market expanding from the current 1.2-million new cars and commercial vehicles to 2-million vehicles in 5-10 years. However, a big obstacle to new vehicle sales growth is that many countries in Africa permit the importation of thousands of used vehicles. Fortunately, there are moves to curb this trend in the interests of growing the motor industry in several African countries."

When discussing the infrastructural challenges faced by the local industry, Kirby said that one of the most important was the introduction of cleaner fuels, which will permit the importation of cleaner burning and more fuel-efficient engines. Most African countries still permit fuels to be sold which only meet requirements for Euro 2 or 3, at a time



Andrew Kirby at the 2018 Naamsa Automotive Conference



Marcus and the Volvo Trucks team

when many countries in Europe already require engines to meet Euro 5 or 6 standards.

Paved roads are another aspect of infrastructure that requires urgent attention when growing the vehicle market in SA, according to Kirby. He explained that only 21% of roads in SA are paved, amounting to 154 000 km with a further 140 000 km of roads in the planning stage but few new roads being built.

He added that ports and the rail network are other infrastructural aspects requiring attention if the SA motor industry is to become globally competitive and producing a million or more vehicles a year.

Kirby was also adamant about the need for making the motor industry far more inclusive through empowerment and training initiatives in both down- and upstream operations.

"Despite the many challenges we face, there is an air of optimism among all members of the South African motor industry regarding the aspirational vision of the upcoming Automotive Masterplan as the path to the future," concluded the NAAMSA chairman.

Many impressive statistics came out of the presentation by Econometrix's Jeffrey Dinham on the economic and

socio-economic impact of the SA automotive industry. For instance, he extrapolated the industry's contribution to GDP as 7.7% with direct and indirect impact (R277-billion) amounting to 7.1% and the extra 0.6% coming from the induced impact of motor industry employees' spend, underlining the importance of the automotive sector to the overall economy.

Dinham added that the motor industry was the third biggest spender in SA after government and construction, while direct and indirect employment was estimated at 468 000 people.

He said that the automotive industry is currently the fifth largest exporting sector in SA with exports valued at R271-billion, which equates to a 16.2% share. The value of built-up vehicles exported amounted to R118-billion in 2017, while catalytic converters continue to make a big contribution to the total automotive exports as they account for 10% of global demand.

The economist also revealed that the automotive industry makes a significant contribution to corporate social investment in South Africa, with the seven OEMs spending 2.4-billion on CSI projects over the past three years.

The importance of growing automotive export markets into Africa and building up the continent's motor industry was reinforced by Mike Whitfield, the vice-

chairman of the African Association of Automotive Manufacturers (AAAM) and managing director of Nissan SA, as well as in presentations by experts on the subject by Dr Alec Erwin, and Dr Martyn Davies.

After leaving government, Erwin has taken on a number of other tasks, including being a member of the Nigerian Presidential Investment Advisory Council and a Special Advisor to the United National Industrial Development Organisation. This wide-ranging experience made him very well qualified to talk on the subject of "Africa in 2018—the outlook and impact on the automotive sector."

Davies is another person well-schooled in the needs and potential of Africa for the automotive industry, in his position as a Partner and Managing Director of Emerging Markets and Africa at Deloitte. He is currently working closely with the AAAM and returned recently from another fact-finding visit to Nigeria.

The overall message from the NAAMSA Automotive Conference is that the South African motor industry is on the cusp of another growth spurt at a time when the global automotive environment is undergoing its biggest upheaval in more than 100 years.

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The state of freight logistics in SA

The freight logistics industry has seen a profound change over the last three decades. Before the extensive focus on optimising the supply chains that we see today, logistics was relatively simple with many larger organisations having an in-house logistics function.



Before the shift to integrated logistics, there was a strong focus on outsourcing the transportation function, often using a contract logistics model, in which the trucking function was outsourced.

