

FleetWatch

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South Africa's Leading Online Trucking Magazine

KZN FLOODS
Tribute
to the
TOW
GUYS



**Index shows
strong first
quarter**

IVECO
**launches
its game
changer**



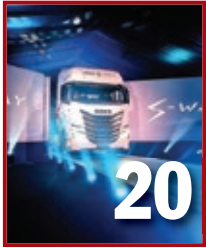
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Special Report

INSIGHT – KZN FLOODS

Editor Patrick O'Leary pays tribute to the unsung heroes – the tow companies behind the scenes who toiled 24/7 to rescue trucks from rivers, flooded depots and other places they were stranded.

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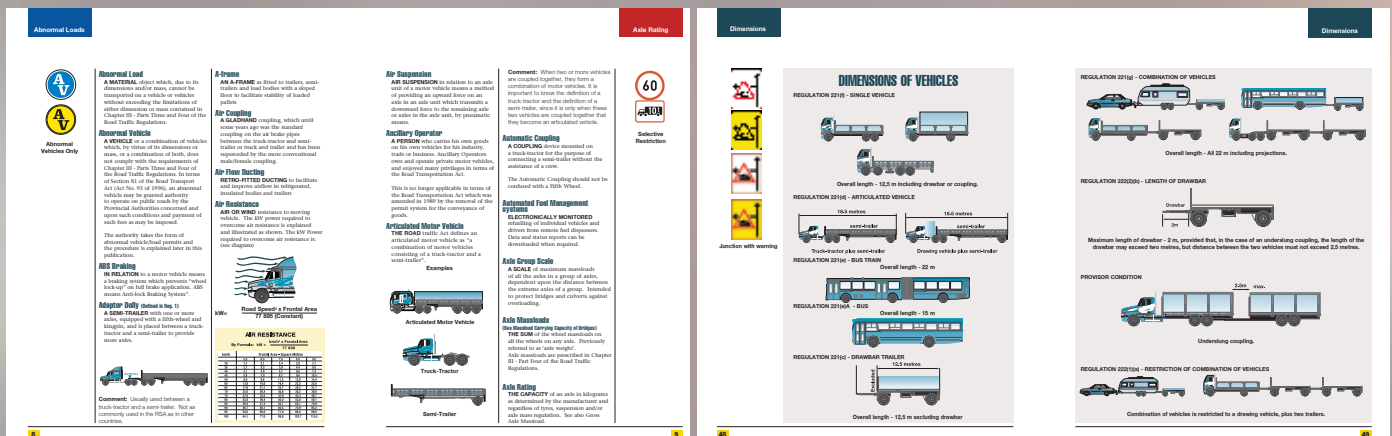


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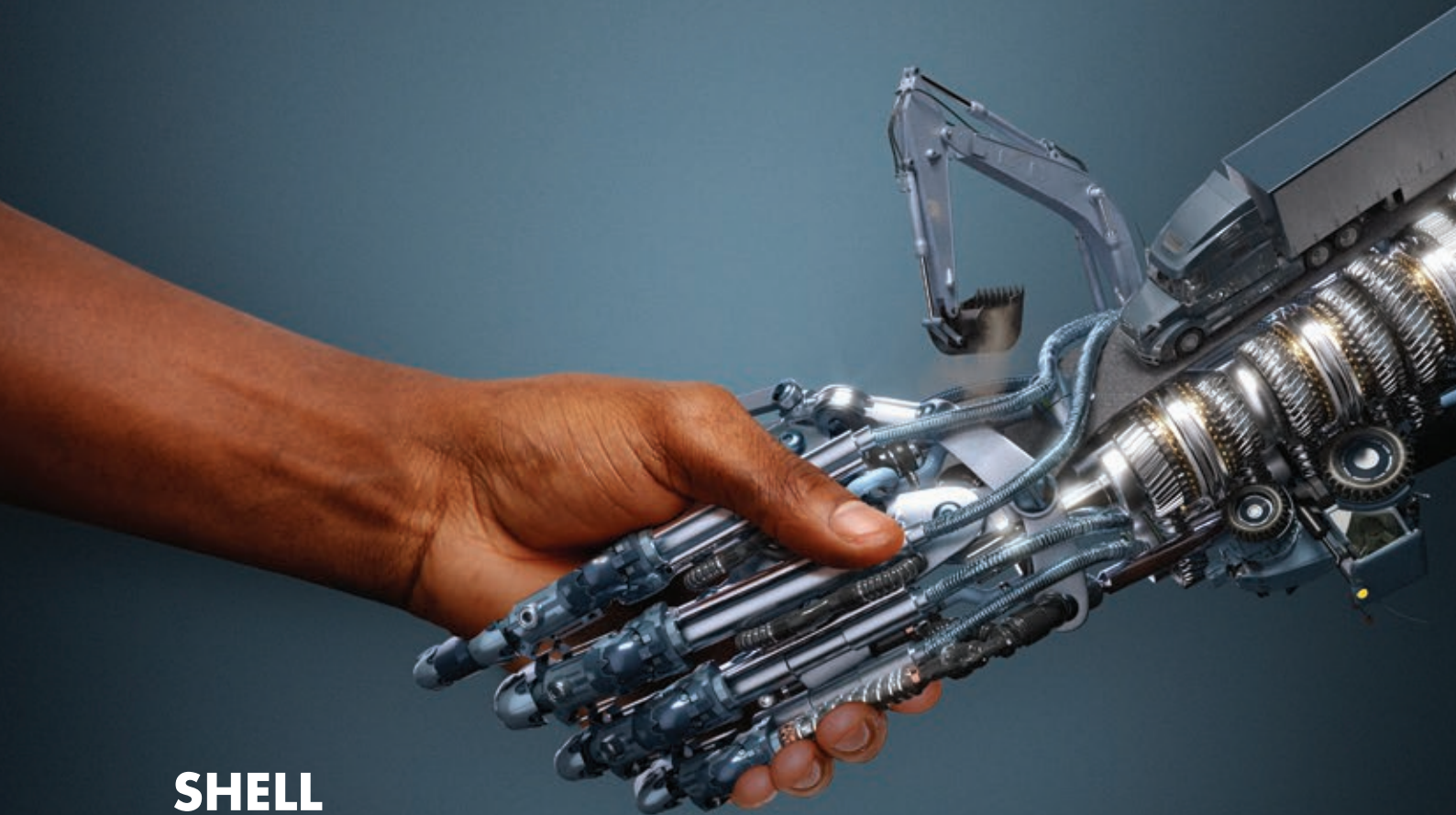
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INSIGHTS
KZN FLOODS

SALUTE TO THE TOW GUYS

For the trucking industry, the devastating floods that hit Kwa-Zulu-Natal in April acted as a Déjà vu of the 2021 July unrest. The first event was politically motivated and the second saw nature at work in all its power – although one could argue that climate change is also as a result of man's actions rather than nature's. Both events, however, had a devastating impact on the trucking industry resulting in the loss of hundreds of trucks. While the main stream media focussed during the floods on the destroyed roads, houses, bridges and communities, there was a group of people who, once again, came to the rescue of the truckers. I refer to the tow truckers who toiled away 24/7 to retrieve trucks from rivers, flooded depots and other places where they were stranded. In this feature, *FleetWatch* pays a pictorial tribute to these companies which seldom get recognition for the sterling work they do in times of disaster. They are truly unsung heroes and while there were no doubt many more towing companies which played a role, *FleetWatch* has focussed on three major companies which cater to the heavy trucking sector – Joeys Towing, Truck and Cargo and Rieks Towing. The pictures on this page show some examples of what they were faced with. The following pages show the recoveries when the water started to subside. We salute you all writes Patrick O'Leary.

