

# road ahead

1st Edition of 2018  
[www.roadaheadonline.co.za](http://www.roadaheadonline.co.za)

**RFA outlook  
for 2018**

**New leadership  
boosts sentiment**

**Forensics**

**Are we doing enough road  
research?**

**Torbjörn  
Christensson  
In for the long haul**

**THE ONLY PRE-CURED RING OF IT'S KIND  
IS NOW LOCALLY MANUFACTURED!**

**MAKE THE CHANGE TODAY!**



**MARANGONI** 

**Choose ATT as your leading supplier of RINGTREAD™ retreaded tyres!**

RINGTREAD™ is the only retreading system that uses spliceless pre-cured rings.  
No tension or deformation of the tread pattern when adhered to the casing.  
Reduced CPK and increased efficiency with lower rolling resistance.  
Reduced heat build-up ensuring longer tyre life.  
Produced locally by Leader Rubber Company, ensuring consistent quality and back-up.  
Retreading with RINGTREAD™ available through ATT with our Quality Guarantee.

**att**   
**AUTO & TRUCK TYRES**  
[www.autoandtrucktyres.co.za](http://www.autoandtrucktyres.co.za)

For more information call us on 011 437 6300 or email [sales@att-tyres.co.za](mailto:sales@att-tyres.co.za)



# SUPPLY CHAIN SECURITY FOR GOODS IN TRANSIT AND STORAGE

## TAPA CERTIFICATION

To ensure the security of the goods in your organization's supply chain, implement the TAPA Freight Security Requirements.

Businesses storing high-value goods such as pharmaceuticals, clothing, tobacco, retail and high-tech equipment in warehouses and distribution centres, implement this standard to safeguard those warehouses, as well as those of their transportation providers.

SGS is approved by the Transported Asset Protection Association (TAPA) worldwide to carry out certified assessments against their Freight Security Requirements. Our TAPA certification assessment includes an audit of elements across your business, including access control, employee checks, perimeter security, intruder security devices, monitoring systems, high-value storage areas and transit delays. The audit process will also look for any areas of concern in your warehouses, distribution centres and consolidation facilities, as well as helping you to specify minimum security measures for drivers.

As a key link in your supply chain management, a logistics

certificate from TAPA will demonstrate your commitment to increasing and improving security, as well as meeting the requirements of your customers.

As the world's leading verification and certification body we perform audits against all global and regional security requirements, including:

- ISO 28000 (also certifiable)
- TAPA TSR and
- C-TPAT

Partnering with SGS to achieve TAPA certification for Freight Security Requirements leads to better performing processes, increasingly skilful personnel and more sustainable customer relationships, in turn delivering profitable competitive advantage. We are the market leader in the field of transportation and supply chain security.

Improve supply chain security with a TAPA certification audit from SGS against the Freight Security Requirements.

**SGS IS THE WORLD'S LEADING INSPECTION, VERIFICATION, TESTING AND CERTIFICATION COMPANY.**

### CONTACT US

+27 11 800 1000  
south.africa@sgs.com  
[WWW.SGS.COM](http://www.sgs.com)

**WHEN YOU NEED TO BE SURE**

**SGS**



# road ahead

1st Edition of 2018

Transport on the move

## Contents

- |           |  |           |  |
|-----------|--|-----------|--|
| <b>10</b> | <b>Torbjörn Christensson: in it for the long haul</b><br>Volvo Trucks has been one of the star performers of the long haul industry in recent times  | <b>37</b> | <b>Tyre maintenance and safety essentials</b><br>Truck tyre maintenance is often overlooked, but it is one of the key contributing factors to running a fleet efficiently            |
| <b>16</b> | <b>Are we doing enough road safety research?</b><br>Let's talk about research. No, not the white coats in labs with vials and boiling liquids type of research                                       | <b>40</b> | <b>Changan minivan review: Budget beater</b><br>With a price tag of around R160 000 the Changan Minivan costs about the same as Nissan's NP200                                       |
| <b>22</b> | <b>Untrained truck drivers costing the economy billions</b><br>The World Resources Institute has found that the country ranks 42nd in terms of road fatalities                                       | <b>43</b> | <b>Challenges and opportunities facing logistics in 2018</b><br>2018 has indeed been a very interesting year, more has changed this year than probably the last 4 years put together |
| <b>24</b> | <b>Mobile robotics: thinking in terms of fleet productivity is key to success</b><br>Autonomous mobile robots are causing a paradigm shift in the way we envisage commercial and industrial vehicles | <b>48</b> | <b>RFA Primer: Outlook for 2018</b><br>The impact has been like sweet summer rain for the economy  |
| <b>30</b> | <b>Hino customers very impressed with new Koga plant in Japan</b><br>A group of customers went on an educational tour to Japan to visit the facilities of Hino Motors                                | <b>52</b> | <b>First look: Isuzu's new SUV arrives in SA</b><br>First shipment of Isuzu's new mu-X Sports Utility Vehicle (SUV) arrived at the Port Elizabeth                                    |
| <b>33</b> | <b>Auto &amp; truck tyres hosts a combination launch to liven up the industry</b><br>Auto and Truck Tyres recently held a combined launch at their Wadeville Head Office                             | <b>54</b> | <b>Disruptive Technology Workshop at SAAFF Congress 2018</b>   |
|           |  | <b>56</b> | <b>Jungheinrich - Pioneer in lithium ion technology</b>  |





# road ahead

1st Edition of 2018  
www.roadaheadonline.co.za

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
- 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 abduallah,
- repro & printing:** FA print  
**managing director:** robert arendse  
**financial director:** andrew brading

[www.roadaheadonline.co.za](http://www.roadaheadonline.co.za)

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)



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.

BANK

BORROW

SAVE

EARN

INSURE



## Long-haul or **keeping it local?**

You have made a million decisions to get to this point - choosing the right bank could be the most important one yet. Whether you want to buy or lease vehicles for your company, control your fuel costs or outsource your fleet maintenance, we have a solution for you. With more than 40 years of experience in the transport and logistics sector, we offer flexible fleet management services and vehicle and asset financing solutions tailored to meet your business needs.

To find out more about our **transport solutions**, visit [www.standardbank.co.za/business](http://www.standardbank.co.za/business)

== WHAT'S ==  
***your* NEXT**  
== FOR YOUR BUSINESS? ==

[standardbank.co.za/business](http://standardbank.co.za/business)

**Standard Bank** Moving Forward™

Authorised financial services and registered credit provider (NCRCP15). The Standard Bank of South Africa Limited (Reg. No. 1962/000738/06).  
Moving Forward is a trademark of The Standard Bank of South Africa Limited. SBSA GMS-2348 04/1



# road ahead

1st Edition of 2018

Transport on the move

## Foreword

## 5G - are we there yet?

**We are still a long way from 5G becoming commercially available in South Africa, with estimated timelines of two to three years before we start seeing real uptake.**

5G networks are expensive to deploy. With many operators only in the middle to final stages of their 4G rollout, investing in the infrastructure required to facilitate 5G is a costly task. However, there are many gaps in both mobile and fibre networks where 5G investments make financial sense, such as remote locations or areas with a high concentration of IoT interest and investment.

Frequency spectrum allocation is another potential impedance to 5G delivery. There is already a shortage of spectrum available for 4G network operators, and South Africa's spectrum regulator, ICASA, will need to work closely with government and stakeholders to ensure that similar shortages and allocation delays do not occur. For the time being, there is little clarity on 5G spectrum allocation and it is likely that until a clear framework is in place, 5G rollouts will be hampered.

5G could answer many of Africa's — current connectivity concerns. Particularly in areas where fibre is unable to reach or too costly to invest in, 5G uptake will be massive. Currently, the speeds and quality of service that 5G promises are limited to users and organisations that can afford fibre.

5G mobile connectivity will enable small business owners and people in rural communities to leverage applications and sites that they have previously been unable to. Of course, this means that the pricing of 5G will need to be carefully evaluated. Data prices in South Africa have a reputation for being too high — these will need to reduce in order for 5G to fully cater to the market. Government will play a large role in controlling data prices, especially as it will seek to use 5G for its own community connectivity projects. It will fall to ICASA to work closely with government and stakeholders to ensure that 5G data prices are affordable.

5G is also expected spur South Africa's digital evolution through support of technologies such as IoT and advanced mobile applications. To date, the uptake of these technologies has been relatively slow when compared with the rest of the globe. A lack of affordable, quality mobile connectivity has been the main hurdle to realising their potential,

especially in industries like critical service delivery and healthcare, who stand to benefit massively from IoT devices.

The demand for IoT and mobility will put pressure on operators and ICASA to formalise 5G plans, and stick to rollout schedules where possible.

Despite potential delays and hurdles to overcome, Africa should get ready for 5G. Operators and device manufacturers alike, are pushing for 5G to become a reality. Another driver is the score of technologies that stand to benefit businesses across all industries. Businesses investigating IoT, blockchain technology, cryptocurrency, and mobile applications should be preparing to run these off of 5G as soon as it becomes available.

*Eckart Zollner, Head of New Business Development at the Jasco Group*



# DISCOVER A WHOLE NEW GENERATION IN OFF ROAD TYRE PERFORMANCE.



Engineered in Japan with unique DECTES (Dunlop Energy Control Technologies) in selected Dunlop patterns providing unparalleled economy and long-lasting performance in all wheel positions.

DECTES is a combination of innovative design technologies aimed at controlling heat energy build-up and energy loss while ensuring a more consistent contact patch; resulting in lower rolling resistance, higher mileage, a more wear resistant tread and a reduction in uneven tread wear, all contributing to excellent CPK for any fleet requirement.

SUMITOMO  
ST 768

SUMITOMO  
ST 520

DUNLOP  
SP 581

DUNLOP  
SP 571

DUNLOP  
SP 281

DUNLOP  
SP 931

DUNLOP  
SP 925



Dunlop Tyres SA

[www.dunloptyres.co.za](http://www.dunloptyres.co.za)

**#SaferThanSafe**

BROUGHT TO YOU BY  SUMITOMO RUBBER SOUTH AFRICA (PTY) LTD.

AVAILABLE AT DUNLOP COMMERCIAL OUTLETS AND OTHER LEADING STORES:

**Roadmaster Tyre Services** 10 Hamburg Avenue Spartan, Kempton Park, Gauteng Tel: 011 974 4078 **South Bay** 26 Paterson Street, North End, Port Elizabeth Tel: 041 484 1178  
**Tyres & Treads** 22 Pioneer Street, George, Port Elizabeth Tel: 044 878 0222 **Stoney's** 50 Frikkie van Kraayenburg Street, East End, Free State Tel: 051 432 1054  
**Auto Tyre** 1 Transvaal Road, Barkley West, Northern Cape Tel: 053 531 0681 **Tonway Tyres Services** 414 Skilder Street, Silvertondale, Pretoria Tel: 012 804 8718  
**Commercial Retreaders** 74 Willow Road Unit 5 Stikland, Bellville, Cape Town Tel: 021-948 5320 **Tonnesen** 394 Voortrekker Road, Parrow, Western Cape Tel: 021 930 8250



# Road ahead

1st Edition of 2018

Transport on the move

## Ed's letter

## Gearing up for growth

**Welcome to another edition of South Africa (SA)'s favourite trucking quarterly. There is certainly optimism in the air in logistics circles, with our new president giving hope for better economics.**

We've had a lack of business leadership in government for years, and Cyril Rhamaphosa provides that in bucket loads. Rhamaphosa with his vast business acumen history, including directorships at Standard Bank, the Bidvest Group, Macsteel Holdings, Alexander Forbes, SAB Miller and MTN to name a few during his impressive business career, en route to amassing a net worth in the region of R6.4-billion.

However, SA is facing down a budget deficit that is pushing R100 billion if nothing is done in the coming years to stop the rot. I remember clearly, under the astute guidance of former Finance Minister, Trevor Manuel, that every effort was made to keep the deficit down to zero.

Everybody knows that there are more trucks on the road when the economy is buzzing. Fleet owners want to see some movement and security before purchasing new fleets of million rand trucks.

However, there are still more questions than answers, which has slowed foreign direct investment (FDI) in recent years, and talk of land expropriation is not helping matters. But it is a conversation that has needed to happen for some time, and we hope that it can be resolved without too much impact on the economy.

In trucking circles the arrival of the new Mercedes-Benz Actros truck is sure to be the talk of the town in May, as the German powerhouse makes another push to out-sell sparring partner Volvo for top spot in the lucrative extra-heavy market.

The outgoing Actros trucks have been known for some time



for their prized fuel efficiency and safety, and I'm sure the new model will build on this.

Launching new models is a sign of confidence in the county. As soon as vehicle manufacturers start pulling stock off the shelf you know they are preparing to downsize offerings in SA.

We've also got the Road Freight Association (RFA) convention coming up in May, when all the leading minds from the industry will descend on the picturesque Arabella Hotel and Spa, in the now rain soaked Western Cape to thrash out the way forward.

Followed by the SABOA Conference at the CSIR in Pretoria in July, where the who's who from the bus industry meets.

As we look forward to a more productive 2018, let's keep trucking.

*Gregory Simpson*

# THE HINO 500 Series

## BUILT FOR BUSINESS. DRIVEN WITH EASE.



**The Hino 500 series with Automatic Transmission is the perfect vehicle for any business.**

Reliable at every turn means that this impressive vehicle gives you the peace of mind to go the distance in an unpredictable landscape. Available in both the 4X2 and the 6X2 models, this automatic medium duty truck enables drivers to focus their attention on the road and what's ahead. These comfortable and efficient driving conditions contribute to improved fuel consumption, reduced wear and tear and a better working environment for drivers in the road transport industry.

For your convenience, our range of freight carriers, tippers and mixers are now available in a 6X4 model. With a reputation of quality, durability and reliability, Hino is the perfect business partner with the widest dealer network in Southern Africa. Hino strives to support your journey from start to finish.

[www.hino.co.za](http://www.hino.co.za)





# Torbjörn Christensson. in it for the long haul

Volvo Trucks South Africa has been one of the star performers of the long-haul industry in recent times, boasting top sales figures in the extra-heavy long market in 2016, due to their advanced safety features, fuel efficiency and after-sales services

**We have seen a fierce battle for top spot between the Volvo FH and the Mercedes-Benz Actros, two of the most advanced trucks on the road over the last 12 months. But The Volvo Group is not only responsible for the Volvo Trucks brands and servicing the other brands under the umbrella, which includes Mack Trucks, UD Trucks (formerly Nissan Diesel), Renault Trucks and the latest offering for SA shores, Eicher trucks.**

Sadly, economic instability has put a dampener on the industry in recent times and it is hoped that a peaceful election and release from recession status will improve confidence levels going forward.