This has changed profoundly and there has been an emergence of a diversity of logistics business models dominated by third- and fourth-party logistics service providers. The focus has grown to look at optimising the complete supply chain, often redesigning the structure of the supply chain through a review of physical assets (trucks warehouses, etc.), optimising stock flow and reducing held inventory. ‘Track and trace’ capabilities are now commonplace and provide real-time information for both the customers and logisticians, allowing for further refinement and optimisation.

In addition, the emphasis is now growing on passing the risk for goods held in transit and inventory directly to logistics companies. Many contracts have also moved from being fulfilment-orientated to focusing on delivering performance and reliability, in many instances, right through to the end customer.

Many retailers and manufacturers now regard logistics as a critical but often non-core function. In fact, part of mitigating the risk of logistics is to pass it on to someone who is better and more focused on managing this risk and who also has measures in place to deal with the supply chain disruption as it occurs. From a cost perspective, a logistics service provider also uses assets more effectively, frequently using them across more than one customer, allowing for the better use of the shared assets such as technology platforms, warehouses and, in some instances, trucking.

Digitisation and supply chain visibility have become basic requirements for managing supply chains. These technologies, although they have simplified significantly over the years, are probably best managed by parties that use them regularly and will have them embedded into existing supply chains elsewhere.

In many ways, supply chain optimisation is no longer a differentiator and the range of tools to optimise has grown significantly. Other technology capabilities such as data mining, responding in real-time to changing supply chain push factors, such as production, or pull factors, such as changing consumer behaviour, have become critical differentiators in this sector.

Digitisation and supply chain visibility have become basic requirements for managing supply chains

Customers are increasingly expecting logistics players to deliver shorter lead times from order to delivery and this, more often than not, requires the integration of technologies between different players across the supply chain. Using digital tools to assess real-time consumer buying patterns over a diverse range of items allows for triggers to be created in the supply chain. Producers and logistics providers can then anticipate orders well before they are made.

Financing goods in transit and providing adequate liability protection insurance, especially in respect of performance-based contracts, has become a further differentiator. This is particularly true for high-value goods in transit, which, in South Africa, attract much higher insurance costs. Blockchain technology will undoubtedly also foster a new generation of transactional applications that are linked to supply chain and import/export applications.

Centralised marketplaces, which use the Internet to sell components of the supply chain, such as trucking and warehousing services, will also undoubtedly impact how the supply chain is managed, often through providing smaller providers with direct access to a bigger market and potentially unseating some of the larger entrenched logistics players that dominate the market today.

This remains a highly competitive sector, with companies competing intensely based on price, delivery speed, reliability and supply chain optimisation capability. There is an increasing shift to differentiate these services, often through value-adds and through the introduction of newer technologies. Many of these technologies are coming from outside the traditional sphere of logistics, with new software that is more dynamic to the market being introduced by small IT-based companies with almost no direct logistics footprint. This ‘uberisation’ of the market will certainly intensify as these technologies become more mainstream. But for most corporates, placing strategic supply chains at the mercy of smaller firms, which have great technology but no direct logistics capability, is high risk. The more likely outcome for the mainstream logistics industry is for technology to become one of the key differentiators of capability.

This will be most intense in high-value complex supply chains where the technology dividend is significant. These markets, which include pharmaceuticals, automotive and cold-chain logistics are also those that, in South Africa, have seen the fastest growth.

But, even in traditional ‘pit-to-port logistics’, technology is becoming more pervasive and contributes to reducing supply chain costs, reducing or optimising the stockpile levels, enhancing payloads, improving return loads and improving the overall price that may be achieved in the final market destinations.

Andrew Shaw, Africa Transport and Logistics Leader



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Pimp My Rig

Due to the high costs associated with replacing truck bumpers and headlights, many owners of trucks have chosen to put Bull Bars onto their trucks to provide protection. For many transporters, their trucks reflect their business brand, and as a moving billboard for their company most want their trucks to be personalised and reflect the image of their business.

Two key ingredients in the fitment of accessories within the trucking industry is that these accessories should be as functional as they are aesthetically pleasing. With a growing trend in vehicle personalisation within the trucking industry in South Africa, transporters and dealerships choose to partner with suppliers who can offer a wide range of products backed by excellent customer service and aftersales support.