INSIGHTS KZN FLOODS



Rieks Towing operated 24/7

SHANE LEIBACH, KZN regional manager for Rieks Towing, told FleetWatch that it was a hectic time with his tow trucks operating 24/7. “We would call a truck in just to swap operators and give each team a rest. It would go out again immediately with a new team.” Given the amount of work, Rieks sent another truck down from Johannesburg to help and although they all did a sterling job, there were some trucks that just could

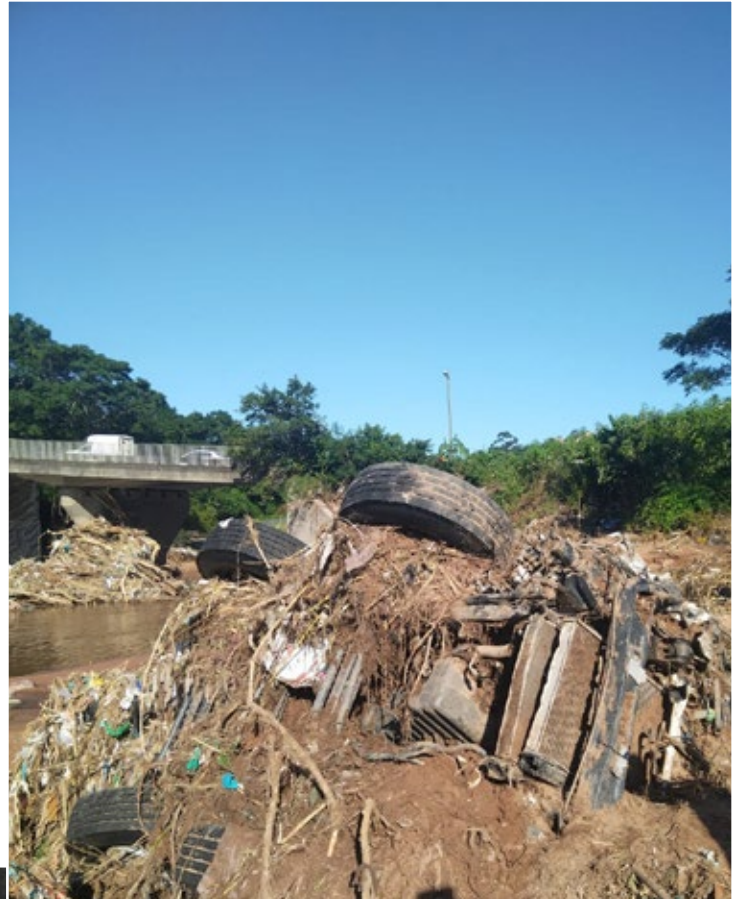
not be recovered. “One operator saw three of his trucks go down the river and we couldn’t get near to them to haul them out. They were covered in mud with just the wheels showing.” Leibach estimated at the time that they were expecting to recover over 350 trucks in total. “We have done some cars but have focussed mainly on the trucks as that is our main business.” The pictures here show some of the scenes Rieks encountered. □



RIEKS TOWING

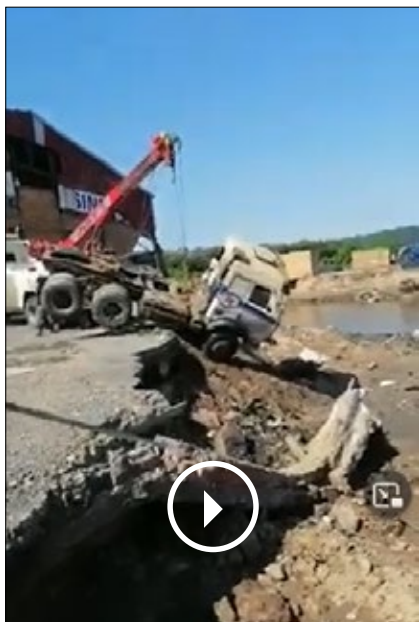


Some trucks
could just not
be recovered





WATCH
THE VIDEO



A helping hand

Joey's Towing gives back



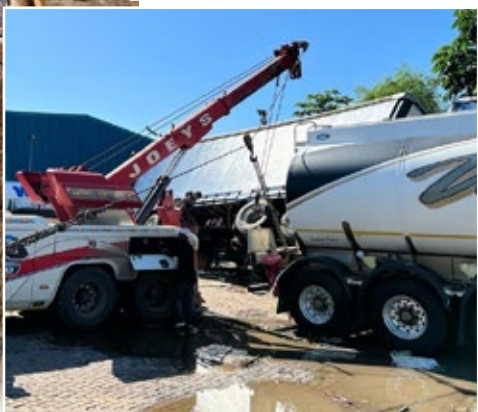
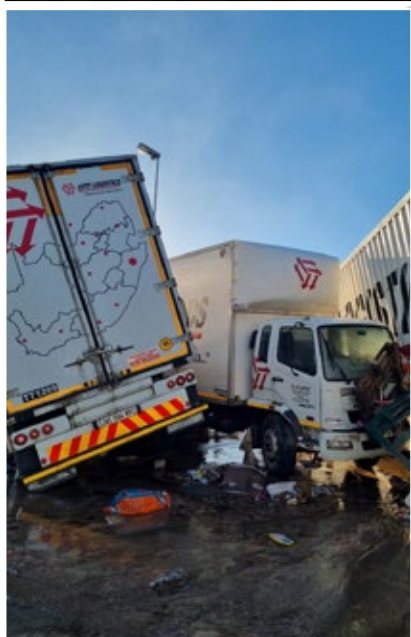
APART FROM meeting the needs of operators to recover their vehicles, Joey's Towing also made available two of its tankers to donate water to people in areas where there was none. A total of over 1,1-million litres of water were donated to needy communities. "It was a hard time for all and this was our way of giving back to the community," says MD Joey Govender. At the time of talking, the company had recovered a total of 376 items ranging from cars, vans, Hysters, containers, park homes and trucks. The company also helped a few operators who did not have insurance. "They would have lost everything so we tried to help where we could," says Joey. The pictures here show grateful communities collecting water as well as some of the recovery scenes encountered by Joey's Towing.

INSIGHTS KZN FLOODS

WATER DONATION



A mud bath!



An onslaught of destruction

TRUCK & CARGO is a company which provides truck and cargo salvage solutions to the insurance industry. At the time of writing, the company had recovered some 150 trucks – both from flooded areas as well as from other towing companies and agents which had collected damaged trucks - and more were coming into the yard at the rate of three to four a day. Apart from the trucks, the company also had to do warehouse clean-ups where goods were damaged in flooded warehouses. The pictures here show some of the scenes which KZN manager Morne Venter and his team tackled over the days as the water receded. He estimated at the time that there would be at least 300 trucks that would come through their yards.



Trucks and damaged vehicle were coming into the yard at a rate of three to four per day



INSIGHTS KZN FLOODS

TRUCK & CARGO





Unitrans beats the mud

On a normal morning, John Weldon, general manager of the Unitrans depot in Clarewood, KZN, would arrive at the office and head for the kettle to start the day with a decent cup of coffee. On the day after the rain had stopped and the flood waters around Durban subsided, he arrived to find that the kettle had gone ‘float-about’ along with computers, chairs, desks and even the fridge writes Patrick O’Leary.

‘d never seen anything like it in my life,’ says Weldon. “The water had risen up to 1,5m in some of the offices while outside, the yard was filled with debris that had overflowed from the canal that runs alongside our depot. I even had to rescue some catfish that were swimming in the mud-pools.”