One of the key leaders within the trucking industry is the likeable President of Volvo Group Trucks Southern Africa, Torbjörn Christensson, who has spent the last five-and-a-half years in SA, helping build the brand into a powerhouse of safety and perfection.

He is responsible for all Volvo Group Southern Africa truck business, in the expansion markets in the region, and is a Director in UD Trucks in Southern Africa. The knowledgeable Swede is responsible for 940 employees, with a sizable yearly turnover that sees them deliver north of 30 000 trucks annually.

**We are standing at the Volvo plant in Durban. This is a fantastic facility, is a large sum of money being spent here?**

Yes, we have, during the last eleven years, spent a lot of money but just recently, we have added on a new facility for the safety systems and calibration of them, so we can produce the trucks locally in South Africa.

**I saw a new R6 million machine for wheel alignment, what is the importance thereof?**

To calibrate these safety systems, there are radars and cameras and so on and you need to have very precise equipment to do that calibration so the systems work according to specifications. To produce them locally, we needed to do that investment. Our research budget is about 8% of our turnover so a lot of money goes into research and development of these systems. You build on what you have accomplished since 1927 but lately, these systems have taken a quantum leap I would say, going from a safety system to really active safety for the driver, helping the driver to avoid accidents. Before, we worked a lot of passive safety—when an accident occurred the driver should be safe, or we should prevent other pedestrians from getting hurt. Now, we want to avoid accidents, to actually prevent accidents from happening, which would be the best for everybody.

**The leadership ethos at Volvo must be safety first?**

It has been since Volvo was formed in 1927, our founders actually said safety is to go into anything we design. Cars and trucks will be driven by people and we will be transporting people, so they



*Torbjörn Christensson*



better be safe. That was a slogan and way back then, it was a totally different story, but with the safety belt and active safety, passive safety and all of that, that is the top priority for us and our strongest commitment—safety.

**What is the saving for your customers who have bought all the new safety systems for their trucks?**

These systems cost some money but if you look at it, the fully-fledged system costs about R40 000, combined to avoid accidents and also insurance premiums and so on. Compared to other features you add to the truck, this money is quite well spent and many of the customers are starting to realise this because you see the savings in fewer accidents. Repairing a small accident today on a truck is not cheap, there are a lot of electronics and so on, so you better make sure you don't hit anything, and also keep the driver safe. On the big scale, we can see the big transporters really take this on quite quickly.

**R40 000 seems very reasonable if you compare its extras to a luxury BMW for example. Wouldn't all fleet managers want to take this package?**

Well, we see a big uptake. By mid next year, we will probably have half of the trucks produced this way and then eventually, we might decide to make it a standard, because everybody wants

to have it, and then it's easier to have it in a production flow where all trucks have it in the specification.

**With the new technology, do you have to train your staff more in order to keep up with the developers?**

Well, it is the truck, in general, that is becoming more and more hi-tech, more and more data power computers, calibrations and so on. Most of the features are controlled by electronics so you need to know PCs and mobile phones and things like

that. You need to be comfortable with that and, of course, there are brakes and oil and so on but the truck of today, compared to an advanced car, is even more advanced, with the electronics in the cab.

**2016 was a good year for Volvo Trucks. You were a top-seller in the long-haul sector—what were**

**the keys to your success?**

We do have a very good product that is competitive and, over years, has proven itself in the market. We also have some very big fleets driving our trucks, which we have a long relationship with. Additionally, we have a good network, which takes care of the customers for us. Taking care of the customers is priority number one, so that has worked well for us and even in tough times, we have kept on doing what we are supposed to do and

**“The truck of today, compared to an advanced car, is even more advanced, with the electronics in the cab”**

# A master in control



Eqstra Fleet Management lets you manage your fleet on a central platform for absolute control and flexibility.

**EQSTRA**

**FLEET MANAGEMENT**

[efm.co.za](http://efm.co.za)

For a no obligation assessment of your fleet needs,

[info@eqstrafleet.co.za](mailto:info@eqstrafleet.co.za)

+27 11 458 7555



that is to sell the trucks, take care of the customers and do the best we can every day.

**And as a leader, how do you get the most out of your staff?**

I'm fortunate, we have a thousand employees in the group and all of them are needed to contribute. We have not cut that much staff, we need to be prudent on our costs but to take care of the staff and have the leaders involved to help us to develop the group, that has been a top priority and will continue to be a top priority.

**What is your outlook for 2018? We're out of the recession hopefully, is this good for truck sales?**

Well, it has been somewhat flattish—a little bit of decrease—and our volumes have actually increased because we have taken some market share. Next year, we don't foresee too much growth, we are a little bit cautious—it depends on the election and so on. We also have growth outside South Africa, which these factories supply to, so while South Africa might be a little flat, the other markets are expanding. We forecast some growth next year and it could be a surprising year if elections head in a positive direction. We do see that transporters are holding back a little bit on the investments in South Africa.

**What does Volvo's new Kenyan production facility mean for Central Africa?**

Those markets, having gone through some elections lately—and there's still some more to happen in Kenya—but in general,

these countries have a lot in front of them. We want to be there early and we are there with the right partner. We have a big opportunity going from quite low levels and quickly growing because a lot is to be done there. This week, I actually learnt that the road between Mombasa and Nairobi has started, and a large number of machines and trucks need to produce that highway—there's much to be built there and that will require a lot of machines and trucks, going forward.

**When do you anticipate autonomous driving being rolled out in South Africa?**

It will be rolled out I'm sure, it can be rolled out actually tomorrow if you have an enclosed environment, like a mine, where you have control over everything around the truck or you can predict what will happen around the truck. So, it's occurring in mines in Sweden. In other places, I know more pilots are coming this year and next year, and in a couple of years, I'm sure there will be demos there and pilots, in big scale, on the normal roads. They are probably four/five years in front of us, and then a lot of other things outside Volvo's control needs to change as well.

But I'm sure if you build a road today, hypothetically between Joburg and Durban, instead of making a railway, you can build a road, which you have fences on and you can put trucks on, there could be autonomous trucks driving from Durban to Joburg tomorrow, every day.

*Gregory Simpson*



# KELTRUCK

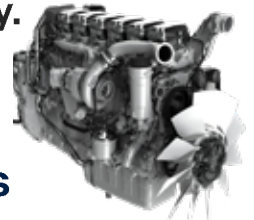


## USED TRUCKS AND PARTS EXPORT

Keltruck are active in the used truck export market, specialising in Scania & exporting all makes of quality used vehicles and parts across the globe.



We can manage the export process and take a considerable lead in solving the sometimes complex issues involved in exporting used trucks, parts and components to another country.



**Search online for our full stock of Used Trucks and Parts – Used, Recycled and Reconditioned**

### Used Trucks

T: +44 (0)121 524 1825

E: [usedtrucks@keltruck.com](mailto:usedtrucks@keltruck.com)

W: [keltruck.com/usedtrucks](http://keltruck.com/usedtrucks)

### Parts

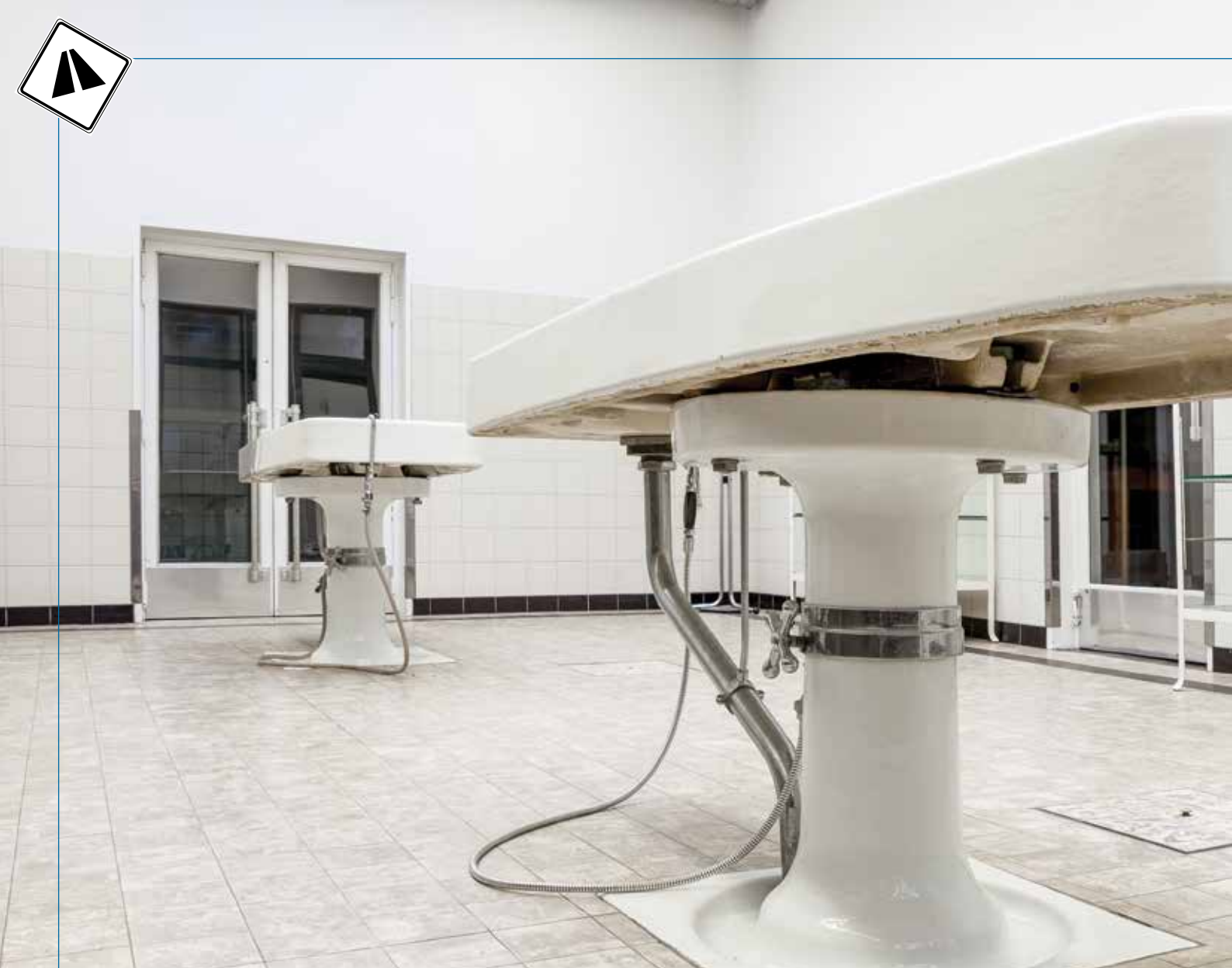
T: +44 (0)121 524 1875

E: [usedparts@keltruck.com](mailto:usedparts@keltruck.com)

W: [keltruck.com/usedparts](http://keltruck.com/usedparts)



# SCANIA



# Are we doing enough road safety research?

Let's talk about research. No, not the white coats in labs with vials and boiling liquids type of research. Not medical research or the type where animals are stuck in cages with tubes coming out of their noses. We're talking research on humans. Humans who die. In accidents and stuff.



**Every year we hear the “figures” coming out. Whether it’s a minister of this or traffic chief of that, the Road Accident Fund, government’s Arrive Alive campaign or the anti-drunk-driving lobbyists, figures are quoted with reckless abandon at around Christmas, New Year and Easter. We often hear figures quoted that sound very onerous, but the rhetoric changes as often as we change our cell phones these days. Here are some gems you might remember personally:**

- “Top causes of accidents on the N4 toll are negligent driving, burst tyres, speeding, losing control of vehicles and falling asleep/losing concentration,” according to a TRAC N4 post from 2013 (it seems).
- “Distracted driving 'a leading cause of crashes' in SA,” reported Wheels24, May 2016.
- “The majority of accidents were the result of human error, with jaywalking and speeding and drunk driving being among the main reasons but transport minister Dipuo Peters said that most accidents were caused by men,”

according to The Daily Vox, December 2016.

- “Recent statistics show that the top three causes of accidents on South African roads are distracted drivers, speed and driving while under the influence of alcohol.” – Lowfeld Online, April 2017.
- “Human factors, main cause of SA road crashes,” according to transport minister Joe Maswanganyi, as reported by ENCA on 7 May 2017.
- “The big five reasons are distraction, drinking, speeding, reckless/negligent driving and pedestrians,” according to Women on Wheels, September 2017.
- On 23 January 2018 the Motorcycle Safety Institute listed “Right of way violations (drivers who look but fail to see), loss of control on a bend, corner or curve on a rural road and errors in judgment at low speed” as being “the most common causes of motorcycle crashes.”

The list goes on, and these “figures” are normally followed by numerous threats and promises of “zero tolerance” and “intense law enforcement activities”. Despite the many operations and efforts, we consistently see an increase in the death toll. If the death toll rises, road users are blamed and if they come down – as they did this year – it’s because of the efforts of our fines officers in uniform.

But how accurate are these “figures” and how reliable are the correlations? Now we’re not just talking about whether the number of fatalities is reported correctly, either. That’s another issue for another article on statistics alone. We are talking about the reckless brandishing of causality.

Take the 2017/18 festive season statistics. According to the “figures released by the minister”, we learned that there was a decrease from 1 714 fatalities in the same period last year to 1 527 this year. That’s an 11% drop. The 2017/18 festive season had a longer period though, ending on 15 January. When factoring in the extra week, the figure is 1 676 deaths this festive season, down from 1 875 for the same period last year, as reported by News 24 on 22 January 2018.

But what caused the decline? A document cited in the same News24 article, seemingly released by the Department of Transport read: “As a result of these efforts and a well executed [sic] festive season plan we recorded noticeable declines in our number of fatalities in seven (7) provinces which recorded 7% and 11% increases respectively.” It went on to say: “The highest number of fatalities was among pedestrians which increased, while fatalities among drivers also increased from 23% to 27%.” But at no stage was there a study correlating the location where pedestrians were killed. What if “illegally walking on national roads” became a factor. Also keep in mind that – in every fatal collision case and every state vehicle collision, whether there is fault on the side of the driver, or not – a case of reckless and/or negligent driving is registered as a primary or alternative charge. This bloats prevalence.