Unique to the Southern African Market, Maxe has introduced the Modular Design Truck Bar. At the top end of the market, this bar is as practical as it is attractive. Designed to be aesthetically pleasing, what makes this design so popular, is that it allows you to replace components, which are damaged during an accident, as opposed to replacing the entire bar. While it might be a little more expensive initially, this could save you money in the long run.

The cheaper two-piece bar might seem more cost effective initially, but as these do not allow for the replacement of components, these will need to be replaced, at the full cost of the bar, in the event of an accident.



The modular design bar is available in polished stainless steel and features a "Name Box" where the transporter's company name can be laser cut or applied with a decal. The "Name Box" also allows for the easy fitment of LED spotlights to the bar.

For customers who would prefer a lower initial investment, Maxe also offers a range of two-piece truck bars, in polished stainless steel, black coated stainless steel or mild steel.

Maxe Truck Bull Bar Features:-

- Economical, Lightweight bars.
- Durable brackets, which last the truck's lifetime.
- Provides protection to bumpers and headlights.
- Name plate for business branding.
- Oval cross members allow for improved airflow.
- Easy mounting of spotlights.
- Available in Polished Stainless Steel or Coated Black Stainless or Mild Steel.
- Maxe bars tilt, for easy tilting of the truck's cab.



For the past 21 years, Maxe has placed increasing importance on the engineering and safety aspects of their products. Their dedicated truck accessory engineers work closely with the truck manufacturers to consistently set, new industry standards with safety, durability and quality at the forefront of these developments. Maxe has a range of truck bars and accessories for MAN, Scania, Volvo, UD, Isuzu, Iveco, Mercedes and Volkswagen.

Within the trucking industry Maxe is strategically working to position themselves as a one stop shop, for all truck related accessories, and is continuously expanding their product range to include, Bull Bars, D-Bars, Roofbars, Fuel Tank Guards, Anti-Syphon Units, Side Skirts, Side Bars, Spotlights, Seat Covers and much, much more. Over and above the supply of accessories, Maxe have fitment teams in the main centres (Johannesburg, Durban, Cape Town and Port Elizabeth) who are able to offer free fitment as a value added service to their customers.



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The critical role of humanitarian logistics

According to the Global Humanitarian Assistance Report 2018, an estimated 201 million people in 134 countries needed international humanitarian assistance in 2017. In the last three months, the devastating natural disasters and humanitarian crises that have claimed lives and left millions homeless include the eruption of Guatemala's Fuego Volcano, the Ebola outbreak in the Democratic Republic of Congo and a series of earthquakes in Indonesia.

"The first responders that we usually see in news accounts of disasters and conflicts play a critical role in re-establishing the health infrastructure and getting the first medical aid treatment underway"

While we are all familiar with the images of the aid workers on the ground who bravely respond to crises like these, Imperial Logistics chief strategy officer Cobus Rossouw says that there is a dramatic back story around the complex logistics of getting essential supplies and life-saving medicines to those in need as quickly as possible.

"The first responders that we usually see in news accounts of disasters and conflicts play a critical role in re-establishing the health infrastructure and getting the first medical aid treatment underway; but how do the medicines and medical products actually get to the disaster affected area? What must be done to get them there as quickly as possible; and who is working behind the scenes to achieve this?"

Humanitarian logistics is a branch of logistics that specialises in organising the delivery and warehousing of supplies during natural disasters and emergencies, Rossouw explains. It is a field in which Imperial Logistics group company Imres has established a global reputation.

"Imres has a long, proven track record of supporting non-governmental organisations (NGOs), governments and

aid agencies in executing their emergency relief programmes. Over more than 35 years, the Netherlands based business has been sourcing and distributing the pharmaceuticals, medical consumables, medical kits and hospital equipment that preserves lives after natural and man-made disasters, disease outbreaks and violent conflicts," he states.