The truck/tanker combinations that were parked in the depot – those of both Unitrans and some sub-contractors – were strewn with debris and the yard was a total mud-bath. There was a big clean-up necessary here.

As we all know, people within the trucking industry are not scared to tackle challenges and so it proved with the good folk at Unitrans. Weldon and workshop manager Clint Pillay immediately donned their gum boots and waded through the mud towards the rigs where they disconnected all the battery terminals to prevent any mishap. A number of Bartec tankers were linked to truck tractors and on these rigs, there is a lot of electronic equipment. Those tankers had to be later sent to GRW for checking while the truck tractors went to the dealers.

▲ The Unitrans depot yard was filled with debris that had come in with the overflowing water from the canal that runs alongside the depot



▲ A bucket load of mud collected by John Weldon, general manager of Unitrans in KZN. Everyone got stuck in to clean up the mess

INSIGHTS KZN FLOODS

► Workshop manager Clint Pillay donned his gumboots and instead of working with oil and grease got his overall splattered with mud.

“When we had assessed the total damage, we realised it would take a huge clean-up effort – at least seven days - so we all got to it,” says Weldon.

The first few days left them in the dark with no electricity, no water, no cell phones – and no kettle of course. “It was tough but we took it one day at a time. You can’t throw in the towel. You’ve got to be tough and get through it to ensure that the brand lives on. We wanted to get up and running again in the shortest possible time so all our staff climbed in and stayed positive.”

With this attitude and with the hard work put in by all, the depot got back on its feet but it is a time that will never be forgotten.

“What stands out for me is how our staff worked solidly as a team. There was a spirit of camaraderie knowing that what had happened to us was not any of our own doing but was something we had to tackle. We’d been hit by an event outside of our control but we were determined to make the interruption to our customer services as short as was possible. And we did,” says Weldon.

There were many other transport depots hard hit by the KZN floods but this example highlights the willingness of truckers to get their hands dirty no matter what. No-one – no matter his or her position – was too lofty not to don gumboots and wade through the mud. That is just one of the reasons I love this industry. □

► No, Unitrans is not using its tankers to haul wood. This was a tree that came to rest against a tanker.



Floods highlight the need for insurance



HUGE LOSSES. That's what a number of companies in the trucking sector faced after the wide-spread flooding which occurred in KwaZulu-Natal in April. Trucks and trailers were washed away into rivers – some never to be recovered. Modern truck tractors and tankers with sophisticated electronics systems were swamped with water and goods loaded onto trucks were lost. The overall damage was huge but there is some good news.

"If transporters had structured their insurance policies professionally, nothing would have fallen through the cracks. They would have been compensated," says Tom Halliwell, Executive Chairman of Libra Brokers, a company with numerous clients in the trucking sector.

In this case, cover would not have come from SASRIA which played a huge part in the unrest last July as those events fell under public disorder. The floods were

an event of nature and a number of normal policy categories such as Fire and Allied Perils Risk, Motor Comprehensive, Goods in Transit, business interruptions would be covered through normal insurance cover kicking in.

"Water damage is covered by Motor policies, Goods in Transit policies, as well as Fire & Allied Perils insurance on fixed and moveable assets," says Halliwell.

Although there were hundreds of tangible asset losses, business interruption was also very pertinent. Take Wardens Cartage as an example. Its depot was flooded up to cab level heights and when the water subsided, the company had to send 37 of its rigs to be fully checked out for any faults. That meant they had 37 less rigs on the road.

One company which supplies Wardens Cartage with tankers is GRW. Talking to Asvhir Ramnath, GRW's key accounts manager who is based at GRW's Westmead branch,

he said that at one time, there were some 25 oil tankers – from a number of different clients - in the yard that needed checking. "We only had space for 25 at a time and as we finished one, another would come in," he said.

The point is that the transporters could not merely wait for the water to subside and then hit the road. No, some of these tankers are fitted with sophisticated electronic systems which had to be fully checked and tested for water damage. So too with many truck tractors which had to be sent to dealers to have them checked out for operational efficiency.

While a lot of these various rigs were found to be OK to return into service, some were found by the assessors to be uneconomical to repair and were thus scrapped. Either way, the point is that operators were faced with reduced numbers of vehicles in their fleets while all this was going on which could have killed some companies.

"For those with the correct insurance cover in place, however, the pain would have been eased," says Halliwell.

Insurance can often be a grudge purpose but if ever there was one event which highlights the wisdom of having comprehensive insurance cover in place, that event was the KZN floods. □



▲ Tom Halliwell, Executive Chairman of Libra Brokers: "If transporters had structured their insurance policies professionally, nothing would have fallen through the cracks."



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INSIGHTS KZN FLOODS



Floods add further pressure to business recovery

The wide-spread floods that hit Durban and surrounding areas is going to impact negatively on business confidence and make it even more difficult for companies which are still

trying to recover from the large scale looting and burning that took place in KwaZulu-Natal last year.

Clinton Holcroft, CEO of Serco, a leading South Africa truck and trailer

builder and president of the Durban Chapter of Entrepreneurs Organisation, says an indication of the impact of last year's unrest is that Serco started this year with its lowest order book since the huge financial crisis of 2008.

"I attribute this to a large extent to the loss of business confidence and the extensive property damage which resulted in many businesses not being able to resume trading by the end of the year - if at all. And now we have this - the negative impact of the floods" says Holcroft.

Looking wider, he says that the invasion of Ukraine by Russia would also harm the economy with increases in the price of fuel and raw materials for some key components already being seen. "Price increases will put added pressure on business and to some extent, be passed on to the already stretched consumer."

He adds that clients wanting

◀ The Serco factory was thankfully not affected by the floods as were those situated alongside the N2 near the old airport where flood damage was extensive.

to replace vehicles have had some difficulty in securing trucks as suppliers are still battling to keep up with demand due to the global shortages of silicone chips. "Unfortunately, I think the war in Ukraine will put further pressure on supply chains and prolong the parts shortages."

Holcroft says there was already lot of uncertainty about the year ahead in terms of business prospects in the transport industry and the damaging impact of the floods added to this uncertainty.

"Companies that had delayed capital expenditure over the last two years are experiencing mounting pressure to replace older equipment due to higher maintenance and breakdown costs. The adverse impact of the floods could perhaps now extend those delays for certain businesses."

Given all these conditions, he says it is imperative that customers now plan at least six months in advance to help alleviate some of the challenges when sourcing new commercial vehicles, including truck bodies, fridges, tail lifts and similar items as well as help ensure on time delivery.

On a positive note - and taking the floods out of the equation - he says there had been a promising increase in inquiries for new vehicles as customers re-examined their vehicle replacement programmes, which augured well for a better year ahead.

"Serco is grateful to have recently been awarded a significant tender to build refrigerated bodies for Imperial Logistics. This will go a long way towards restoring order volumes and has enabled us to create jobs for a further 56 operators at our KZN manufacturing site - a small but significant step towards rebuilding South Africa's economy."

In terms of any flood damage to Serco's Durban factory, it was minimal as the factory is situated on higher ground than down towards the N2 area where flooding caused extensive damage to business premises. □

◀ Clinton Holcroft, CEO of Serco: "It is imperative that customers now plan at least six months in advance to help alleviate some of the challenges."



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**NEW MODELS
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GAME-CHANGER FOR IVECO

She looks magic but unfortunately, you don't buy a truck solely on its looks. Certainly you don't want a drek looking lorrie joining your fleet but in the trucking world, there is so much more to it than looks. It's about the whole package. You know the new social media compliment: "She's beautiful inside and out". It is here that Iveco seems to have got it right with the launch of the new Iveco S-Way range onto the South African market as the replacement for the Iveco Stralis writes Patrick O'Leary.