And how do you measure the success or failure of a road safety (fatality figure) effort if you only include a single metric in the analysis (fatalities)? For other road safety statistics, when comparing one country to another, we use units like “death per population” in an effort to normalise for differences. We “rate” South Africa (SA) against countries like the US, Canada, France, Germany and Australia and decide that we are “not as safe” as those countries. But what does this actually mean, to you and me? When you get into your car on the way to work in the morning, knowing that there are 151 crashes per million km travelled in SA versus 12 per million in America (random figures used for illustration only) – what decisions would you make? What would you do differently? Would it help you to know?

Frankly, there is a huge shortage of proper research into road traffic safety. The research we typically see is statistical, not analytical. It helps us “rate” ourselves against others, other years or other periods, but it has little effect on behaviour. And that – surely – is what the goal of research should be. You should be able to read an article about road safety and learn something that affects how you operate your vehicle, how to plan your trip, what to watch out for, etc.

Before you can plan any research project, you need to understand all the metrics and you need to start on a “clean slate”. You need to be free of pre-existing assumptions, biases and beliefs. You cannot even start your research or hope for it to

offer any value until you have purged yourself of expectation. If you are influenced by beliefs, such as “speed kills” and “alcohol is a factor in the greatest number of accidents” because “everyone knows it,” you need to excuse yourself and find another area of interest.

You see, anyone schooled in marketing (or politics, for that matter) will know the following golden rule of repetition: If you say something loud enough and enough times, it will eventually be perceived as a fact. Therefore, advertisers run their ads repeatedly on many channels on television, in print and on the

radio. They want you to believe their product is, offers or does what is claimed. And, if you hear it often enough you will start believing it. Period. But how reliable is “conventional wisdom” when it comes to what we know about road traffic safety? How reliable is the dogma we are all exposed to daily?

Here is a great example: Take speed. We all “know” that “speed kills,” so it follows naturally that a REDUCTION in speed would result in a REDUCTION in crash numbers, right? Or would it?

Research was conducted by the US Department of Transportation and the Federal Highway Administration in an effort to determine the “the effects of raising and lowering posted speed limits on driver behaviour and accidents for non-limited access rural and urban highways”. Interestingly, the primary conclusion of this research is that the majority of motorists on the nonlimited access rural and urban highways examined in

## **But at no stage was there a study correlating the location where pedestrians were killed**

this study did not decrease or increase their speed as a result of either lowering or raising the posted speed limit by 4, 10, or 15 mi/h (8, 16, or 24 km/h). In other words, this nationwide study confirms the results of numerous other observational studies which found that the majority of motorists do not alter their speed to conform to speed limits they perceive as unreasonable for prevailing conditions. Furthermore, the data clearly show that lowering posted speed limits did not reduce vehicle speeds or accidents.

Speeding kills, or so we're told. It would seem the reality, however, is much less black and white. A report by the Danish Road Directorate Vejdirektoratet found that increasing the speed limit actually had a positive effect on the number of road accidents. The two-year study looked at the effect of increasing the limit on rural roads from 80km/h (50mph) to 90km/h (56mph). Since 2011, accident numbers have fallen because the difference between the fastest and slowest cars was reduced, resulting in less overtaking. Slower drivers became faster with the new higher speed limit in place, while the fastest 15% of drivers only drove one km/h faster, going against the thinking that a higher limit means everyone automatically drives like a lunatic. "If there is a large difference between speeds, then more people will attempt to overtake, so the more homogeneous we can get the speeds on the two-lane roads, the safer they will become," Vejdirektoratet spokesperson Rene Juhl Hollen commented. Backing up the claim are Danish motorway figures. Fatalities have decreased in the country since the speed limit was increased from 110km/h (68mph) to 130km/h (81mph) nearly a decade ago. Danish traffic officer Erik Mather said of the findings: "The police are perhaps a little biased on this issue, but we've had to completely change our view now that the experiment has gone on for two years."

What about "the quality of roads?" Surely, all these potholes we love to complain about, the poor signage and the faded traffic lines are a risk, right? Surely, if we could build better roads, we should have safer roads – not so? Well, it depends.

Okay. Fine. But what about warnings and signs, you ask? Surely THAT must influence road safety!?! Yes and no. Let's start with WHY a sign is installed. Take the classic: "Warning, potholes". Why do you think this sign is installed on roads where potholes are present? Is it to PREVENT accidents? Is it to cause you to slow down and not fall prey to vehicle damage or a loss of control? If you ask legislators, they will surely tell you that. But think about it this way: The potholes are there because the department responsible for maintaining the road is (probably) bankrupt, underfunded, understaffed or simply indifferent or inefficient. Fixing potholes costs a lot more than installing one sign on each side, saying "Caution: potholes". Now, if there is no

sign and the department fails to maintain the road, you could sue them if you suffer damages. But, if they warned you, you would have no excuse and it would be "your fault" because you "failed to keep a proper lookout". Nice!

So – by this argument, we could say that the sign is there to eliminate liability in a case where there is simply not enough money, time or resources to fix the problem. But for how long? We all know about roads where the pothole signs are probably older than us, not so? Imagine if the same "rules" applied to roadusers. If you had a shortage of time, money and resources to maintain your vehicle, could you put a sign on the back, saying "Caution: unroadworthy vehicle" and get away with it? Most certainly not.

But let's get back to research. You will come across the naysayers that will offer the old "okay fine, but what must we do about it?" argument. As this article aims to illustrate, we need to abandon dogma. "Conventional thinking" is simply not enough. We need to take a leaf out of the book of Alcoholics Anonymous, we need to admit that we have

a problem. Once this happens, we need to stop the blame game. We need to stop trying to justify the condition by blaming others, conditions, circumstances, the past and each other, just like a recovering alcoholic.

From here, we need to start calling on the best minds of our time (not the dogmatic dinosaurs of yesterday) to propose and

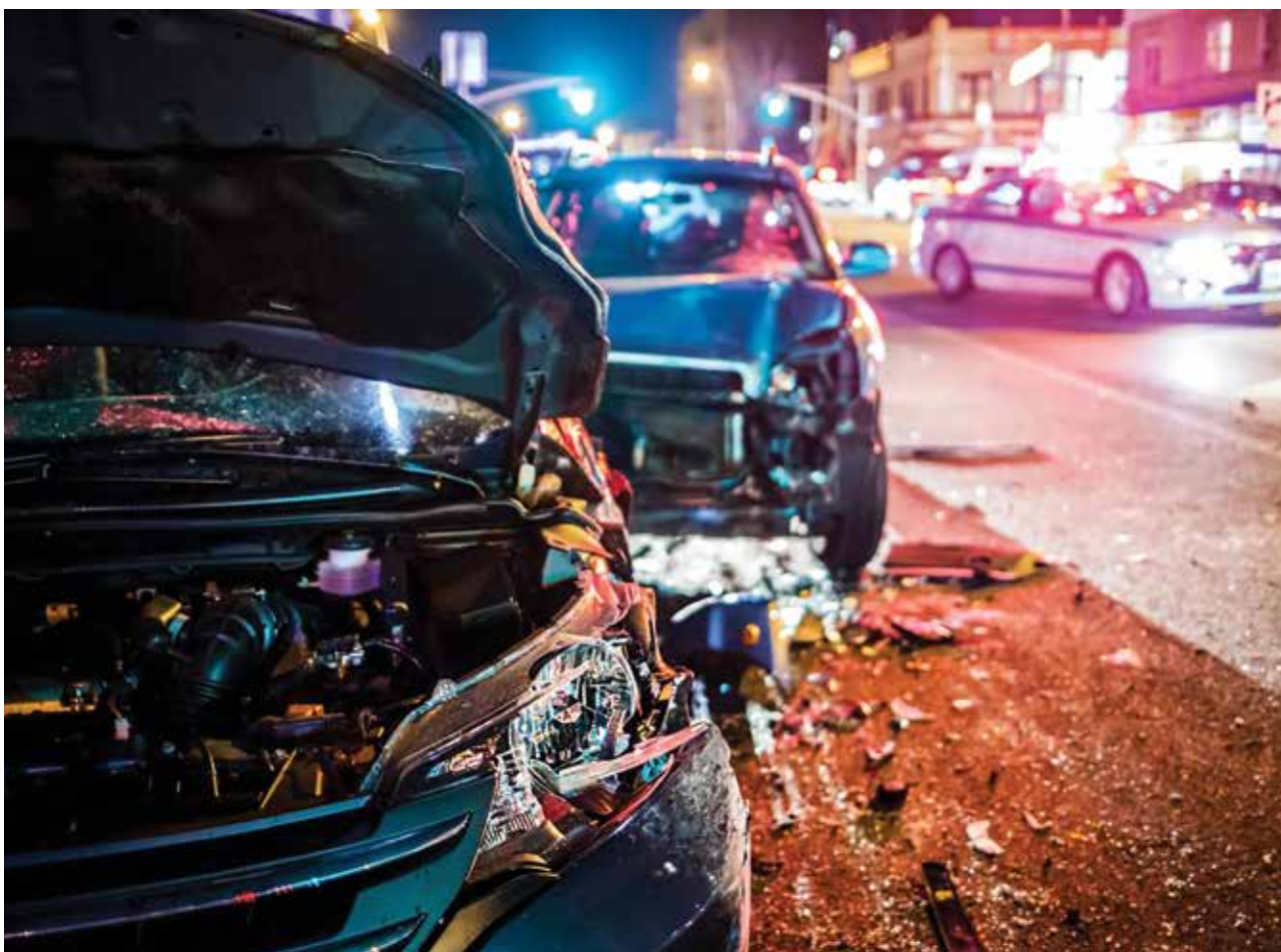
develop new strategies for road safety research. We need to identify specific fields of interest and relevance in our setting: SA. The research needs to include elements of our social, economic, religious and cultural forces. We need to go to the root of road use psychology and start our research at primary school. We need to research over longer periods, across more disciplines, involving a greater sample (of cases, people and vehicles) and we need to commit our greatest effort to truly understanding the problem. But first, we need to define it. What exactly is wrong with road safety in SA?

If we were to define the problem properly, we would be better served to compare ourselves to countries with similar problems; not at random to "first world countries". No matter how well the models work in the US, UK or Australia, we cannot simply adopt them and then walk around proudly declaring equal status. In the UK, the "problem" might be urban density while in the US, traffic density. In Australia it might be speed and in Sweden, culture.

### **What is wrong with us?**

SA is unique. We have a history of imbalance between different segments of society. Some are well educated and grew up in a "protected" environment, driving to school in

## **SA is unique. We have a history of imbalance between different segments of society.**



cars every day and seeing nothing but privilege. Others, not so much; they walked to school, grew up in a violent society and saw only poverty. These life experiences mould our perception of the world, our expectations of others, our sense of community and even our self-imposed values. Both those extremes, among many others, are forced to co-exist in a road environment where entitlement and cultural tensions are at a high. The physical result is what transport researchers call traffic friction.

Traffic friction is the notion that traffic flow is affected by differences in traffic motion, some drive slower than others. But it is also affected by many other things, like intersection types, so-called “late merging” and following distance. Then there is departure lag (you know: that guy who’s on his phone, then the light turns green and he sits there until you hoot?) and late braking. All these vehicle dynamics and movement dynamics are affected by road design and faults and

failures as well. Whether it’s broken traffic lights, stolen stop signs, lanes that are too narrow or speed limits that are too high

(or low, remember) – all these dynamics conspire to increase traffic friction.

It is true that there will not be any short-term solution to the long-standing issue of road safety. It is true that few people (if any) in SA have enough interest to initiate proper research. It is also true that the courts might not be ready to receive complex arguments that involve cultural upbringing in the analysis of collision causes. But you can be assured: unless we admit our problem, start

taking road safety a lot more seriously and commit to a start, we are doomed to continue our failure.

*This article was written by Stan Bezuidenhout, a Road Traffic Risk Analyst with IBF Investigations. You can follow Stan on Twitter: @StanfromIBF*

**If we were to define the problem properly, we would be better served to compare ourselves to countries with similar problems; not at random to “first world countries”**



# RFA CONVENTION 2018

27 to 29 May 2018 - Arabella Hotel & Spa, Kleinmond, Hermanus, Western Cape

## Moment of Truth

RFA Convention 2018, "*Moment of Truth*" will focus on various industry issues. A highlight in the road freight industry - this annual event attracts business owners, managing directors, CEOs and senior management of road freight companies. Manufacturers and suppliers from the industry are also in attendance. The Convention takes place over three days and is structured for plenty of time for conferencing, networking and leisure activities. We invite high levels of government to present the keynote addresses and other tiers of government to provide an update on legislation. Our other speakers include well known and respected experts in the economic, political and academic spheres.

### Highlights:

- ▶ Panel Discussion on the High Cube Container Moratorium
- ▶ SA's Political & Economic Outlook
- ▶ Radical Economic Transformation and what it means for Business
- ▶ Future of Logistics - New Technologies & Mega Trends
- ▶ Changes in the Labour Terrain: Amendments & Strategies
- ▶ New and Pending Road Freight Legislation
- ▶ Accountability, Governance & Corruption in Business

For more information visit [www.rfaconvention.co.za](http://www.rfaconvention.co.za) or contact us on:

☎ 011 974 4399

✉ [events@rfa.co.za](mailto:events@rfa.co.za)

📘 TheRoadFreightAssociation

**WITHOUT TRUCKS, SOUTH AFRICA STOPS!**



# Untrained truck drivers costing the economy billions

South Africa's roads are infamous for claiming many lives throughout the year with a notable increase over the festive season. The World Resources Institute has found that the country ranks 42nd in terms of road fatalities.

**Arrive Alive figures suggest that 27.5% of accidents on our roads are caused by trucks and light delivery vehicles. Truck accidents accounted for 4.8%. Although relatively few in number, some truck accidents have made headlines because of the high number of fatalities when a large vehicle loses control.**

The direct cost to the economy was recently estimated at R306 billion, which includes clearing accident scenes, hospital care and police time. There are also the indirect costs of work hours lost, delayed delivery and damaged cargos. This cost is materialising in higher vehicle insurance premiums charged by insurance companies.