The 2004 Tsunami that hit large parts of densely populated South East Asia and parts of East Africa, and killed 230 000 people, was one of the biggest natural disasters that the world has experienced in recent years. Rossouw recounts the disaster from Imres's perspective: "It was Boxing Day 2004. At 7:58 local time, a seaquake with a magnitude of 9.3 hit the Indian Ocean about 160km west of Sumatra. Directly after the disaster occurred, the designated NGOs went in to assess the situation. Almost simultaneously, they contacted Imres on the company's emergency response line. As it was Boxing Day, no one was in the office; but Imres's core response team was notified and went to the office immediately to prepare whatever was needed to get the right products to the right destinations.

The core response team consists of logistics, warehouse and sales



employees that are trained for these types of situations, he explains. They were continuously in close contact with the NGOs, assessing the products needed and actively advising on the fastest way to get the products to the destination.

“The enormous scale of the tsunami quickly became clear, and the first Interagency Emergency Health Kits (IEHKs), which Imres always has in stock, were made ready for transport. Within 24 hours, the first IEHKs were at the required destination. In the following days, a total of 84 complete IEHKs were transported to several parts of South East Asia and East Africa.”

Rossouw explains that the Interagency Emergency Health Kit (IEHK) is a standardised kit of essential medicines, supplies and equipment deployed by United Nations agencies and other partners that respond to large-scale emergencies. “This prepacked kit is designed for use when there is a disruption of medical supplies in an emergency situation. It efficiently fills the gap until the medical supply mechanisms are restored. One kit is designed to meet the basic health needs of 10 000 people for approximately three months.”

After the most urgent medical need was resolved through the IEHKs, Imres

shipped several Reproductive Health Kits to the disaster struck areas, which provided priority reproductive health services to the displaced populations.

The 2014/2015 Ebola outbreak in West-Africa was the most widespread ever and resulted in 11 310 deaths in Guinea, Sierra Leone and Liberia. “The NGOs and Imres had little experience with an outbreak of this scale,” Rossouw says. “Imres’s core response team was bolstered with additional staff from our purchase department as we needed to source personal protective equipment (PPE) that was not in our core product range at that time. As time was against all involved in the crisis, we worked 24/7 to source and procure the right products, with the right specifications and quality, to the Ebola affected areas.”

The Imres purchase team focused on sourcing the available products while the logistics team developed the most efficient transport solutions and provided all the necessary paperwork.

One of the most recent disasters that Imres has responded to is the eruption of the Fuego Volcano in Guatemala in June this year. “The volcanic eruption destroyed the infrastructure of a large area, and Imres supplied Inter Agency Emergency Health kits to support the

operations of health facilities on the ground.”

Ongoing humanitarian crises that Imres is involved in include the famine and cholera in Yemen and surrounding areas in sub Saharan Africa, for which Cholera Kits are being supplied. The company is also supporting the humanitarian aid efforts focused on the ongoing refugee crisis in Yemen, Syria, Kurdistan. Imres IEHKs, Reproductive Health Kits, Trauma Kits, Cholera Kits and Non-Communicable Disease Kits.

Rossouw contends that a letter of commendation to Imres from client the International Rescue Committee (IRC), after the delivery of emergency medical supplies to the survivors of Boko Haram terror in north-eastern Nigeria, reflects the commitment of humanitarian logistics service providers: “We got our drugs this morning, all the way up Boko Haram front lines,” the IRC said. “This region is notorious for difficulties in the supply chain. Drugs sometimes take six to seven months to reach us. We want to thank Imres for your prompt communication and response to our high-level emergency out here.”

Thiloshini Ramdass



Oil and Gas sector eyeing digital opportunities

Advanced digital technologies present new opportunities for Oil and Gas companies: to cut costs, unleash new innovation, and prepare them for the growing trend towards renewable energy.



Many resource companies are very large multinationals that are set up and operated in a traditional manner, and find it a challenge to evolve and transform to new digital thinking.