I love truck launches. Haven't been to many over the past two or so years due to the Covid-19 pandemic pushing everything remotely onto our little screens so it was great to once again attend a real life launch with real life people all there to enjoy some good old trucking camaraderie along with the fanfare OEMs usually put on to introduce a new truck product.

I must say I was a bit befuddled at the theme of the Iveco S-Way launch. It was all about airplanes and flight with the venue name changed to the Iveco S-Way International Airport. Air hostesses greeted the guests who were then led to the book-in counter and after that, into the cabin of the aircraft - a hall decked out like the inside of a Boeing with window seats et al. It was all pretty cool.

The reason for the theme became obvious as the show and presentations progressed. It was about Iveco being ready to take its existing and potential customers to new heights previously unattained by the former Stralis. This was about soaring into the sky and playing among the stars. Fly me to the moon and all that.

In my opinion, it was a theme that hit the right note. Iveco had to make a bigger and bolder statement than merely introduce its new S-Way range. I say this because as the replacement for the Iveco Stralis, there had to be a promise of better things to come as the Stralis never really took off in South Africa in the way it did in Europe where it was a top seller.

And because the Stralis Hi-Way was launched back in 2013, Iveco and its dealers have been on the back-burner when it came to offering

NEW MODELS MANUFACTURERS



This launch was about reaching new heights... soaring into the sky to play among the stars... a theme which hit the right notes

operators anything new. It's been stuck on the side-lines as a spectator while watching its competitors like Daimler Truck, Scania, MAN and Volvo launching new state-of-the-art models onto the market. The S-Way is Iveco's ticket to reaching new heights where it can now play among the stars and shine brightly as a contender.

It's game plan revolves around a triangular link incorporating the owner, the driver and Iveco all working together as one with the ultimate aim being to reduce the Total Cost of Ownership.

One of the conflicts in launching a new truck is to match the owner's aspirations with the driver's aspirations. At its most basic level, the former wants maximum transport efficiency and productivity and lowest Total Cost of Ownership. The latter wants safety and comfort. Yes, there is a lot more to it all than that but those are the most basic levels of needs. And both parties, of course, want maximum uptime which means Iveco has to have maximum spares availability and aftermarket back-up in place to cater for any eventuality – both planned and unplanned.

Fuel consumption improvement

For the owner, the good news starts with S-Way having a claimed 4% improvement in fuel consumption over its Stralis predecessor. The Cursor 13 common rail engine contributes to this improved fuel consumption allowing, as it does, for more efficient fuel combustion. The Stralis had unit injectors as opposed to common rail injectors. But there are also a number of the other innovations that contribute towards this. The idling-off function, for example, is just one of these where the engine automatically switches off after a certain amount of time to conserve fuel via cutting idling.

Out and about

► A line-up of the different Iveco S-Way models for test drives at the launch. There are different cab options to suit the task.

Vast improvements to aerodynamics have also led to a reduction in drag by up to 12 percent which again, contributes to fuel savings. There is also an Eco-mode for more economical driving.

I linger on fuel saving features for, as it stands in South Africa – and in fact across the globe – fuel has become a huge cost impact with one operator telling *FleetWatch* that with the new fuel price increases, fuel is reaching the point where it will now constitute up to 68% of operational costs.

Fuel consumption is a huge factor in the selection of a truck and this is where the S-Way has taken a big stride forward compared to its Stralis predecessor. In fact, at one stage some time back, operators were not at all happy with the fuel consumption figures they were getting from the Stralis.

Legendary truck salesman Bob Jones, sales director at Iveco ELT, a dealer under the ELT Group, recalls this saying that there were issues.

Flying high

▲ 'Flying instead of walking the talk' of reaching new heights was Bob Jones, sales director at Iveco ELT who, with his mate, gave a stunning display of aerobatics for the guests. He was the magnificent man in the red flying machine.

"However, we worked on the careful matching of engine, transmission and rear axles and eventually got it right," he recalls. This did, however, put a small blot on the Stralis tick-off sheet.

Redesigned interior

What many operators, I am sad to say, don't realise is that the driver pays a huge role in achieving maximum productivity and fuel savings. A happy driver is a safe and economical driver and if given a cab that shows respect for his role, he will perform optimally. On this front, the new S-Way ticks all the boxes with a fully redesigned interior that no driver will be able to fault.

There is storage place aplenty and after a hard day's driving – made a lot easier with all the vehicle's key



NEW MODELS MANUFACTURERS



▲ A great feature particularly suited to South Africa's high crime environment which will be welcomed by all drivers are the night-time safety locks on both doors to protect the driver from possible intruders. These are integrated with the central locking system. Many incidents have occurred where cabs are broken into when drivers are asleep. This feature will give the driver that extra peace of mind.

▲ Note no AdBlue tank next to the fuel tank. Iveco has stuck to Euro 3 emission standards for its South African S-Way range.

functions positioned on the steering wheel - the driver can chill out on a comfortable, spacious bed with LED night lights, radio, USB ports and other home-from-home necessities close at hand. A choice of different size fridges also allows the driver to store and cook his favourite meals before hitting the sack.

The new range incorporates 6x4 tractor models for on-highway as well as on/off highway with mechanical and air-suspensions depending on the model and use. They are fitted with the 12.88-litre six cylinder Iveco Cursor 13 F3HGE611 engine matched to the Hi-Tronic direct drive gearbox with an interarder.

Going for a short drive with that passionate driver trainer Blackie Swarts, gave him the opportunity to wax lyrical on the new range and he had nothing but good to say about it. Blackie has been around for many years and is a legend in the driver training arena. He's also a straight shooter so when he says he's



Visual

▲ All round visibility is optimised via the wide windscreen which, by the way, has built in twilight and rain sensors, as well as the redesigned side and 'front down' mirrors.

Flying high

◀ One corner of the triangle going forward: Elvis Mutseura (left), Iveco SA's product marketing manager and Bob Jones, sales director at Iveco ELT. The other two corners are the owner and the driver.

impressed, take it as genuine. "The S-way is now right up there with its competitors," he says.

Owners impressed

Since the intention is to go forward in a triangular link incorporating the owner, the driver and Iveco all working together as one with the ultimate aim being to reduce the Total Cost of Ownership, let's hear it from the owners.

Arno Kock, financial director of ORT Tankers, is a man who knows the Iveco brand well having operating them in his fleet for many years. He tells *FleetWatch* his initial impression is highly favourable. "Our driver trainer also spent some time in a demo vehicle and has given it a thumbs up. We're excited about the S-Way. It's a beautiful piece of work"

Vic Ferreira, MD of Reef Tankers who has also had the Stralis in his fleet for some time, says he is looking forward to putting the new models to the test and will then give a full opinion. He says though, that his initial impression is certainly a favourable one.

An interesting observation came from Ferreira when asked why he thought the Stralis had not taken off as it had done in Europe. He said there had been concern in the past about the resale value of the Stralis. "They need a good buy-back package put in for the new S-Way," he says.

Let's bring in a dealer, one corner



NEW MODELS MANUFACTURERS

of the triangle, on this point. "It was a concern for operators but Iveco has now formed OK Trucks, an Iveco certified outlet for used trucks. It has started from a small base but is underpinned by Iveco going forward," ELT's Bob Jones.