Road freight remains the preferred method of transportation for many South African companies because in comparison to the rail industry, road transport still offers better availability, reliability and cost efficiency.

"Heavy vehicles are therefore integral to efficient supply chains. Without them, the supply chain would be compromised as goods would not reach their markets timeously. Improving the safety record of this vital industry is clearly important. In essence, having trucks on the road will always be beneficial to the country's economy. The large number of heavy vehicles on our roads makes it therefore imperative that measures are put in place to reduce the number of accidents involving trucks," says Arnoux Maré, Managing Director of Innovative Staffing Solutions. The company permanently employs over 7,500 employees, of which 5,500 are truck drivers who are outsourced to various transportation companies.

While no single approach can improve truck driver competency, there are solutions to reducing the number of accidents involving commercial vehicles. This includes a combination of regular driver evaluation and corrective training, fleet technology monitoring systems and close management of driver schedules to prevent fatigue and negligence.

"The safety of our employees and our clients' equipment is of the utmost importance to Innovative Staffing Solutions, which is why we constantly find new and innovative ways to improve driver competences. It is for this reason that our holding company, Innovative Solutions Group TM, recently invested in a Renault Kerax truck to conduct truck driver training for our own drivers and that of our clients. Our process allows us to train a driver every one and a half hours. Not only does our on-site dedicated truck benefit our clients by significantly reducing downtime for

their trucks, but it ensures all drivers are properly trained in safety regulations and provided with measures to guarantee their own and others' safety on the roads," says Maré.

To further ensure the safety of employees and clients' equipment, Innovative Staffing Solutions man its control rooms 24 hours per day, 365 days per year. The company's dedicated controllers, who each oversee approximately 40 trucks and their drivers, constantly

provide feedback on driver behaviour and potential issues that could potentially affect operations.

Maré says it is important to provide clients with industry accident trends and to alert them about an escalation in accidents.

"We also provide on-site driver trainers who are skilled in the latest training methodologies to constantly instil the importance

**While no single approach can improve truck driver competency, there are solutions to reducing the number of accidents involving commercial vehicles**

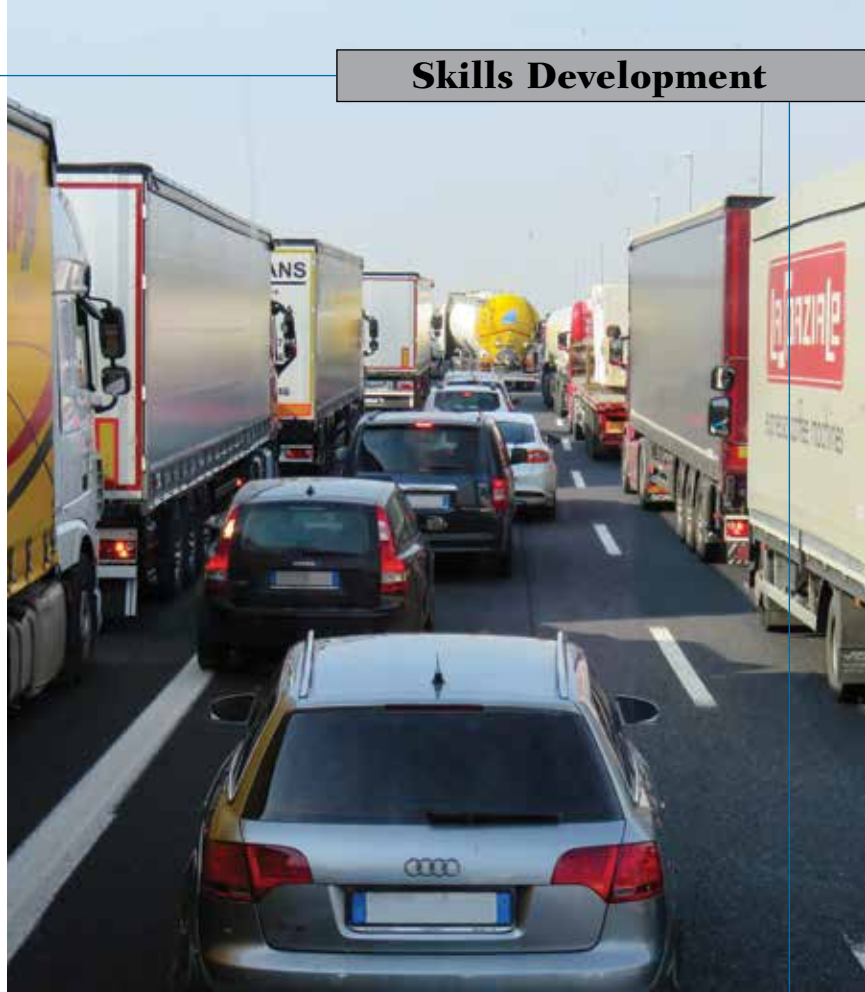
of safety regulations. These trainers accompany drivers on ad-hoc trips to observe their driving and to ensure that they conform to safety and road regulations.”

Driver fatigue is one of the greatest challenges faced by South African truck drivers. Many logistic firms struggle to fill their quota of drivers, which often forces managers to demand longer working hours from them, resulting in fatigue. It also means they cannot be taken off their shift for necessary refresher training.

“Fatigue affects truck driver competency in various ways, from slowed reaction times to lack of concentration. This is why we are so adamant that our drivers take regular breaks and get the necessary rest when they are on long trips. Our truck driver training therefore also includes the basics of safety regulations,” says Maré.

He concludes that less fatigue and fewer accidents will result in a decline in delays, increased productivity and an improved bottom line. These assist companies to improve their operating costs and enhance their reputation, among customers.

*Lariska Tredoux*



## Arming ourselves with knowledge puts our clients' needs into focus

Stratogo is one of the largest temporary and permanent placement services companies in South Africa.

We are driven by 3 things – knowledge, insight and strategy. We are committed to research, and by applying what we learn, we are able to harness the power of data and offer personalised, responsive and relevant services to you. Our strategic processes result in precise solutions for improved performance and productivity.

Stratogo specialist services;

- Temporary employment services
- Permanent staff placements
- Functional outsourcing
- Payroll services
- Contingency staffing in Africa

**B-BBEE**  
LEVEL 2  
CONTRIBUTOR

 **stratogo**  
STRATEGIC RESOURCING PARTNERS

Staffing, Recruitment and Outsourced Services Throughout Africa

Insight Informs Excellence

Put our wisdom to work,  
send your challenge to [gobeyond@stratogo.com](mailto:gobeyond@stratogo.com)

+27 62 331 7611 | [www.stratogo.com](http://www.stratogo.com)



# Mobile robotics: thinking in terms of fleet productivity is key to success

Autonomous mobile robots are causing a paradigm shift in the way we envisage commercial and industrial vehicles. In traditional thinking bigger is often better. This is because bigger vehicles are faster and are thus more productive.

**This thinking holds true so long as each vehicle requires a human driver. The rise of autonomous mobility is however upending this long-established notion: fleets of small slow robots will replace or complement large fast manned vehicles.**

In this article, we will explore the basis and the future implications of this major transition. We will focus on two applications in particular: agriculture and last mile delivery. For both, we will demonstrate how autonomous mobile robots have already begun this transformation.

In this article we draw from two of our recent studies: *Agricultural Robots and Drones 2017-2027: Technologies, Markets, Players*; and *Mobile Robots and Drones in Material*

*Handling and Logistics 2017-2037*. These detailed reports offer a comprehensive technology and market assessment, considering how robots and drones are penetrating into agriculture, logistics and material handling.

## **Last mile delivery vehicles: now and the future**

Last mile delivery remains an expensive affair, often representing more than half of the total delivery cost. This is because it is inherently a low productivity process: small parcels must be delivered to custom destinations. This is in stark contrast to long haulage in which large loads are transported along fixed routes.

The current modes of last mile delivery all involve humans: a driver may drive a van along local routes, dropping parcels door by door; a person on a motorbike or



cycle may carry one or few items to limited destinations per run; or both. These modes work and may be fast, but remain expensive despite employing many new business models and route-optimization algorithms.

Change is however underway, and we can already see the silhouette of the medium-term future: unmanned autonomous robots carrying small loads to pre-determined destinations. These robots may at first seem like strange creatures: they are smaller and slower than current modes of last mile delivery and can carry fewer items per trip, certainly making them less productive and thus less cost effective.

However, this is old thinking in which productivity is compared on a per unit basis. This is because autonomous mobility lends itself to fleet operation. In this model, one remote operator may monitor and control the work of many delivery robots. In this case, the wage and overhead of the person is spread over many robots. In essence, the fleet will magnify the productivity of the operator. Consequently, productivity must be compared at level of the fleet.

In our report *Mobile Robots and Drones in Material Handling and Logistics 2017-2037*, we have built a model looking at the

cost competitiveness of last mile delivery robots. We estimate the operator-to-fleet-size ratio at which mobile robots become more competitive than a man on a bike. This threshold is difficult to achieve given the current retail prices for early adopters of this robot technology.

Our roadmap suggests that this threshold become very achievable in the near future. This is because these mobile robots currently travel at low speeds along well-structured and uncrowded routes performing short delivery runs. In the future, as these robots learn more, they will become better adapt at navigating more complex environments at higher speeds with less supervision, thus boosting the productivity of individual units.

Furthermore, we expect the cost to fall dramatically in the near term. These robots do not require complex hardware. In fact, they are not too dissimilar to an electric scooter integrated with a mobile phone. Indeed, we expect the hardware platform to become commoditized in the future, and the primary value to shift towards fleet management and delivery services. This explains why some in this business are already self-positioning as providers of robots-as-a-service (RaaS).



# MONROE<sup>®</sup>

## MAGNUM

QUALITY - COVERAGE - OE LEADERSHIP



**SEAT DAMPERS**



**AXLE SHOCKS**



**CABIN DAMPERS**



**OE TECHNOLOGY LEADER AND SUPPLIER FOR TRUCKS, TRAILERS, CABINS & SEATS:**

BPW - CLAAS - CNH - DAF TRUCKS - DAIMLER TRUCKS - DENNIS - GAZ - HENDRICKSON  
ISRI - LEYLAND TRUCKS - RENAULT TRUCKS - SCANIA - VOLVO TRUCKS - ZETOR





The forecasts in our report *Mobile Robots and Drones in Material Handling and Logistics 2017-2037* suggest that the sales of ground-based last mile delivery robots will be modest until 2021-23. In this early phase the industry is essentially in learning mode and the activity will be limited to trials or modest sales for use in sparse and highly-structured environments. The growth phase will then commence. In this phase, the robots will also become increasingly ready to handle more crowded environments and their speed of travel and navigational technology will significantly improve. The unit sales boom and the hardware product will become commoditized. This way we will witness the rise of fleets of small-sized last mile delivery robots.

For further information please refer to our report *Mobile Robots and Drones in Material Handling and Logistics 2017-2037*. This report provides a comprehensive assessment of robots and drones in material handling and logistics. It considers many uses cases beyond last mile delivery robots including automated guided vehicles/carts; autonomous industrial material handling vehicles, autonomous mobile carts, autonomous mobile picking robots, and autonomous trucks

### **Agricultural vehicles: now and the future**

The traditional thinking is to develop larger, faster and more powerful agricultural vehicles like mammoth tractors to boost productivity. This has been sound thinking thus far: such vehicles amplify the productivity of the driver, enabling it to cover more ground per hour in a limited time window that the weather might permit.

As discussed in our report *Agricultural Robots and Drones 2017-2027: Technologies, Markets, Players*, agriculture is the leading adopter of autonomous mobile technology: we estimate that more 320,000 auto steer and auto-guidance tractors will be sold in 2018 (up to level 4 autonomy). The technology is already evolving towards full navigational autonomy (level 5). Indeed, as the numerous prototypes demonstrate the commercialization emphasis has shifted from addressing technical issues towards

tackling commercial and behavioural challenges.

The rise of autonomous mobility may also enable another type of agricultural vehicle that might also at first seem like a strange creature: the small, slow and lightweight agricultural robot (agrobot). These robots are evidently less productive than a larger vehicle therefore you might wonder why are they being seriously considered by players large and small around the world?

The seeds of a paradigm shift in the way we envisage agriculture machinery have been sown. In this shift few large, heavy, and fast vehicles are replaced with large fleets of small, slow and

light weight agrobots. Images source for agrobots: first column: FENDT; Queensland University; Naio Technologies, Australia Centre of Field Robotics, and ecoRobotix; second column: Earthsense, Idaho, and Kongskilde; and third column: Rowbot, Ibx Automation, and Vinerobot

The answer here, as was the case in last mile delivery robots, is in fleet operation. Autonomous mobility eliminates the need for a human driver per vehicle, enabling the cost of the remote operator to be spread across the fleet. This instantly lowers the operational cost per unmanned robot. As was the case with last mile delivery robots, here we also find that achievable operator-to-fleet-size ratios exist at which fleets of small agrobots become attractive.

This alone however may not be compelling enough since large tractors will also become autonomous, lending themselves to fleet operation. Such fleets will reduce the headcount, cut down the wage bill incurred in farming and open the door to limited precision farming.

Fleets of small agrobots will go further in that they will enable site-specific or even plant-specific ultra precision farming. These slow-moving robots will give each site the customized attention that it needs all the way from planting to harvesting. This would be akin to industrialized gardening. This will boost yields and will also significantly reduce chemical use. Furthermore, these light robots will cause no soil compaction and will drive down energy consumption, emitting no noise and CO<sub>2</sub> since they are electrically powered.

Here too we are also at the beginning of the journey. We also see numerous such robots developed at start-ups and research entities. We are also witnessing more engagement from larger firms with some promising to take such robot swarms towards full production. This is why our report forecasts that autonomous small mobile robots will grow to more than \$500M annual sales in 2028.

*Charlotte Hibbert*

Join the connected family

With 1 year built-in telematics on Croner\*

***Croner***

Make Every Moment Count



**\*You have the option of topping this up afterwards**

Talk to your UD Trucks Dealer to find out how they can go the extra mile for you. Go to [udtrucks.co.za](http://udtrucks.co.za), to locate your nearest dealer.