The sector has generally been characterised by isolated pockets of innovation and the adoption of new technologies – such as High Performance computing, IoT and robotics for instance – in specific areas of their businesses.

The true digital opportunity, however, lies in their ability to redefine their operations at a business portfolio or enterprise-level. It's believed that the concept of digital transformation for Oil and Gas companies is essentially composed of four dimensions:

Disruptive user experiences through advanced analytics: industrial giants need to involve a broad range of stakeholders within the various ecosystems in which they operate: from research and scientific communities, to technical/engineering communities, to the operational teams within the organisation and within partner firms, all the way to the distribution channels that carry resources to consumers.

Deep learning and Analytics technologies can create disruptive experiences for these players, stripping out much of the routine work in non-core areas like data cleaning and data loading and allowing them to focus fully on more strategic analysis and modelling for decision making

Rapid speed through new way of working: with the likes of Agile and DevOps, the gap between business and IT has essentially dissolved, as new business needs are more quickly translated into technology outputs. Today's leading lights in the Oil and Gas industry demonstrate a very close working relationship between business and technology, to prioritise the most value-adding IT programmes and investments.

Limitless scale through design thinking: New innovations such as blockchain, 3D printing, augmented reality and robotics promise to reshape the way that the Oil and Gas industry operates, but for these new technologies to be scaled out across global operations and across entire value chains, it's important to take a structured approach.

Here, we adopt 'design thinking at scale' to nurture, qualify and test new ideas. Value chains in this sector are highly complex, and it's only through a design-led approach that new technologies can be practically woven into the existing landscape with the impact the digital initiatives expected to deliver.

The technology strategy itself: though it is tempting to explore every new innovation that appears on the horizon, it's important to be cautious against seeing new technologies in a stand-alone, isolated manner. It's imperative to see the bigger picture and decide exactly what 'market standard' enterprise Cloud



New innovations such as blockchain, 3D printing, augmented reality and robotics promise to reshape the way that the Oil and Gas industry operates

services you can cost-effectively integrate as you transform your environment, and where you may need to use tailored, industry-specific solutions.

So, just how are today's leading Oil and Gas players applying the four dimensions to their operations?

Market leaders are championing digital transformation as the highest priority from the CEO, which cascades downwards and informs the way work is done, across the enterprise. With top-level support, any constraints on the ground are quickly removed.


They are also focusing on their data: considering the optimal ways to store and extract value from multiple sources of operational data, machine-generated data, and other performance metrics. Through Big Data, Oil and Gas players can develop increased agility in their decision-making and breathe new inspiration into their business strategies.

Next-generation analytics platforms are starting to play an invaluable role for forward-looking players looking to make best use of their data assets.

Vasuki Upadhya, Digital Lead for Oil and Gas at Wipro Limited



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Clean audit accompanied by outstanding financial results for Sasria

Another clean audit accompanied by outstanding financial results for Sasria, guarantees the company is well capitalised to meet current and future liabilities Sasria SOC Limited received a clean audit for the fifth year in a row



The state-owned short-term insurance company is the only company that covers special risk in South Africa. Hailed earlier this year as a well-run SOC, the company provides cover for incidents such as riots, labour unrest, service delivery protests and terrorism occurring on South African soil. This unique and affordable cover is available to all individuals, businesses and government entities that own assets in the country.

Special risk cover is different from traditional insurance cover in that it caters for extra-ordinary, unpredictable and at times prolonged risk. Through a commitment to excellence, Sasria achieved positive financial results in the past year in spite of the difficult and changing socio-economic and political climate according to the 2017/2018 Integrated Report recently tabled in parliament. They recorded underwriting profit of R580-million, an increase of 62.2 % compared with the previous financial year. Net profit before tax increased by 83.7% to R1.37-billion. These positive results can be attributed to an increase of 8.2% (R1.994-billion) in gross written insurance premiums.