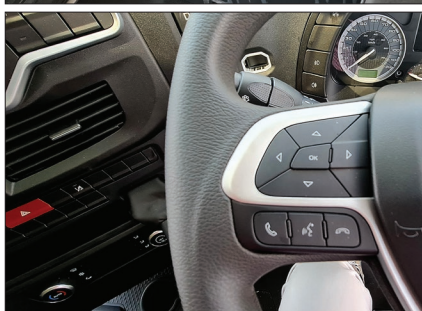
He also points to the Maintenance and Repair Contract devised by Iveco as being a big plus in terms of a vehicle holding its resale value. "It's probably one of the best in the industry with the costs fixed for the duration of the contract. It also ensures quality maintenance for we all know how difficult it is to get good technicians and running your own workshop has become a nightmare. The quality workmanship through the M&R Contract will also serve to enhance the resale value."

Another offering comes via Iveco Capital, a division formed with Wesbank which, according to Jones, enables a packaged offering to be put on the client's table to meet all his needs and quell his fears and concerns.

As for aftermarket and spares backup – such an important component when talking about Total Cost of Ownership - Iveco has a 15 000 sq.m. parts warehouse in Centurion managing 400 000 part numbers and guaranteeing 24/7 availability. And if that guarantee is not met, you can phone head-office to find out why and they will be right there to help. How?

Well, according to Elvis Mutseura, Iveco SA's product marketing manager, the head-office is no longer situated in an office park but has been moved to the warehouse in Centurion. Yes, the head-office is being run from the warehouse close to where all the action is. Now, that's something completely different.

Taking all this into consideration, the 'new heights' theme for the launch was an apt one. It's not just about the product, it's about the all-round offerings within and around the product that will result in Iveco and its clients soaring. Me'thinks the new S-Way range is a true game changer for Iveco. □



▲ All the vehicle's key functions are at the driver's fingertips on the steering wheel.



▲ The new Start/Stop engine button and the slot for the electronic key with integrated remote control are placed on the dashboard near the DNR area (automated transmission controls).



▲ To get the ideal driving position, the base of the adjustable seat was lowered to increase both cushion thickness and stroke range, providing all drivers with a comfortable position and optimal visibility.

► Legendary driver trainer Blackie Swarts loves the comfort and safety features of the new S-Way cabs. He gives the new range the thumbs up.

Interior is a driver's dream

◀ A selection of cab fridges are available - some incorporating a freezer.

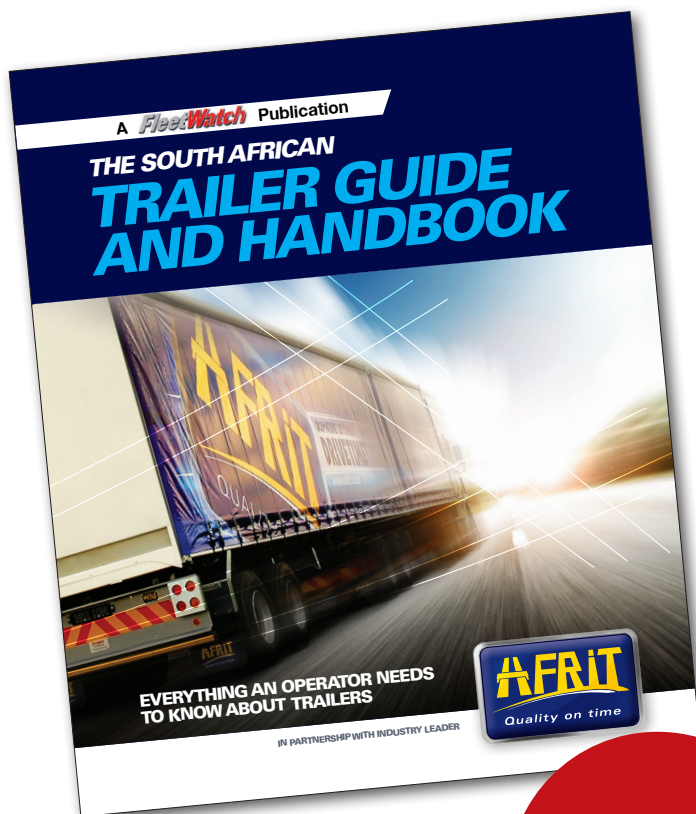


▲ The design of the new cab was guided by the driver's needs and the entire drive area has been created for maximum comfort and ease of driving. Note the infotainment centre.



▲ An abundance of storage space is provided in the cabs with nooks and crannies everywhere to store the driver's goodies.

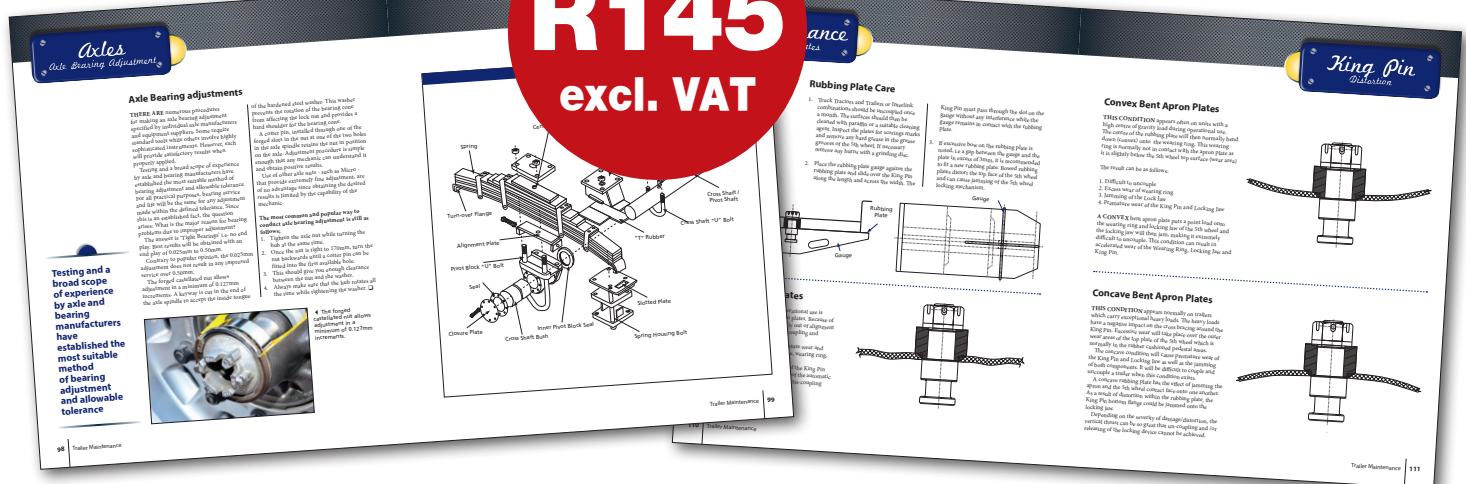




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Time to Shine

Atlas360 futureproofs operations with new state-of-the-art workshop

FOR MOST BUSINESS sectors, these may be dark days, but there are beacons of light out there in the world of commerce and *Atlas360* Commercial Vehicle Services is one of them. As a specialist truck and bus refinisher and accident repair facility, the organisation has established itself as a best-practice operation over more than a decade, keeping its customers' needs front-of-mind at all times.

"We have a broad customer base but refer to each client as a partner, whether it's a fleet operator, a truck and bus OEM or a vehicle insurer. They all require the same service outcome, which is a top-quality vehicle refinish in the fastest possible time at excellent value," says Arno Zwarts, managing director, *Atlas360* Commercial Vehicle Services.

This ethos of 'quality in double-quick time' has helped build the *Atlas360* reputation amongst top-tier fleets and premium-brand OEMs, which has served the organisation particularly well post-March 2020.