Call our 24-Hour Roadside Assistance 0800 008 800 (in breakdown situations)



UD TRUCKS

Going the Extra Mile



# Hino customers very impressed with new Koga plant in Japan

**A group of customers, who went on a recent educational tour to Japan to visit the facilities of Hino Motors and to hold discussions with senior executives of Japan's leading heavy truck and bus manufacturer, were unanimous in their praise of the new, highly-automated Koga factory, located on a greenfield site, 120km north of Tokyo**

**The latest range of Hino 500 trucks, which have just gone on sale in South Africa, are made at this plant, as well as all the other models in Hino's comprehensive product line-up. Local assembly of the SKD (semi-knocked down) Hino 500 kits got under way at Hino SA's plant in Prospecton near Durban, at the beginning of November and trucks are being shipped to dealers.**

Hino's Koga plant, which replaced a long-established facility in what is becoming a built-up area on the outskirts of Tokyo has an initial capacity of producing 45 000 units a year at a rate of about 100 a day, working two eight-hour shifts. It employs

2 000 team members, many of whom relocated from the old plant alongside Hino's head office in Tokyo.

"Being able to visit the new Koga plant was a real eye-opener, as one had no idea of the scale of this operation and the way it is run; it is a truly a logistical revelation," said Fanie Pretorius, the Logistics Executive at SBV.

Andre Steenkamp, the National Technical and EA Distribution Manager at Afrox, said he found the Koga plant "without parallel." He was particularly impressed by the robotic cab manufacturing operation, as well as the "Just in Time" (JIT) placement of components at the correct work station. "The impressive way the multiple and individual customer order production line

integrates seamlessly is something that has to be witnessed. This was certainly not just another visit to a truck assembly plant," added Andre Steenkamp.

"The tour through the factory was very informative, particularly as it gave us the opportunity to see, at first-hand, the way the latest production technologies are being employed at this new plant," said Sampie Swanepoel, the CEO of THT.

"The Koga facility is world class," commented Bruce Fraser, Technical Representative of Unitrans Logistics.

Danie Human, General Manager – Sales and Marketing at Busmark, said: "The highlight was certainly the visit to Hino's new Koga plant. What impressed particularly was the work ethic, dedication, and the way the Japanese



make things work in the most efficient, professional and viable manner.”

The discipline of the Japanese both as a nation and in the work environment impressed the visitors from South Africa, as did the willingness of Hino senior executives to discuss matters of mutual concern.

“I was most impressed by the attitude and dedication of the Hino top management and their willingness to listen to others,” said Deon Conradie, Fleet Operations Manager at Premier FMCG.

“The level of discipline is unbelievable and even though the Japanese are not particularly friendly they are polite and curious in every sense,” added Johnnie Marais General Manager – Operations at Eqstra Flexi Fleet. “Pride in the company and strict discipline is reflected in the build process; no shortcuts are taken, or any process missed.”

“It was amazing experiencing Japan’s rich cultural traditions with a great deal to be learned from the way the Japanese conducted themselves on a business and social level,” added Danie Human.

“We had the opportunity to talk to the Hino powers-that-be in Japan and were able to relay some our local requirements in terms of what we require in a truck and I am sure our comments will be treated positively,” said Rami Barnes, CEO of the Barnes Group of Companies.



“New friends were made, and solid new business networks created, while the benefits of our partnership with Hino was reconfirmed,” added Christo Swarts, Group Chief Executive Officer at Namlog.

The opportunity to learn of the long history of Hino, stretching back more than 100 years, with a visit to the company’s museum in Tokyo was appreciated by many of the customers.

“Our visit to the Hino museum was a revelation,” said Willie van Zyl, Managing Member of Busco Marketing. “It was a real eye-opener to see that Hino once made cars in conjunction with the French company, Renault. I was always under the

impression that the Japanese were just copy cats. Today I have a very different opinion and believe Hino should make more use of its long heritage as truck manufacturers.”

Willie van Zyl was one of several in the group who were impressed with Hino’s research and development which has seen them making hybrid diesel-electric buses as far back as 1996.

“Taking a group of people with extensive experience in trucking on a visit to Hino in Japan was a real privilege and it proved a valuable learning experience for all of us,” said tour leader Pieter Klerck, General Manager – Operations, at Hino South Africa.



# Advertorial



## THERE FOR THE LONG-HAUL



With our manufacturing facility in Pinetown running 24-hours a day, Maxe has done something right in building our reputation, since entering into the market in 1997. Over the past 21 years Maxe has placed increasing importance on the engineering and safety aspects built into our products, working closely with the truck and vehicle manufacturers, Maxe consistently sets new industry standards with safety and quality at the forefront of these developments. All our products are tested by accredited third parties, following a programme of five strict tests that are both computer simulated and mechanical.

Maxe began as a supplier of stainless steel accessories to the automotive industry for bakkies and sports utility vehicles (SUVs), adding heavy commercial vehicles to our repertoire ten years ago.

For the trucking industry, Maxe is able to supply and fit a range of products on demand. Our products include stainless steel and black bull bars, nudge bars, seat covers, anti-siphon units, screen guards, fuel tank sensor guards, roof bars, LED lights and abnormal-load boards. Almost all Maxe products are designed and engineered in house by our dedicated research and development team of 15 engineers. Naturally, as a direct supplier to the original equipment manufacturers (OEMs), high standards are a non-negotiable. Our products are approved by most major OEMs and we build in accordance with ISO 9001 standards and are working towards obtaining the IATF 16949 in the next 12 to 18 months.

Our key goal is to grow in the truck market, and our range of modular-design bull bars is central to this strategy. The modular design allows damaged components to be replaced quickly and easily. Customers are provided with fitting instructions and can perform there pair in their own yard. This concept has proved popular in the mining industry and a lot of our return customers insist on these bars because of their design. Taking into account the cost of replacement, the bars are not necessarily more expensive in the long run.

The brackets are the most important aspects within our designs. We've optimised the material and design for light weight and strength. Our brackets are designed to account for vertical resonance, meaning they are durable enough to remain on the truck for the full period of its life.



Furthermore, the oval bar design makes for better airflow to radiators and condensers. **The OEMs are very sensitive to how our products affect the performance of their vehicles.**

We currently have a range of truck bars and accessories for **MAN, Scania, Volvo, Isuzu, UD, Freightliner** and are busy developing products for **Mercedes and Iveco**.

## MAXE ...THERE FOR THE LONG-HAUL



**FOR MORE INFORMATION CONTACT:**

Tel: (031) 713 2200 • Fax: (031) 702 3160  
Email: sales@maxe.co.za • Web: www.maxe.co.za



**VISIT OUR PAGE**

# Auto & truck tyres hosts a combination launch to liven up the industry

Auto and Truck Tyres recently held a combined launch at their Wadeville Head Office introducing the now locally manufactured Marangoni RINGTREAD™ system from Leader Rubber Company in combination with ATT's new Powder Coating facility for truck, OTR and industrial rims.

**Guests were invited for a presentation and facility tour that was followed by lunch and refreshments in ATT's new bar. RINGTREAD™ is the latest in pre-cured retread technology that brings some interesting advantages and aesthetics to an arena which has seen little local excitement for the past few decades.**

ATT looks to liven up the retread industry with its new innovative and price competitive offering to the local truck tyre retreading market. Although not completely new or unknown locally and already track proven in Europe, the RINGTREAD™ system was previously set at a premium price point as it was imported from Marangoni Italy resulting in limited market interest.

With Leader Rubber Company's decision to now locally manufacture the technology, the price point will come in at a far more competitive rate that will appeal to a much wider audience. The highlight of the ATT launch of the locally manufactured RINGTREAD™ was that it was one of the very first times customers could expect a price reduction as opposed to the usual increase.

This comes just at the right time where many users who are bored and unimpressed with the current offerings, are looking to reduce the retreaded tyres in their fleets rather than taking advantage of the most cost effective saving method available to them. Many have lost sight of the importance of having a decent retreading program in their fleet. Possible reasons for this is the narrowing price gap between lower cost imported new tyres and retreads, especially stock retreads.

However logic informs us that the more lives you get from one casing the more economically you must be running. Without question the most important part of the retread life is the quality and condition of the casings. Second to that is cost, reliable performance, supplier service, including turnaround time and repair quality, all of which makes the customer comfortable knowing that he doesn't have to concern himself with much more than the maintenance of his tyres.

So in an ideal world the user needs to maintain his tyres in a way that protects and preserve them for at least one more life. The user should always think "one more life" and the retreader must provide a product that performs well in the current life and is gentle enough on the casing to preserve it for at least one more life. Up to now the current products have provided all of the above requirements satisfactorily, but we should all strive for improvement and ATT can never be accused of resting on its laurels.

While the local retreading world may appear to be stagnating there has been some exciting movement happening in Wadeville at what is known to be one of the biggest retreading plants the world.

RINGTREAD™ is defined firstly by its structure, which is a pre-cured ring form that is spliceless. Current practice involves a flat piece of tread that is applied to a tyre casing. The casing is buffed to the best possible texture, radius and overall uniformity. The flat tread is then measured and cut to place around the buffed area. The immediate difference is that traditional methods result in a retread that has a join and that the flat tread will give some resistance to taking on the shape and form of the rounded casing until cured in the chamber.



That being said, the strength or weakness of any retread is the casing. Extremely few retreads fail due to the retread or bonding. Some forty years back, CSIR or SABS performed a study along the Witbank highway, as it was then called, on the pieces of truck tyres lying on and next to the highway. About 84% of the pieces were found to be from new tyres. Retreads were represented but the findings showed that retreading is a very reliable practice and retreads a very reliable product.

It can definitely take a stand point of being a superior quality product and one of the major advantages has to do with its design. As tyre casings age, they lose tension and rigidity. To simplify matters, they soften and stretch more with each life. Truck tyres are designed with more than one life in mind, so they take a lot of punishment before they start coming apart.

The design ensures that it is gentler on the casing than other processes. When a tyre is in motion, centrifugal force causes the tyre to stretch to a teardrop shape and then recover, this increases heat build-up and therefore ageing. With it being manufactured as a ring and in the shape of the tyre it is intended to be fitted to, it effectively reduces the stretching and effects of centrifugal forces.

Theoretically this would preserve the carcass integrity and increase the chance of another life. From an aesthetic perspective, the RINGTREAD™ is also far better looking and the finish far neater than conventional retreads.

To complement their tyre offering, ATT boasts a Rim Engineering Centre in Wadeville where rim repair, refurbishment and make-up is available. Up until recently, sandblasting and spraying was the accepted finish for all rims.

While spraying is still widely accepted, ATT decided to explore more efficient options as part of their ever evolving strategy. Powder Coating has long been believed to be too costly, but with some insight it has turned out to be just as price effective

as traditional spray painting, but with far better benefits.

Spray-painting firstly requires a certain level of trained skill to apply the product correctly. The risk of over spraying is quite evident, which could result in the paint either bulging or running, affecting the overall finish and quality of the end product. Powder coating on the other hand is applied as a dry powder with an electrostatic process, so the microns remain consistent and therefore there is no risk of product build-up.

Powder coating is also considered a far more environmentally sound practice when compared to spraying as there are no Volatile Organic Compounds released and the remaining powder is collected by vacuum from the application process and can be re-used.

When looking at the finish, spraying requires time and ideal climate conditions to dry, resulting in a longer turn-around time and the risk of the finish being damaged if the paint doesn't dry sufficiently before the product is handled. Powder coated products are cured with heat, resulting in a significantly harder and more durable finish that only requires around a forty five minute cooling time before the rims are ready to be packaged and delivered and look far more superior than their sprayed counterparts.

The actual benefit of using powder coated rims ties in with rim maintenance, which it is a crucial element to ensuring a tyre's full lifespan. As the rim fits far better on the bead and with no abrasive surface to wear away the bead, the longevity of the entire wheel assembly is improved.

The benefits of powder coating can therefore be determined to far outweigh that of spraying and ATT hopes to see customers take advantage of their new offering as well as see an increase in RINGTREAD™ users.

*Sharon Styger (Marketing) and Marcus Haw (Specialist Consultant)*





**SABOA  
CONFERENCE &  
EXHIBITION  
18 & 19 JULY 2018  
CSIR INTERNATIONAL  
CONVENTION  
CENTRE**

*The South African Bus & Coach Event on Public Transport*

**CONFERENCING**

**SESSION TOPICS**

- DoT's Turnaround Plan for Public Transport
- Law Enforcement Strategies to Address InterModal Conflict in Public transport
- Progress in implementing the Demerit Point System
- Government Public Transport Contracting Requirements
- Road Traffic and Transport Legislation Update
- Participation in Scholar Transport
- Accessing Government Intended Setasides in Public Transport Contracting
- Requirements for Sustainable City Developments In South Africa

*View the final programme and speakers list on the website [www.saboa.co.za](http://www.saboa.co.za)*

**EARLY BIRD REGISTRATION**  
Before May 2018

**FOR MORE INFORMATION AND TO  
REGISTER VISIT  
[WWW.SABOA.CO.ZA](http://WWW.SABOA.CO.ZA) OR  
CONTACT SABOA ON 011 511 7641**



**GALA DINNER**

AFTER A DAY OF CONFERENCING JOIN US AT  
THE ANNUAL GALA DINNER & NETWORK  
WITH THE INDUSTRY

**GUEST SPEAKER - ROBIN BANKS**

Wednesday, 18 July 2018 @ 6pm  
CSIR International Convention Centre  
Bookings Call 011 511 7641



**EXHIBITORS**



# TRUCKING WELLNESS PROGRAMME

## A UNIQUE AND SUSTAINABLE RESPONSE TO DRIVER'S WELLNESS



Under auspices of the NBCRFLI, Trucking Wellness has been able to be an active growing contribution to the community since 1999, culminating in 19 years of growth and change for South African Road Freight and Logistics industry.

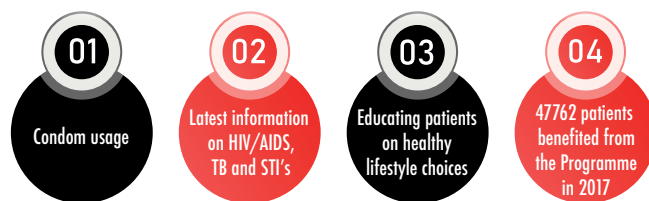
The Trucking Wellness Programme prides itself on delivering a high quality HIV/AIDS, STI's and TB prevention service.

Trucking Wellness is determined to make it our mission to educate, care, treat and prevent new infections.

A key cornerstone of the Trucking Wellness Programme is training. The success of training has made positive impacts on the overall wellness of drivers, sex workers and communities.