Furthermore, net insurance claims were down by 13.5% to R663-million. Investment income was up by 96.4% to R812-million, and assets under management increased to R7.6- billion. This is but a glimpse of the confident results the company boasted in its Integrated Report which is publicly available. Such results not only inspire confidence in Sasria staff and clients but in South Africa as a whole as the company has a distinctive role to play in protecting the nation's assets.

The exhibition of its financial stability encourages further confidence to withstand the high demands of the special risks it covers. The company is self-sustained and self-sufficient. As a state-owned entity it does not ask for any government guarantee.

This current financial year alone, Sasria has experienced an influx of new claims. In the first four months since April, the company received more than R1-billion worth of new claims from asset owners mainly as a result of service delivery protests. However, based on its financial results, its dedication to excellence, good governance and management, financial stability, sufficient capacity and adequate reinsurance with A rated companies, Sasria is certain it will meet its current financial obligations.

Sasria's Managing Director, Cedric Masondo, says: "I am pleased to say

that Sasria remains well governed and profitable, with a healthy balance sheet that is capable of meeting its current and future liabilities. "The positive results achieved in 2017/2018 helped us to cope with the influx of claims that we have received in the current financial year. We are happy to report that Sasria has an asset value of R8-billion and adequate reinsurance, we are well capitalised and equipped to deal with current and future liabilities.

"Operationally we have aligned ourselves to ensure that we deliver on our brand commitment to strive for excellence with the customer always at the centre of everything we do," Masondo says. While continuing to work towards excellence and the goals outlined in the National Development Plan to eradicate poverty and reduce inequality within the next decade, Sasria spent R25-million on corporate social investment.

The company is committed to contributing towards national transformation and the stability of the GDP. It's core business is mandated around restoring businesses to the position they were at before any special risk related loss through valid claim payouts. In doing this it aids in restoring economic stability and salvages numerous jobs from possible loss.

Case study



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Honda raises the bar with new CR-V

I recently had the pleasure to road test the Honda CR-V 1.5 Executive AWD in and around Cape Town and also on a longer run to the Karoo National Park near Beaufort West. The Karoo National Park is a gem in the fold of SANParks properties and was once used mainly as a stopover for weary travellers taking the N1 to Johannesburg from Cape Town.

It is now far more popular with visitors travelling from afar to visit this National Park with a host of interesting features as well as wild life. These include a mountain bike trail, 4x4 trails, beautiful landscapes as well as free roaming lions. A dinosaur trail allows visitors to trace the history of the area back for millions of years. You may also remember Sylvester the lion who escaped from the park in 2015, and was on the run before being recaptured and returned to the park. The park is situated on the N2 approximately 9 km before Beaufort West and covers an area of over 500 sq kms of pristine Karoo landscape, millions of years old.

Honda products in my opinion have always been at the top of their game with stunning good looks and with a host of features. The CR-V is no exception. Whether driving around town or on the open road this vehicle is a pleasure to drive. Comfort, power and ease of operation are features that stand out.

Leather seats and all the necessary accompaniments of a modern SUV are built in. Heated front seats that are electronically adjustable, with a built in memory are standard, whilst armrests are also fitted to the front and rear. Storage including a centre console box, seat pockets and split 60/40 rear seats ensure that there is more than enough space for the family running around town or cruising on the open road.





which can allow passengers to experience a true outdoor feel whilst travelling in the country. Other features include parking sensors, a parking rear view camera to help with difficult parking spots. A multifunction steering wheel with remote audio controls and steering paddles to change gears manually if required is also standard. A driver attention monitor ensures the driver does not fall asleep at the wheel.

The CR-V also features a whole host of safety features including a full array of airbags and a front seat belt pre-

tenstioning system. The Advanced Driver Assist System features Adaptive Cruise Control, a must when travelling long distances.

Lane Keep Assist and Low speed following as well as a Forward collision warning, Road Departure Mitigation and Lane Departure warning all help to make this one of the safest vehicles on the road. ABS, EBD (Electronic Brake Distribution), Agile handle assist and Vehicle Stability assist are some of the advance features ensuring you have total control of the vehicle at all times.