Atlas360 was able to move ahead in 2020 with its planned expansion of workshop facilities, which were completed in May 2021. The new building not only sets new technical standards in vehicle repair and workplace ergonomics but also obviates a number of adverse risks posed by Covid-19 and loadshedding. Furthermore, the new facility is solar-powered with the photovoltaic installation providing 70 percent of the workshop's power requirements.

Boasting 14 workbays and a state-of-the-art 16-metre Josam chassis straightening bay, the facility also sets new benchmarks in workshop design with ample ambient lighting and a highly polished and sealed floor to not only prevent oil stains but also enhance overall reflected light to improve under-truck visibility and working conditions. The Josam hydraulic presses can press up to 50 tons and get the toughest straightening job done with the

assistance of induction heaters and Huck-bolt riveting. The new workshop opened its doors to guests for the 'official roof-wetting tour' throughout the second week of June 2021.

The impact the new facility had on guests was unanimous and some of the compliments and comments raised were:

"It's a fabulous facility. The chassis straightener is great! And, the fact that there are now two individual workshops that can run independently during times of pandemic also sets *Atlas360* apart from the competition."

"When you ask *Atlas360* to do something, it gets done. This new facility will establish *Atlas360* as the blue-chip standard in its field.

"All my vehicles come here and *Atlas360* has always been my top choice. The workmanship is tops and this new workshop simply proves their commitment to quality, quick turnaround times and workplace health and safety"

"The new facility has CCTV cameras at the workshop gate and 360-degree cameras covering the workshop and yard. The entire premises is patrolled and guarded with 24-hour armed response. It's a secure shop!"

Opposite the new facility are the paint booths where perfect colour matches and paint finishes are rendered using BASF solvent and water-borne paints. Custom decals are also taken care of by *Atlas360*, giving every vehicle a unique and durable high-quality finish.

"We at *Atlas360* are very fortunate to have weathered the current Covid-19 crisis thanks to our loyal partners and our committed staff that we can stand in and appreciate this magnificent new facility. All of us would love to share our success story with the transport industry at large and send out a positive message; that by sticking to the basic principle of 'quality' at every step of the value chain, everyone can have their 'time to shine,'" concludes Zwarts.



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TRANSPORTERS UNDER THREAT



MASSYN VERVOER HAS NOT FAILED SA HAS FAILED IT

By Patrick O'Leary

A management decision taken to close the tautliner division - the long haul division - of Massyn Vervoer at the end of April marked a sad day both for the company and the trucking industry as a whole. Its closure however, has served to act as a huge wake-up call and a warning to all in the industry and indeed, to the country as a whole, that all is not well in the long haul sector. For too long now, certain sectors of the industry have been bleeding and there is a distinct shortage of bandages to stop the flow. Worse is that as you read this story, you will see that those inflicting the wounds are unaware of the long term damage they are doing to the industry and the country. This 40-year-old highly successful company has not failed. Rather, the environment in which it operates has failed the company and is failing the industry as a whole.

TRANSPORTERS UNDER THREAT

A Memorandum dated March 24th 2022 signed by managing director of Massyn Vervoer, Frans Massyn, was headed 'Notice of Sale and/or possible ceasing of operations'. The copy read as follows:

"It is with a heavy heart and deep regret that I have to inform all staff that we have taken a decision to cease our entire logistics operations within the Republic of South Africa. This is mainly due to market conditions in the road freight industry, the vandalism and damages we experience and the overall challenging South African economy. There is a potential buyer, however, no confirmation has been forthcoming. In the event of the company being sold, we will consult all staff in terms of the transfer.

"If no sale agreement is reached, we will cease operations effectively 30 April 2022. All statutory monies such as severance pay and National Bargaining Council for the Road Freight and Logistics Industry (NBCRFLI) entitlements will be paid to each employee. May I thank all of you for your loyalty and hard work over the years."

The notice was leaked into the public domain via social media and as we all know, once anything is out on social media, it runs like a river in flood. And when that river flows, things get distorted and misread. It was thus that initially word went out that the whole company was closing. Not so. Just the tautliner division. However, given the heading and some of the wording in the Memorandum, it is perhaps understandable that one would have come to that conclusion.

What was the case here is that management was basically 'gatvol' – that's my, not their word – with the overall conditions and environment in which the long-haul division had to operate; conditions that contributed to the business model becoming unsustainable. The decision was thus taken to close that part of the business in a structured



Maintaining our good name

▲ After 40 years in operation, the Massyn family took the decision to close the long-haul division of their business. From left: Duan, Frans (Snr), Bettie and Frans (Jnr). "The good name that we have built up over 40 years is very important to us and we would rather get out now than disappoint people by holding on until we are completely destroyed and can't meet our commitments," says financial manager Bettie Massyn.

and dignified way that left no loose ends and ensured that staff were looked after and ethics were retained rather than wait for it to all collapse in a mess.

There is a huge warning here that brings home the reality of what *FleetWatch* has been cautioning of for ages. What Massyn Vervoer has done serves as a heads-up to all in the industry - indeed to the country as a whole and especially to those customers who are acting as 'bully-boys' driving down rates to the point where 'Best Practice' transporters are unable to survive. The reasons will resonate with many long haul operators.

Massyn Vervoer is not a fly-by-night operation. It is a highly respected family run business that has been in existence for 40 years with many of its drivers and other staff having been with the company since its inception. It also strives for Best Practice in offering a quality transport service and to this end, is an accredited RTMS (Road Transport Management System) operator. But, it could no longer reach the high levels of standards it always operated to. Why? Well, read what Bettie Massyn, wife of founder Frans Massyn and financial manager of the company, has to say.

"We're facing price increases on every front. Fuel is the obvious one but there are others. Tyres are up by 14%; the price of trailers is up; wages are up; toll fees are up; insurance is up; everything is up and yet, apart from our diesel increases which we are able to recuperate, we can't recoup any of those increased costs. Why? Because customers are demanding reduced not increased rates which means we have to carry the increases. This has resulted in our margins shrinking to unsustainable levels," she says.

As an example, she cites a trip from Johannesburg to Cape Town as costing R23 000. That's the raw costs for an interlink rig. "Everyone is paying the same costs and yet, when you put this in front of some customers, they want to pay R19 000 for the trip. That's R4 000 below our costs. We can't keep our wheels running to RTMS quality standards at cut-throat rates. It just does not make business sense. At best, if we add a margin to our costs, we will make around R3 000 on that trip which is way below what it should be and yet we are expected to come in at R4 000 below our costs meaning that we are expected to do it at a R7 000 loss per trip."

Blue-chip bullies

Massyn contends that some blue-chip companies have become bullies to transporters. "I'm sure they look at their financials and identify transport as being a big expenditure so they demand that the transport rates be cut. They improve their profits margins by eroding the transporter's margins. And on top of this, they then stretch their payments to between 60 and 120 days - interest free. So in essence, the transport industry has become the largest interest free bank in South Africa.

"By doing all this, they are killing the transporters and we are just not prepared to go on like this anymore. We cannot go on like this anymore," she says.

And it is not just the unrealistic rates and slow payment that led to the decision. On-the-road risks and the overall

TRANSPORTERS UNDER THREAT

RATES DOWN

A trip from Johannesburg to Cape Town costs around R23 000 but put that in front of some customers and all they want to pay is R19 000. That's R4 000 below our costs.

Bettie Massyn

toxic climate in which transporters are operating has also added to the woes.