The Programme continuously implements annual training for the 20 coordinators and 23 registered nurses based across the Trucking Wellness Programme.

The training insures that all staff are up-skilled to provide necessary information on:



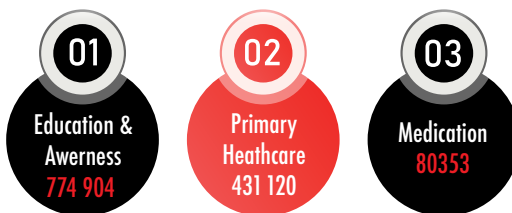
### Roadside Wellness Clinic HCT - 2017



### Mobile Wellness Clinics



The Trucking Wellness Programme, through its illustrious 19 years has assisted and supported up to:



- ① | 22°14'22,84"S | 29°59'07,33"E
- ② | 25°32'30,6"S | 26°6'24,06"E
- ③ | 25°26'32,63"S | 31°55'44,43"E
- ④ | 26°17'39,76"S | 26°7'42,09"E
- ⑤ | 26°19'44,90"S | 28°07'52,95"E
- ⑥ | 26°17'46,2"S | 28°10'33,2"E
- ⑦ | 26°58'41,38"S | 28°35'21,86"E
- ⑧ | 27°52'06,5"S | 28°57'31,3"E
- ⑨ | 28°17'16,27"S | 29°7'51,04"E
- ⑩ | 28°27'11,44"S | 29°33'56,94"E
- ⑪ | 29°13'30,85"S | 30°0'12,06"E
- ⑫ | 29°49'35,88"S | 30°49'56,46"E
- ⑬ | 30°34'8,18"S | 29°26'14,16"E
- ⑭ | 31°36'46,63"S | 28°44'0,48"E
- ⑮ | 33°2'3,62"S | 27°52'55,51"E
- ⑯ | 29°13'30,85"S | 30°0'12,06"E
- ⑰ | 33°45'45,29"S | 18°45'45,29"E
- ⑱ | 32°21'40,53"S | 22°33'32,30"E
- ⑲ | 31°4'15,74"S | 24°26'40,40"E
- ⑳ | 30°42'5,21"S | 25°7'34,29"E
- ㉑ | 28°5'18,13"S | 27°8'24,61"E



If you require or seek further information on Trucking Wellness please contact us on:  
 Tel 011 914 1610 - Fax 011 914 3463 / 086 693 3997  
 Email [info@truckingwellness.co.za](mailto:info@truckingwellness.co.za)

Trucking Wellness is an initiative of the National Bargaining Council for the Road Freight and Logistics Industry



# Tyre maintenance and safety essentials

All too often trucks show various wheel and suspension problems, which are costly and pose a safety risk not only to the truck and its driver but also to other road users

**Common faults found in field studies include incorrect application of tyres, poor maintenance of vehicles and tyres, vehicles in shocking condition and people foolishly trying to get too much out of a tyre and running it past its practical and safe usability.**

Truck tyre maintenance is often overlooked, but it is one of the key contributing factors to running a fleet efficiently and as cost effectively as possible.

This may seem to be a no brainer for most fleet operators, but the truth of the matter is that in South Africa (SA), the rapid expansion of the logistics industry means that there are fewer well informed fleet owners and operators.

Tyre maintenance starts with a good quality tyre, which can be new or retreaded.

In our 30 years' experience, retreaded tyres perform just as well as new tyres, as long as the tyres are retreaded by a reputable factory that has stringent quality standards.

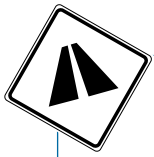
Retreaded tyre safety factors depend on the quality and age of the casings used and the integrity of the initial inspection performed to determine the quality of the casing used.

Second to that is pressure maintenance and regular wheel alignment and balancing. Tyre pressure is by far the most overlooked aspect and this is where the majority of tyre damage and related incidences stem from.

An incorrectly inflated tyre results in various problems which adversely affect vehicle handling and directly affect tyre life and safety.

Not only is the weight of the load not supported, but the wear and tear on suspension parts and extra strain on the engine





*Sharon Styger - Marketing Executive Auto and Truck Tyres*

## Tyre maintenance starts with a good quality tyre, which can be new or retreaded

A truck that has tandem axles means that aligning only the front end is only doing part of the job, so it is always recommended to align all the axles whenever alignment is performed. Poor alignment also results in the tyre running outside of its intended rotational plane meaning it is being dragged, resulting in an alarming rate of irregular wear.

Fitting new tyres without repairing worn or damaged suspension parts is another costly error as this results in dramatically reduced tyre life.

Poor suspension also means that your wheels will start to track incorrectly immediately after fitment and this can cause your tyres to exhibit unusual patterns such as cupping, feathering, diagonal wipe and camber wear.

We recommend that at the first sign of such symptoms you send your truck and trailer to a service centre for a detailed suspension health check.

Route study is a widely forgotten part of fleet management and with the conditions of the roads in SA today is becoming more and more important. While this exercise may be time consuming and the results not immediately identifiable, the savings can be significant. Just identifying alternative routes that are in a better condition will reduce both tyre damage and vehicle maintenance.

The need for driver education has become more apparent as we see more road carnage due to negligence and poorly maintained vehicles.

Legally an owner and driver could be up for culpable homicide if the vehicle causes an accident due to proven negligence.

It is the responsibility of fleet owners and managers to take a driver to a level of competence that ensures confidence in handling his/her vehicle. A driver should be educated in all aspects of maintenance related to safety and what to do in a critical situations, such as a slowly deflating a tyre to prevent an actual blowout.

Twice a year, around Christmas and Easter, everyone is outraged by the number of lives that are lost on the roads, but if you look at a daily rate throughout the year it becomes apparent that road safety is not important enough, either to the lawmakers or the road users. Transporters should urgently change their attitude surrounding their responsibility, consider the rigs they use and the little effort it takes to properly maintain a rig – the cost benefits far outweigh ignoring the problems.

*Sharon Styger - Marketing Executive Auto and Truck Tyres*

means that the entire trucks longevity is compromised.

Heat buildup is often the primary cause that leads to a blowout. Blowouts are not only costly, as you may well lose a perfectly good tyre, but carry breakdown costs and the penalty fees associated with late delivery.

The most important factor regarding tyre inflation is obviously the cost saving associated with rolling resistance and the cost per kilometre rate, which also reduces fuel costs.

Second to inflation pressure, wheel alignment is another aspect of great importance. From our case studies we have determined that a tyre that is misaligned can result in a reduction of around 7% in tread life. This is due to added stresses, which cause the casing to deteriorate faster.



## SIKA FOOTPRINT IN TRANSPORTATION

- **150'000** buses produced every year contain Sika products
  - **35%** of global rail fleet made stronger and safer with Sika
  - **250'000** truck cabins produced with Sika solutions annually
  - **22 million kg** Sika products sold to Transportation market every year
- [www.sika.co.za](http://www.sika.co.za)

BUILDING TRUST



## Braking Into The Future

WABCO South Africa is fully committed to offering you the fleet-operator, trailer-builder and independent distributor the very best in technical support and training.

Our original WABCO products provide the ultimate in safety, reliability and braking efficiency with a lowest possible cost of ownership.

Our product offering includes: **ABS** Anti-lock braking systems; **EBS Generation 5** electronic braking systems with a host of optional features such as Stability Support, OptiTurn™ and OptiLoad™ to name but a few; **workshop diagnostic equipment** and **advance technical support**.



# WABCO

[www.wabco.co.za](http://www.wabco.co.za)

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





# Changan minivan review: Budget beater

With a price tag of around R160 000 the Changan minivan costs about the same as Nissan's NP200 single cab half tonner, as the Chinese brand attempts to make inroads into the entry level of light commercial vehicles in South Africa (SA)

**The cabin is reasonably roomy and will take four adults (five at a squeeze), but this is a pure workhorse. The rear seats are there so that workers can sit inside, with a metal divider between the back seats and the load area, which would be good for a security van.**

The steering is not powered so it takes a fair amount of muscle to turn it sharply. The 1.3 litre engine is a little noisy but provides plenty of power, at

an economical rate of 8l per 100 km in a real world scenario.

Ground clearance is really good at 155 mm, and you get the SUV feeling of driving above the traffic. The radio is one of the best parts of the interior, and reminds me of a simpler time. On most expensive cars it takes ages to figure out the radio, but the minivan has FM, AM and Aux, which is all you really need.

There are very few electrics to go wrong, and the windows are windup,

**Engine: 1.3-litre, 4-cylinder petrol**  
**Gearbox: 5-speed manual**  
**Power: 73kW**  
**Torque: 119Nm**  
**Top speed (Claimed): 120km/h**  
**Ground clearance: 155mm**  
**Payload: 1000kg**  
**Warranty: 3-year/100 000km**



with less moving parts. In terms of resale and aftersales the jury is still out given the companies' relatively short period of trading in SA. But we need to give these vehicles the benefit of the doubt, much like Japanese vehicles that were initially seen as inferior to those from England in the 1970s, only to dominate the market in later years.

Changan is one of the big four Chinese automakers and launched its vehicles in SA in 2007, but the first local importer went belly-up, leaving Jiangling Motors Corporation (JMC) to take over the local distribution in 2013.

As a workhorse there's little to complain about. You can use the Changan to haul things around, and I was impressed with the large amount it could carry in its one-ton load bay.

*Gregory Simpson*

# SAVE R10 000 ON THE CHANGAN STAR III

---



MINI VAN



Bin: 2.7m

SINGLE CAB



MINI VAN



DOUBLE CAB



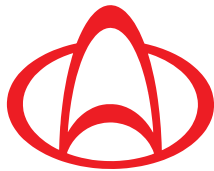
MINI VAN



SINGLE CAB

---

**3 Year / 100 000 Km Warranty • 72KW • Bigger Tyres**



# CHANGAN

[www.changansa.co.za](http://www.changansa.co.za)

GAUTENG: EAST RAND 011 915 8444 KEMPTON PARK 011 394 7908 PRETORIA NORTH 012 546 4503 SILVERTON 012 804 7077

WEST RAND 011 668 0300 NORTH WEST: BRITS 081 518 8477 RUSTENBURG 014 592 5400 KLERKSDORP 018 462 4041

KZN: PIETERMARITZBURG 033 394 2595 RICHARDS BAY 035 789 2655 FREE STATE: BETHLEHEM 058 303 5661 BLOEMFONTEIN 051 447 7042 WELKOM 057 050 0050

LIMPOPO: MOKOPANE 015 491 2855 TRICHARDT 017 638 0725/6 EASTERN CAPE: HUMANSDORP 042 291 0086 PORT ELIZABETH 041 484 1905

NORTHERN CAPE: UPINGTON 054 338 8833 WESTERN CAPE: PAARL 021 871 1317 PAROW 021 9304613 SWAZILAND: 00268 2518 7867

# A NEW YEAR OFFER TO GET CARRIED AWAY!

Buy NOW and get an extra 30 000 km Warranty!



**5 YEAR/  
150 000 km  
WARRANTY\***

**FROM  
R216 880**

**3 Year/ 90 000 km Service Plan | 1.6 Ton | Code 08 License required  
FREE top up warranty | 84 kW** \*Ts and Cs apply.

GAUTENG: BRAKPAN 011 740 7871 CENTURION 012 660 1097 EAST RAND 011 915 8444 KEMPTON PARK 011 394 7908 PRETORIA NORTH 012 546 4503  
SILVERTON 012 804 7077 WEST RAND 011 668 0300 NORTH WEST: BRITS 012 252 8525/6 RUSTENBURG 014 592 4179 KZN: PIETERMARITZBURG 033 394 2595  
RICHARDS BAY 035 789 2655 FREE STATE: BETHLEHEM 058 303 5661 BLOEMFONTEIN 051 447 7042 WELKOM 057 050 0050 LIMPOPO: MOKOPANE 015 491 2855  
TRICHARDT 017 638 0725/6 TZANEEN 015 306 0136 EASTERN CAPE: HUMANSDORP 042 291 0086 PORT ELIZABETH 041 484 1905 NORTHERN CAPE:  
UPINGTON 054 338 8833 WESTERN CAPE: PAARL 021 871 1317 PAROW 021 930 4613 SWAZILAND: 00268 2518 7867

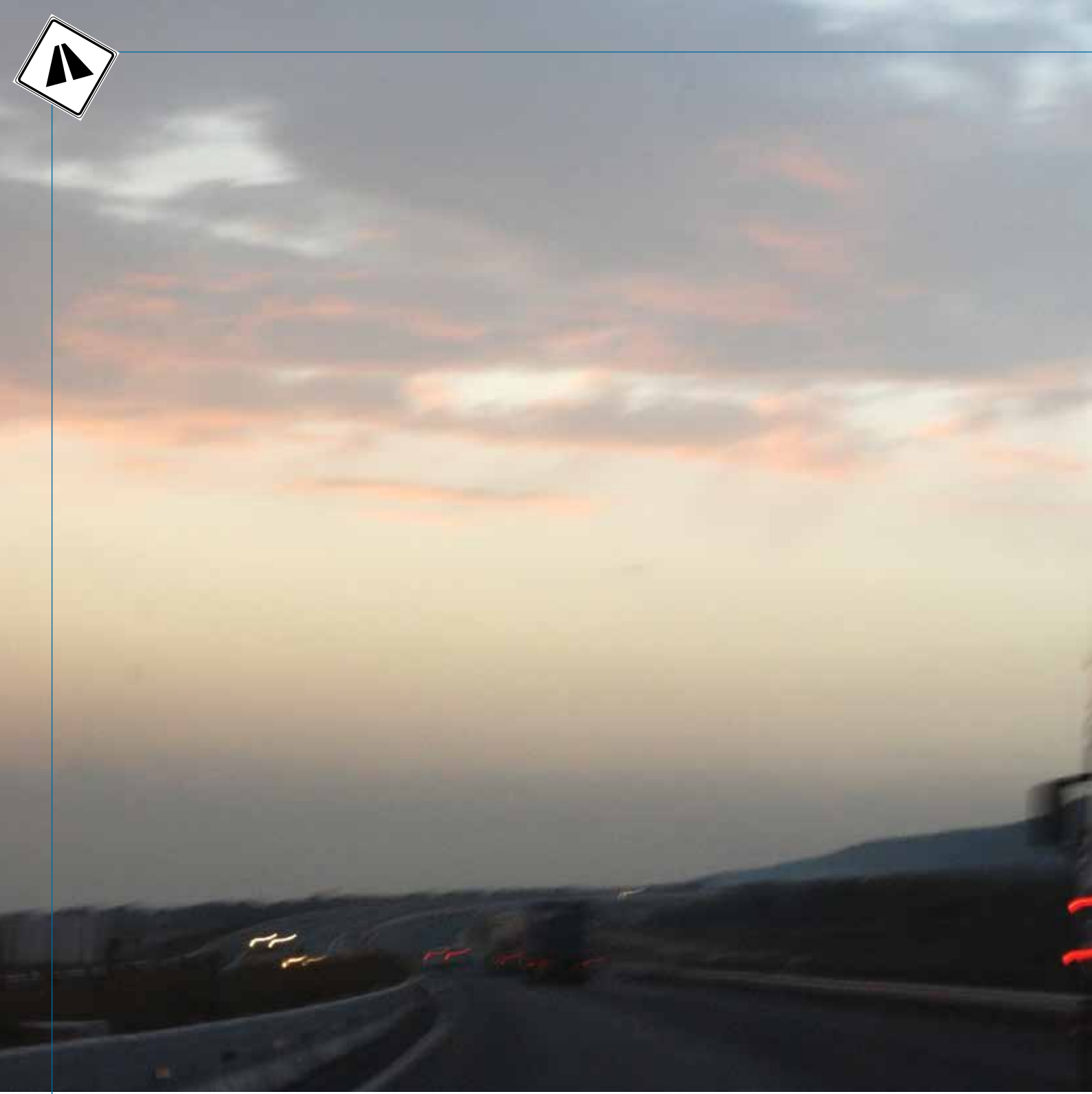
[www.jmcsa.co.za](http://www.jmcsa.co.za)



DRIVEN BY EXPERIENCE.