On our trip the vehicle really came into its own with the powerful turbo engine (140kw/5 600) ensuring ample power available to cruise at the speed limit and for safe overtaking. In the long haul driver fatigue is minimal with the comfortable driving position and a host of electronic audio features including USB connections and Bluetooth audio streaming, designed to make the trip enjoyable.

With the large 57l fuel tank refuelling was kept to a minimum. We achieved 7.3l/100km on the long haul as well as around town.

In the cockpit there are a host of interesting features including duel zone climate control, rear a/c vents to keep the rear passengers cool or warm depending on the weather. A panoramic sun roof



Security is a major factor when purchasing a new vehicle, and the Honda has it all including an alarm, central locking, remote entry and walk-away auto door lock. Speed sensitive auto locking also ensures the car is always secure.

The tailgate also features a remote tailgate lock as well as a retractable tonneau cover. Rear privacy glass also ensures unwanted guests cannot see into the vehicle.

Finally the Honda CR-V has a 5 year/200 000km warranty and 5 year/90 000km Service plan. Service intervals are 10 000 on this model, whilst AA Road Assist is also standard.

John Elford



Road-freight solutions for SA's strategic steel industry

About 190 000 South Africans earn their livelihood in the steel value chain, spanning the mining of iron-ore through to primary manufacture and fabrication further downstream.

Moreover, this industry serves other critical economic sectors, which directly contribute about R600-billion towards the country's gross-domestic product (GDP), while directly and indirectly employing about 8-million people. They include the construction and structural steel, automotive and cable manufacturing industries.

The loss of this important industry would also result in South Africa only being an exporter of iron ore and importer of beneficiated steel product. This would preclude the country from exercising its comparative mineral resource endowment advantage.

However, the local steel production and fabrication industry has been in a state of decline since 2010. This crisis spans the entire value chain and is evident in the inability of mines, primary steel mills and fabricators to compete, sustain jobs and invest in the necessary production infrastructure.

One of the biggest challenges they face is general economic malaise which has led to a slow growth in demand. In 2015, South African steel demand stood at about 5,4-million tons compared to 5,8-million tons in 2007.

Meanwhile, demand for the material and fabricated product in sub-Saharan Africa

has stagnated due to low commodity and oil prices.

Aged domestic production plants and related infrastructure have also contributed towards inefficiencies resulting in low capacity utilisation and substantial losses in economies of scale.

At the same time, the country's downstream steel industry has been bombarded by cheap imports of finished goods, severely eroding domestic production capacities.

Total imports of manufactured steel products rose by about 250% from 2000 to 2016, while China's contribution climbed from 12% to 54% during this period. As much as two thirds of sub-Saharan Africa's steel is imported, with only 13,7-million tons of the 39-million tons used by the continent every year supplied at a regional level.

These complexities have been compounded by rising costs of inputs, such as coking coal and energy, albeit that the proposed development of a short-term negotiated electricity pricing framework for energy-intensive industries is expected to alleviate some of this burden.

Logistics is also a significant operational cost and it is, therefore, imperative that any inefficiency in the delivery of steel be eradicated.

Importantly, the general rate of customs

duty on primary steel products was increased to 10% to safeguard hot-rolled coil and plate products for at least three years.

In addition, tariff increases were implemented on a range of downstream products and rebates deployed where products are not manufactured, or additional value is added before being exported.

Meanwhile, a set of principles were agreed upon for flat steel pricing in the country. This intervention is intended to ensure that steel-dependent industries remain competitive and that upstream steel mills are sustainable.

However, the industry is expected to remain under pressure throughout 2018 and 2019 considering the state of the economy, although some relief can be expected from a recovery in commodity prices.

Importantly, foreign-direct investment is required to kick-start large infrastructure delivery programmes and private sector property development, stimulating domestic steel demand.

Participants in the steel industry will continue to demand only the best service from their road-freight logistics partners, and Cargo Carriers has demonstrated that it is able to deliver on these expectations.

David Poggiolini



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