"The poor state of the roads are incurring extra costs via, for example, tyre damage caused by the numerous potholes all over the country. We don't carry spare tyres as that is the first item to be stolen by criminals so we contract a service provider to do on the road repairs. This is yet another cost both in terms of lost time as well as paying the service provider."

In the Memorandum, it stated that apart from the market conditions in the road freight industry and the overall challenging South Africa economy, it is also due to the vandalism and damages experienced.

FleetWatch noted on some of the social media posts where the Memorandum was circulated that people were commenting on this part of the statement as being related to the truck attacks we have seen over the past conducted by the ATDF. Not so. Certainly the truck attacks have added to the toxic environment of risk but in this case, the Massyn Vervoer example highlights the negative impacts of criminality that transporters and drivers face every day. It's not just the truck attacks.

Criminality is rife

"Criminality is rife in the industry and trucks are easy targets for the criminals," says Massyn. "Our drivers are only allowed to overnight at truck stops but even there, where you feel you will be safe, criminals are active. They cut the tarpaulins to check what's on the trucks and if the goods are easy to dispose of, they steal the load. The Eastern Cape is particularly bad where criminals jump onto the trucks when they are moving up a hill and steal the loads on the move," she says.

Another worry linked to the criminal activities taking place is the safety of the drivers. "Drivers are scared nowadays and we are no longer prepared to put their lives in danger. They get caught up in protest actions and can't stop for fear of being attacked."

As is well known, hijacking is also on the rise where drivers' lives are under dire threat. Not long ago, a truck driver was killed by hijackers on the N3. In another incident in the same area, a truck driver shot and killed two criminals who attempted to hijack him. The driver lived to tell the tale but he should not be put into such circumstances. He is a truck driver for goodness, not a special forces SAS-type military man.

Stopping at lay-byes on the side of the road has also

become dangerous with many drivers being attacked and mugged after stopping to rest. Beaufort West on the N1 is a hot spot for such attacks. And because they can no longer take periodical breaks, the drivers become fatigued which, in turn, leads to them falling asleep behind the wheel and crashing their trucks. And to top it all, when the truck falls, looters arrive and steal the goods. It's risk and losses all along the routes.

Corrupt practices by officials who target trucks for all kinds of nonsensical, so-called transgressions have also played a part. Bettie Massyn cites just one example being where one of their interlinks parked in a town in Mpumalanga. When the driver got back, it was clamped.

"We had to pay R49 000 to the traffic department to get the truck released. The charge sheet read like a fairy tale citing tyres not being in a good condition, diesel spilling onto the road, the truck bumping into and damaging the sidewalk where there is no sidewalk. They were trumped up charges but we had to pay. There was no way we could leave the truck impounded while taking days to argue the case as the truck had a load on it which we had to get delivered for the customer," she says.

Given the low margins as spelt out above, a hit of that size on the company's bottom line is equivalent to the total profit made on 16 trips from Johannesburg to Cape Town with a tautliner. It should never been imposed on the company. Something smells rotten here. Massyn Vervoer is an RTMS accredited company and I seriously doubt that its tyres were in an unroadworthy condition or that it was leaking diesel onto the road. "With the high price of diesel, you don't waste a drop never mind pouring it onto the road," says Massyn.



COST OF THEFT

Tarpaulins are cut to check if loads are easy to dispose of, then goods are stolen. Some jump onto trucks going up a hill and steal loads on the move.

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TRANSPORTERS UNDER THREAT

Transporters under threat

One can carry on and on but if there is one thing that stands out high above everything, it is that the transport industry is under threat of deteriorating into a shoddy, anything goes sector where unroadworthy vehicles haul goods at unrealistic rates. Unless, of course, you take action such as Massyn Vervoer has taken and end it before you reach the bottom of the pit.

While Massyn Vervoer has taken the decision to close its long haul business due to the toxic conditions as outlined above, there are many companies which do not have any back-up and are thus accepting the cut-throat, bully-boy rates and toxic environment just to keep their wheels rolling.

Many such operators have to cut costs and our biggest concern is that the cuts are being made on the maintenance side which poses a huge safety risk not only to the company but to its drivers and other road users. Also, given that these operators have to push hard to increase their trip times in order to generate a tiny profit, their drivers are driving tired and fatigue has become a huge problem in this sector. You have to be blind not to have noticed the increase in truck road crashes over the past year or so.

One sector where we are already seeing this happen is in the side-tipper commodities segment where small operators are somehow getting contracts but at rates that don't enable them to fix a puncture never mind do any kind of scheduled maintenance on their rigs. And many of these rigs are in an abysmal state of unroadworthiness. They are horrendously unsafe - and *FleetWatch* has proof of this.

Who is giving out these contracts? Is it the mines? Then shame on you. Is it the brokers? Then shame on you too? The point being that many of these transporters – small SMMEs – are at the bottom of the feeding chain and are being exploited to the 'n'th degree. Massyn Vervoer did not want to wait to reach that point.

"We've always operated to high ethics and we did not want to get to the stage where we can't meet our commitments to our creditors, debtors and staff. The good name that we have built up over 40 years is very important to us and we would rather get out now than disappoint people by holding on until we are completely destroyed and can't meet those commitments," says Bettie Massyn.

"My heart is sore"

One person who has been hit hard by this decision is founder of the company Frans Massyn (Sir). Although he knows it was the right business decision to take, he says his heart is sore.

"I'm feeling very sad," he tells *FleetWatch*. "Telling people who have worked for you for decades that they no longer have a job is not easy – especially when neither you nor they have done anything wrong. It's all being imposed on us by outside influences. The 'blue-chip' companies are not looking after their transporters. They are killing them."

Frans is proud of the fact that all the drivers – and most of the administrative staff – have not been left in the lurch. "We have found jobs for them. They deserve that," he says with a heavy heart.

And here's something scary. According to Frans, when the news got out, he had a number of calls from transporters expressing empathy towards the decision adding that if they could get out, they would – and for the same reasons as outlined above. Those reasons resonate with many transporters.

▼ One of the outside costs is the poor state of the roads – extra costs via tyre damage caused by potholes all over the country. "We don't carry spare tyres as that is the first item to be stolen by criminals so we contract a service provider to do on the road repairs. More cost both in terms of lost time and paying the service provider," says Bettie Massyn.

TYRE THEFT



POTHOLE DAMAGE



"The 'blue-chip' companies are not looking after their transporters. They are killing them."

Frans Massyn (Snr)



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TRANSPORTERS UNDER THREAT

DRIVER SAFETY

Drivers are scared and we are no longer prepared to put their lives in danger. They get caught up in protest action and cannot stop for fear of being attacked.

In fact, *FleetWatch* received a What Sapp message from one transporter saying he had heard of Massyn Vervoer closing. Without knowing any other information, he stated in his message: "We as transporters are being killed by the large organisations that supply warehousing and other facilities to the various manufacturers and make their profits from warehousing and the transport of loads that are superior, leaving the multi-drop and poor location drops to the transporter that subcontracts."

While on the point of other transporters finding themselves with the same gripes, it was not long ago that *FleetWatch* published a letter from Clint Brook, managing director of Logico Logistics headed: "Why do we transport for miniscule margins?" You can read it here: <https://fleetwatch.co.za/why-do-we-transport-for-miniscule-margins/>



▲ It is only the Tautliner division that has closed. The other divisions of the company remain in operation.

A lighthouse is a tower with a bright light at the top located at an important or dangerous place with its main purpose being to serve as a navigational aid and to warn boats of dangerous areas. Lighthouses mark dangerous coastlines, hazardous shoals, reefs and rocks.