# Challenges and opportunities facing logistics in 2018

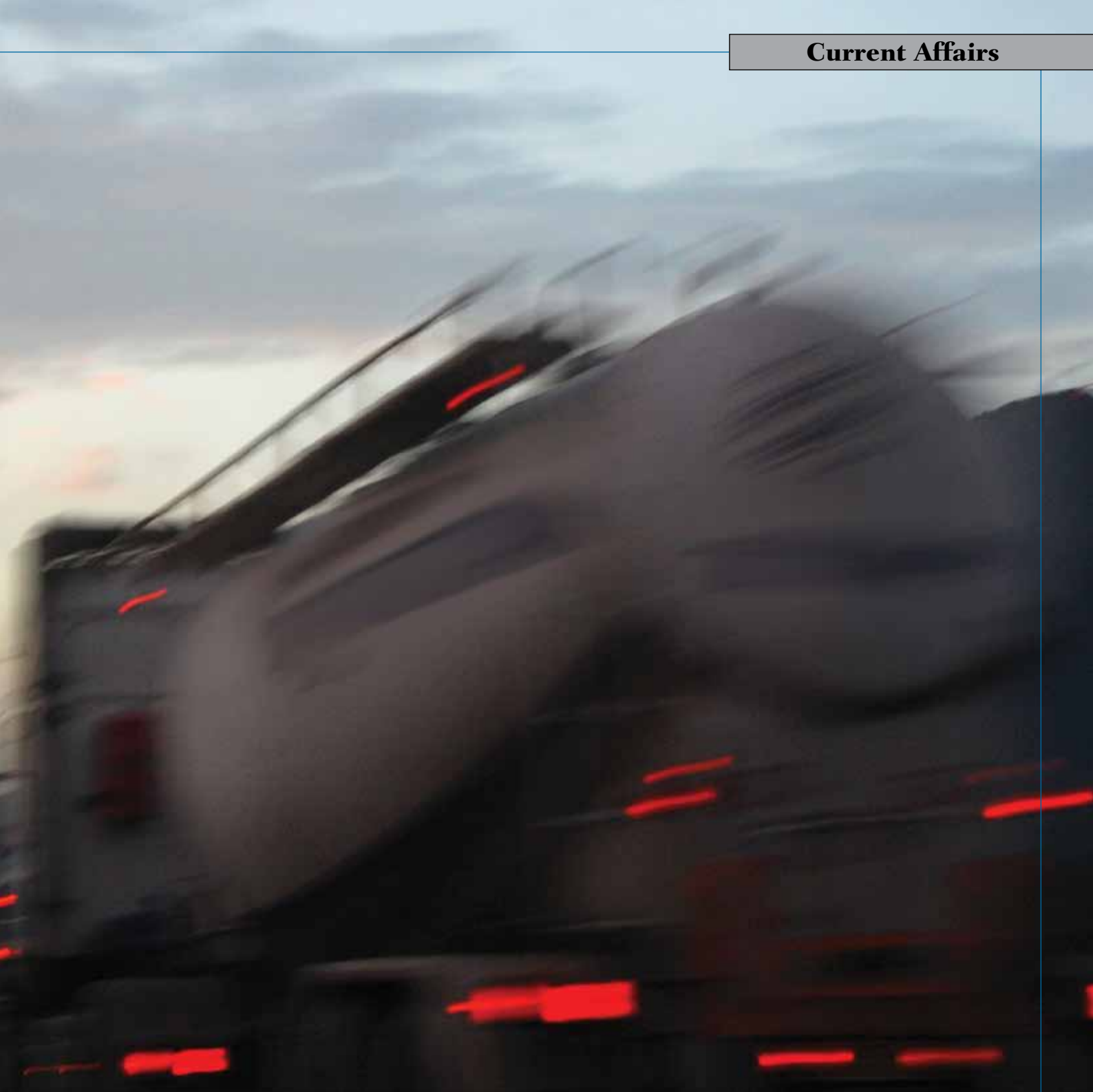
This year has indeed been a very interesting year, and even though we are only in April, more has changed than in probably the last four years put together



**We kicked off the year with a change in leadership, that was followed by some challenging budget announcements, and it's on this last point that I want to latch on as this is where the challenges for logistics will lie for the rest of the year.**

We are all aware by now that our VAT rate has increased by 1% for the first time in many years, and although the immediate impact is a substantial inflow from a broad-based tax system into

treasury, the reality remains that the people who are impacted the most are the poor. What does this mean for logistics? The increased VAT rate will most definitely push up all the costs in the logistics supply chain which will ultimately push up the price of goods to the end consumer. This in turn will drive down demand as the country's disposable income becomes less and less. A further complication is the substantial increase in the fuel levy, which in itself will probably have a far bigger immediate impact than the 1% increase in VAT. The reality is that both these

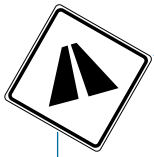


increases were a necessary evil as treasury could not continue on a path where the budget deficit continued increasing year on year.

The proof, however, is going to lie in the pudding as the saying goes. With the increase in VAT and fuel levies, will government curb wasteful and unnecessary spending and will corruption be tackled head on? My immediate reaction is yes government is committed and so far all the right noises are being made,

but it will take years before the impact is going to be visible. Our parastatals are in a complete mess with threats of business rescue and privatisation on the cards just to survive. Well, maybe it's not such a bad thing, I believe a complete shake up is needed if one is serious about changing direction. Time will tell.

Back to the logistics industry. Due to the fact that the logistics space is still very much a labour intensive environment, we are certainly in for some interesting times, as the trade unions are



back at the table regarding the minimum wage. Whatever the outcome is going to be, the nett impact will once again be an increase in the cost of logistics with a bottom line increase in the cost to the final consumer. My concern here is how much more can the consumer absorb, before a complete collapse? Currently, there are discussions regarding the broadening of the product basket on VAT exempted products but the fact remains that the increase in various taxes far outweighs the growth of our economy, and it's on this point that I want to stand still for a few moments. I am a firm believer that in every adversity there are opportunities, and with a very slow if at all growing South African economy the only way to ensure survival is to become innovative, to look at doing things differently, doing things better. As a golf professional once told me "don't hit the ball harder, just hit it better", the same goes for logistics. How can we start doing things better and at the same time provide more opportunities in the market to curb unemployment and drive growth on the bottom line to keep investors and shareholders interested? Now I wish I could say I have the perfect answer, which of course I don't have, but what I do know is that it all starts with our attitude and if the logistics business wants to it will. We can start by engaging with our staff to get them to change their attitude from one of "the company owes me" and "I should be earning more, how must I survive" to an attitude of lets work together

and grow so that there is more for everyone.

I know this all sounds very philosophical and again my frame of reference is what I am experiencing in our business. We have engaged our staff through various workplaces and other forums, we continuously inform them of what the company wants to achieve and where we want to go and remind them of the vital role they play in achieving those successes. You will always have people who do not respond the way you would expect but don't let that deter you from pushing through.

In my opinion, logistics will forever be the backbone of our economy. I firmly believe the time has come for us, as an industry, to stand up and say, how can we change, what can we do differently, and what can we do smarter and better to ensure that the challenges that our country faces as far as unemployment, taxes, and labour unhappiness are addressed and mitigated in the best way possible.

2018 is going to be an interesting year and in my opinion a water-shedding year, foundations are going to be uprooted and new ones are going to be laid. If everything works out the way I trust and believe, South Africa will once again be a country we can be proud of. Let us, as the logistics sector, take on the challenges we face this year and turn them into opportunities.

*Gerhard van Zyl*





**JBS**  
JOHANNESBURG  
BUSINESS SCHOOL

COLLEGE OF BUSINESS AND ECONOMICS  
JOHANNESBURG BUSINESS SCHOOL  
TRANSPORT AND SUPPLY CHAIN MANAGEMENT

# Transport yourself to a destination of skills and professionalism



We offer a variety  
of specialised  
programmes and  
degrees in Transport  
and Logistics  
Management, which  
enable industry role  
players to reach their  
full potential.

## **Diploma Programmes** (Full-time)

- Logistics
- Transportation Management

## **Advanced Diploma Programmes** (Full-time/Part-time)

- Logistics
- Transportation Management

## **BCom Degree Programme** (Full-time)

- Logistics Management (with specialisation in Logistics and Transport)

## **Postgraduate Programmes** (Full-time/Part-time)

- BCom Honours in Transport Economics/Logistics Management
- MCom specialising in Supply Chain Management (Coursework)
- MCom/MPhil in Transport Economics/Logistics Management

Applications for above programmes open 3 April 2018.

## **Continuing Education Programmes (CEP)**

(Distance Learning)

- Diploma in Road Transport Management  
(specialisation in Freight Transport or Passenger Transport Management)
- Diploma in Transportation Management
- Diploma in Logistics Management
- Transport and Supply Chain Management Bridging Programme  
(if you did not receive university entrance)

These programmes offer Industry related focus areas and flexible study options. Duration of each programme may vary. CEP applications open on 1 October 2018.



# RFA Primer: Outlook on 2018

If anyone had thought we were in for an interesting ride after the change of the Guard at TuinHuis – I am sure no one thought it would be this interesting

**The singular event (and this, of course, makes it sound very simple) where a political party decided on a new leader, followed swiftly by a change of President, had South Africans—and the rest of the world—swooning and gasping at the rate of change, promise, intervention and sheer pleasure that followed.**

The impact has been like sweet summer rain for the economy, the medium term outlook (from credit rating agencies) and for investment in the country. We cannot ignore that the right things have been said about financial irregularities and inefficiencies (commonly referred to as corruption and financial mismanagement) and that a spotlight has been focussed on individuals, entities and government structures in an attempt to either expose or deter continued unwanted financial behaviour.

While all this rushed along at breakneck speed, an icy wind blew in from nowhere in the form of land grabs, wanton public violence, heightened racial rhetoric (in all directions) and the seemingly easy escape of all individuals (private and public) tainted with financial wrongdoing to places less “hot” and more open to allowing ill-gotten gains to be squandered.

Suddenly the smiles faded, the parties began to grind to a halt and an uneasy hush spread across the land. Even the rand-rampant and bold-has retreated to a safer place.

Nothing financial or strategic has escaped this seesaw rollercoaster ride and the freight industry is no exception. The oil price steadily rose to USD74 per barrel in April (thankfully cushioned somewhat by a rand staying below R12 to the dollar), while the rating agencies have retained a “stable” outlook. Local interest rates have remained unchanged and news just in is that inflation is at the lowest it has been in a long time.

Business confidence remained on the lower side but has shown a steady increase from 43% in the fourth quarter of 2017 to 46% at the end of the first quarter of 2018.

Given this background—it is interesting that the demand for freight transport has remained sluggish—and the detrimental effects of the repeated downgrades, financial scandals and other high-profile government failures are still being felt or are passing through the economy.

As trucking is a demand-driven industry, we are particularly sensitive to a reduced demand for goods. The slowdown in sectors such as manufacturing and the closure of many mines has obviously had an impact on the volume of commodities we carry.



Repossessions still remain the order of the day with many auction lots packed along the sides of the R24, N4 and N14, and new vehicle sales have continued to drop (medium vehicles by 13,4% and heavy vehicles by 14,6%: NAAMSA). The latest forecast is that commercial vehicle sales will remain weak for the rest of 2018.

### **Impact of VAT increase**

The 1% increase will reduce the consumers disposable income, creating a negative knock-on effect for businesses. More importantly, cash flow is an essential part of any successful business and businesses must consider the effect on the ability to pay debts and operating costs (all will increase due to the VAT increase).

However, without trucks our economy stops! So even with the general economic downturn and the reduced demand for products, goods still need to be moved and trucking still remains the country's most reliable option! As our truckers grapple with these difficult times, at least some relief can be expected with the declining oil prices this year.

Over the next five years, slow improvement of rail, port congestion and investment in mining and infrastructure will continue to drive road transport. Supply chain performance, not transport cost, remains the key driver of mode choice. Road remains the more reliable means of transport and customers are prepared to pay the associated premiums to guarantee that goods are delivered on time.

### **RFA conference: major challenges facing the industry**

The road freight industry currently faces a number of challenges. Ever-increasing costs are by far the most severe, affecting the profitability of many of our members, particularly the smaller to medium-sized operators, who cannot absorb some of these increases as easily as the more established ones.

Operators face many challenges that affect their daily operations: increasing fuel costs, extra taxes in the form of road user charges

(tolls, operating permits, vehicle registration and licensing, periodic vehicle roadworthy assessments, victimised load checking, crashes and incidents, congestion on roads, driver health and fitness, increasing crime and load hijacking, higher credit operating costs, load shedding [which turns operators into mobile warehouses], increasing costs of vehicles and maintenance, problems in customs and cross border access), as well as increasing staffing and labour costs.

**There are a number of challenges the road freight industry currently faces. Ever-increasing costs is by far the most severe.**

### **Wage negotiations**

We are coming to the end of the last three-year agreement and mandating, demands and negotiations will all soon become the "language of the day". The current political, social and public climates will play a huge part in determining how and where these discussions go.

### **High cube containers**

The moratorium is due to end in December and the Department of Transport has remained resolute in their resistance to amending legislation to allow ISO containers to be transported



above 4.3m. This will have a severe impact on the SMME operator businesses and could very well see a collapse in the movement of containers in and around the country (as the SMME and small businesses exit this market) and the market being taken over by foreign operators.

#### **Administrative Adjudication of Road Traffic Offences (AARTO)**

The Association strongly opposes the implementation of AARTO in the manner and form proposed in the recent AARTO Amendment Bill, while moving to the position that all persons or entities involved in traffic violations are guilty until proven innocent. This is against the principles of justice and seeks to trample on and remove the common law rights of citizens. The proposal for a tribunal (created and funded by the Agency that issues infringement notices in the first place) is a direct affront to the justice system.

Further to this, the current direction taken by the Road Traffic Infringement Agency (RTIA) is predicated on generating income for the Agency, not on dealing with the behaviours that lead to traffic injuries and deaths.

#### **Future of logistics – mega trends and mega cities**

With more than 60% of the world's population expected to live in urban cities by 2025, urbanisation as a trend will have diverging impacts and influences on future personal lives and mobility. Rapid expansion of city borders, driven by an increase in population and infrastructure development, would force city borders to expand outward and engulf the surrounding daughter cities to form mega cities, each with a population of more than 10 million.

Convergence of two or more closely located mega cities will lead to the formation of huge mega regions. For example, by 2020, Johannesburg and Pretoria will converge to form one big mega region called "Jo-Toria". (Frost and Sullivan)

#### **Competition law – crossing the line**

Section 4(1)(a) of the Competition Act provides that, should an agreement between parties in a horizontal relationship have the effect of substantially preventing or lessening competition in a market, such agreement will be prohibited unless a party to the agreement can prove that any technological, efficiency or other pro-competitive gains resulting from that agreement outweighs that effect (i.e. the rule of reason test). The burden of proof in this regard rests on the party engaging in the activities that are the subject of the allegations.

Section 4(1)(b) of the Competition Act, on the other hand, sets out what are referred to as "per se" prohibitions. The prohibitions falling within section 4(1)(b) of the Competition Act are automatically and absolutely prohibited and cannot be justified on the basis of the rule of reason test. The only enquiry in such circumstances is whether or not, as a matter of fact, the conduct complained of is correctly categorised as being automatically prohibited.

*Gavin Kelly, Technical and Operations Manager, RFA*

**Roadfreight experts into**

**NAMIBIA  
ANGOLA  
MOZAMBIQUE  
ZAMBIA  
DRC  
MALAWI  
ZIMBABWE  
BOTSWANA  
SWAZILAND**

**Complete logistics management  
of road freight cargo into and  
throughout sub-Saharan Africa.**

**Abnormal loads**

**Special cargo transportation**

**Cross-border transport solutions**

**Shipping containers (6m & 12m) for hire**

**Insurance for goods in transit**

**LCL services to Namibia and Malawi**



**For competitive rates contact:**

**Tel: +27(0)11 395 3472**

**Email: info@namgola.co.za**

**www.namgola.co.za**



# First look: Isuzu's new SUV arrives in SA

Soon to be launched in South Africa, the first shipment of Isuzu's new mu-X Sports Utility Vehicle (SUV) arrived at the Port Elizabeth harbour



**These vehicles will soon make their way to dealer showrooms across the country, joining Isuzu's current portfolio of one ton bakkies and commercial vehicles. Featuring Isuzu's legendary 3-litre turbo-diesel engine, the mu-X is set to entice both the serious off road adventurer as well as the sophisticated urban driver.**

The mu-X will be a new entry in the SUV segment for Isuzu, since the introduction of the Trooper and Frontier in 1992 and 1998, says Dominic Rimmer, Executive Technical Services. "This great product, which has been favourable with customers around the world, will extend the Isuzu



to market in Thailand in 2013. The mu-X is currently sold in several countries which include Thailand, Australia and Philippines where it holds the market leader share. “We are excited about the addition of the mu-X into the Isuzu portfolio, offering customers a SUV originating from a strong brand that is trusted and known for reliability by South Africans.”

The mu-X’s interior is utilitarian in design, which might fall short of the competition, but it should prove to be well-suited to cope with the abuse it

product range offering customers an option to choose between the rugged and capable Isuzu pick-up and a sophisticated Isuzu SUV for both work and leisure, ensuring they are catered for in the Isuzu family.”

With General Motors exiting the South African market at the end of 2017, Chevrolet and its capable but poor-selling Trailblazer SUV is no more. Isuzu, however, has taken over GM’s operations at the Struandale plant in Port Elizabeth, where it produces its KB pickup for both the local and other African markets.

As Isuzu works to set up at least 90 standalone dealerships across South Africa, the Japanese LCV and truck giant has confirmed that its KB-based mu-X 7-seater SUV will be introduced in South Africa in the second half of 2018, which should bolster the Japanese brand during this transitional phase. The mu-X, however, will not be built in South Africa, but will rather be imported from Thailand.

The Isuzu mu-X, Isuzu’s refined yet robust SUV, has a long proud history of performance behind it with its first introduction

will face on a typical South African family adventure holiday. Space for front and second-row passengers is adequate and the MU-X offers 878 litres of space when the third row of seats aren’t in use. When they are in use, load volume reduces to 235 litres. With the entire rear passenger area used for load carrying purposes, a capacious 1 830 litres is at your disposal.

This superior SUV will assume Isuzu’s rich DNA backed by decades of experience in diesel engine technology. The mu-X is powered by Isuzu’s proven 3-litre engine packed with active safety features. The car-like handling with exceptional ride comfort is supported by a 5-link rear suspension. In addition, the seven seat configurations with ample passenger legroom promise a comfortable ride for the family whether on road or off the beaten track.

Rimmer said the Isuzu mu-X model line-up, specification and pricing will be announced closer to the time of launch. With Isuzu’s bullet proof reputation in South Africa, it is sure to be a hit.

*Sam Sithole*





# Disruptive Technology Workshop at SAAFF Congress 2018

**Digitisation, big data, e-commerce, cloud-based freight market places, connected platform technologies, online load boards, connected containers, online customs processing**

**These offerings were not around a few years ago, but today they are disrupting the freight forwarding and supply chain industries, changing the way the industry does business - forever.**

Freight forwarding companies that embrace these disruptive technologies could boost their business and their competitiveness—by up to 13% annually, according to Accenture’s 2017 “Digital Disruption in Freight & Logistics – Ready to Roll?” report. Those that don’t will lose both their competitiveness and value.

This year’s Congress of the SA Association of Freight Forwarders (SAAFF), which takes place on 29 and 30 August at the Cape Town International Convention Centre, features an experiential Disruptive Technology workshop, aimed at giving delegates hands-on exposure to a wide range of new technologies.

MakerSpace Founder Steve Gray will be facilitating the workshop. “Our workshop aims to enlighten and engage delegates on the future of technology”, he explains. His team of innovators, thought leaders, trend analysts and facilitators will be there to share their knowledge and expertise with the freight forwarding industry.

“We aim to get delegates thinking differently about training and skills development in the Industry to prepare companies for ongoing disruption and current opportunities,” continues Gray. “Delegates will leave excited and encouraged by the opportunities these offer”.

Congress delegates will interact with and experience first-hand the transformative power of the technologies that bombard our

work and home lives on a daily basis. 10 technologies that will form part of the workshop are: Virtual Reality and Augmented Reality, the Internet of Things, Open Source Electronics, Artificial Intelligence, Self-Driving Technology, Robotics, Design Thinking and Lean Canvas, 3D Printing and Additive Manufacturing, Drone Technology, as well as CryptoCurrency and BlockChain.

Themed ‘Logistics through Innovation and technology’, the SAAFF Congress 2018 will focus on innovative technology that helps achieve objectives, logistics solutions, opportunities in this economy and the African context, as well as stories to inspire, motivate and transform the industry.

*For more information on the Congress, visit [www.saaffcongress.org](http://www.saaffcongress.org), or contact the SAAFF Congress Secretariat, Lisa Vickers on +27 (0)21 683 2934 or email [info@saaffcongress.org](mailto:info@saaffcongress.org)*



# SAAFF CONGRESS

# 2018

29 - 30 AUGUST



Cape Town International Convention Centre

Logistics through Innovation and Technology

## Programme Highlights

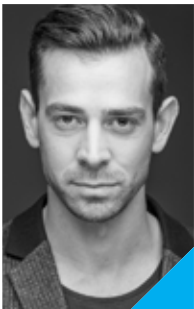
The 2018 Programme features a varied mix of presentations, panel discussions and an interactive workshop.



Dr Dawie Roodt



Paul Cheetham



Gilan Gork



Dr Rutendo Hwindingwi

### The draft line-up includes:

➤ **Economic Update** by Dr Dawie Roodt, Chief Economist at The Efficient Group.

➤ **SARS Update**, the discussion will cover the New Customs Act Programme, reporting of Conveyances and Goods, and VAT treatment of international and ancillary transport services.

➤ **The IATA-FIATA Air Cargo Program (IFACP)** is the culmination of several years of collaborative work between IATA, the airlines, FIATA, and its forwarder members. The objective of the Program has been to recognise both the principal-to-principal contractual relationship that exists between the airlines and forwarders, and going forward, the requirement to better address and meet the day-to-day needs and expectations of an evolving air cargo industry. An update will be provided by Paul Cheetham.

➤ **Business in Africa** by Dr Rutendo Hwindingwi, Associate Director at Deloitte South Africa.

➤ **The Innovative Technology Workshop** is a 'first' for SAAFF, designed to enlighten and engage delegates on the future of technology and preparing them for ongoing disruption in Freight Forwarding industry. It will be facilitated by Steve Gray, Founder of the Makerspace and who is a natural born innovator, trained engineer, teacher, artist and entrepreneur.

➤ **Panel discussion on Marine Insurance**

➤ **Gilan Gork** will interactively demonstrate his remarkable ability to decode people's thought and influence them in the closing address. He will demonstrate how through psychology, non-verbal communication and presentation, you can increase your ability to positively and ethically increase your influence ability.

For more information on the Congress, visit [www.saaffcongress.org.za](http://www.saaffcongress.org.za) or contact the SAAFF Congress Secretariat, Lisa Vickers on +27 (0)21 683 2934 or email [info@saaffcongress.org.za](mailto:info@saaffcongress.org.za)

For more information on the Exhibition and Sponsorships, contact Robert Kaiser on [robert@rmc.za.net](mailto:robert@rmc.za.net) or 082 782 7599



# Jungheinrich - pioneer in lithium ion technology

## Lithium-ion batteries are revolutionising the market for electric industrial trucks, and with good reason

**High-performance energy cells score over traditional lead acid batteries with world-leading performance, fast charging times and zero maintenance. Our li-ion batteries ensure continuous operation and thanks to their long service life, you get plenty of use out of them.**

### PIONEER IN LITHIUM ION

In 2011 Jungheinrich was the first to incorporate lithium-ion batteries into electric pallet trucks and at this time the only intralogistics company that not only produce trucks, but also the associated charging systems and batteries in-house. Almost the entire Jungheinrich fleet is li-ion ready.

That includes our EFG counterbalance forklift trucks. In addition to our proven lead-acid batteries, you can now launch

into action with powerful 80V (500 Ah) lithium-ion batteries. Fast charging times, zero maintenance and a long service life ensure that the EFG with lithium-ion technology is one-step ahead with higher handling capacity and energy efficiency. The latest vehicles using conventional lead-acid batteries can easily be converted to lithium-ion technology.

### YOUR 100% GUARANTEED SATISFACTION

We guarantee that you can easily switch back to the original lead acid battery technology at any time within the first 6 months after your delivery date. It can be achieved because we are the first manufacturer of industrial forklift trucks in the world that produces its own lithium-ion batteries and implements them for you. With our five-year guarantee on lithium-ion batteries, we give you a long-term performance promise, regardless of the operating hours.

### MAXIMUM POWER AT ALL TIMES

Lithium-ion batteries perform better than lead-acid batteries. Greater depth of discharge and a constant voltage characteristic mean that more power than with lead-acid batteries is available even when the battery is running low. The batteries recover energy during braking, and a better overall efficiency rating enables them to save up to 20 percent more energy. In addition, communication between the battery and the charger ensures efficient and fast charging.

### LITHIUM ION – THE WAY FORWARD

Many companies would already be well advised to switch to lithium-ion technology today. If the Total Cost of Ownership (TCO) has been accurately recorded, (including the cost of charging areas, time of battery changes, and energy saved) Lithium-ion batteries will pay for themselves very quickly.

*Learn more about the advantages of Jungheinrich lithium-ion battery operated machines at: [www.jungheinrich.co.za](http://www.jungheinrich.co.za)*



# Li-ion power gives you the decisive advantage required to win



Lithium-ion technology from Jungheinrich.



Choose the full lithium-ion power today and benefit from maximum performance. We guarantee that you can easily and quickly switch back to the original technology at any time within the first 6 months.

100% satisfaction. Guaranteed.

0800 984001

info@jungheinrich.co.za

www.jungheinrich.co.za





# PARTS THAT TAKE YOU FURTHER

**2 YEARS  
FITTED PARTS  
WARRANTY**

Keeping your truck on the road, that's what it's all about. And Genuine Volvo Parts are vital in maximising your uptime and achieving the most profitable ownership possible. They are designed to fit and function perfectly within your truck.

That's why we offer a full 2 years fitted parts warranty when fitted by an authorised Volvo workshop. It covers repair or replacement of parts, and even consequential damages.

See it as a warranty on your business. Read more on [volvotrucks.co.za](http://volvotrucks.co.za)

## GENUINE VOLVO PARTS

Volvo Trucks. Driving Progress