The loss of the long-haul division of Massyn Vervoer can be seen as a lighthouse emitting a warning of danger ahead. Given that rail is almost non-functional, the South Africa economy depends on trucks and the country cannot afford to lose its truckers. Is South Africa going to heed the Massyn Vervoer lighthouse or ignore it and end up crushed and broken on the rocks? ☐

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How good is this for a story of 'like father and mother - like daughter'? Many of our readers will know the charismatic Ted Hughes, owner of Hughcor, a Durban-based long-distance transport company. Well, for the first time since he started the company, he has brought a new DAF XF 480 into his fleet. And when it arrived, it brought back sweet memories not only for him but also for his daughter Siobhan. Let's go back.

Ted started trucking way back in 1968 in the United Kingdom (UK), with a single tipper. His first contract was with the largest limestone quarry in the world, Foster Yeoman. Eventually, he had up to 10 articulated trucks running throughout the UK and Europe, driving one himself. When he emigrated to South Africa in 1980, he worked for Zimbabwe-based Swift Transport, part of Unitrans, for three-and-a-half years, learning how the transport industry worked in this part of the world.

Hughcor was founded in January 2008 and today runs a sizeable fleet across the country. Despite being 75 this year, Ted is still actively involved in the family business, working six days a week. "In this business, passion is principal, otherwise you won't succeed," he says.

The success of Hughcor has also been down to the commitment and passion of Ted's wife, Ruth, who is the operations manager. "Ruth is the 'engine' of the company. She works incredibly hard to get the loads and to ensure that our clients' goods are delivered safely and on time," says Ted.

Another member of the family who is involved in the business is

▲ Siobhan Hughes will now be keeping a sharp eye on the fuel consumption of the new DAF XF 480 for her dad.

Sweet memories A DAF MAKES IT'S DEBUT AT HUGHCOR

DAF MAKES THE CUT

Ted's and Ruth's daughter, 35-year-old Siobhan who, from a tender age of 10, has always exhibited her love for trucking. Ted recalls how Siobhan would accompany him on trips during school holidays. As an avid reader, she would spend most of her time on the passenger seat or lying down on the bunk, engrossed in her book.

Apart from reading books, she proved to be a great assistant to her father during trips, passing him coffee and food while he was driving. For Ted, who would spend most of the time away from his family during his truck driving days, travelling with Siobhan afforded him more time with his beloved daughter.

After attaining her Bachelor of Social Sciences, majoring in English and Media, Siobhan decided to join the family business, where she is in charge of accounts, human resources and diesel records. Ted believes Siobhan has diesel coursing through her veins and has earned her stripes in the transport industry.

When the new DAF arrived at the depot, Siobhan immediately climbed into it, re-enacting a shot taken some 25 years ago when, at the tender age of 10, she was leaning out the window of the DAF



1980's



FAMILY AFFAIR

▲ A family affair: Ted Hughes, founder of Hughcor has been in the trucking industry since 1968. His wife Ruth is the "engine" of the company and popping up in the middle is his daughter Siobhan. DAF has now joined the family circle.

▲ A young Siobhan Hughes riding 'shotgun' with her dad Ted in the DAF he drove in the 1980's.

her dad was driving at the time. We feature the two photographs here.

Having previously driven a DAF truck as far back as 1985, Ted has always been impressed by the performance of the DAF offering. However, he recalls that although the truck was powered by a 430 hp engine, the torque was nowhere near that of the new generation of DAF trucks. Even at that time though, he reckons that when pulling a fully loaded 49,7-tonne triaxle, the DAF truck would overtake any other truck on inclines such as the Van Reenen Pass. He is confident that his new DAF is going to be even more impressive. ▶ 35



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DAF MAKES THE CUT

► 33 “With its 480 hp engine producing 2 500 Nm of torque, the DAF XF 480 is extremely powerful. While all trucks should not go over 80 km/hour on South African roads, the increased speed going uphill and the safe retardation going downhill is what counts. The torque to get uphill at a reasonable speed allows us to make up for lost time on trips. Instead of the traditional 10 to 15 km/hour on inclines with older trucks, we can now do 50 km/hour with the newer models,” says Ted.

At the centre of the DAF XF 480’s powerful performance and fuel efficiency is the new Paccar MX-13 Euro engine that produces significantly more power and torque (up to 2 500 Nm on the 480 hp version) than the previous model. This is courtesy of a new common rail engine design with injection pressures of up to 2 500 bar (20% greater than before) and a compression ratio of 18,5:1 explains Alec Jackson, senior sales executive at Babcock’s Transport Solutions business.

We have been impressed by Babcock's aftermarket regime in SA and now finally have a DAF XF480 in our fleet... probably the first of more to come.

Ted Hughes
Owner - Hughcor

Apart from the performance and fuel efficiency of the new model, Ted has been impressed by DAF’s aftermarket regime in South Africa under Babcock’s stewardship over the past decade.

“I have always had fond memories of the DAF truck I drove over 30 years ago but the brand did not have the best of support in the country prior to the Babcock distributorship agreement. We’ve been impressed by Babcock’s aftermarket regime and are happy to finally have a DAF truck in our fleet which is probably the first of more to come,” says Ted.

In the previous trips with her dad in the DAF he drove at the time, Siobhan would pass him coffee and food while he was driving. Now, with her sharp eye on the tank, she is going to be passing him the fuel records of the new DAF XF 480 and she is looking forward to seeing the smile on his face when she confirms what DAF has said, namely, that this new model shows an average 10% reduction in fuel consumption compared with the previous ranges. And if it doesn’t? Well, we all know that saying about a women being scorned! Hold thumbs DAF. □

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ALTERNATIVE FUELS GREEN TRUCKING



▲ At the handover of one of three DAF CF 430 trucks are, from left: Mark Gavin (Sales Director – Transport Solutions); Alec Jackson (Sales Executive – Transport Solutions); Marius Barnard (Managing Director – Transport Solutions); Nick Mitchell (Executive Director, Chief Operating Officer, Renergen); Craig Schneiderman (Commercial and Project Controls Manager, Renergen). These trucks will be retrofitted with an LNG dual fuel kit.

Floods give this truck deal greater significance

During a visit to KwaZulu-Natal to inspect the damage caused by the April floods, President Cyril Ramaphosa said the disaster is an indication that climate change cannot be ignored.

Well yes, of course it cannot be ignored. It is a reality and the evidence is piling up all over the world. It is thus that the recent delivery of four DAF CF 430 trucks from Babcock to Renergen Limited's subsidiary, Tetra4, the holder of South Africa's first and only onshore natural gas and helium production right, has taken on more significance than when the handover of the trucks took place prior to the floods and ahead of commissioning of the first phase of the Virginia Gas Project.

Having started construction in 2019, the Free State-based project - sitting on a massive production right that spans 187 000 hectares across the towns of Virginia, Welkom and Theunissen - is expected to produce its first liquified natural gas (LNG) and helium in May this year. The roughly R1-billion project will produce 50 tonnes of LNG and 350 kg of helium per day at name plate capacity.

"We're excited about the imminent commissioning of phase I of our Virginia Gas Project – South Africa's first commercial LNG facility," says Nick Mitchell, chief operations officer at Renergen. "With this project, South Africa becomes one of the only seven remaining producers of helium in

ALTERNATIVE FUELS

GREEN TRUCKING

the world, alongside the United States, Canada, Qatar, Russia, Poland and Algeria.”

The first phase of the project goes live with two main customers - Consol Glass and Ceramic Industries. The two companies will consume about 60% of the LNG from phase I, with the remaining 40% destined for the trucking market as part of Renergen’s strategy to drive the dual fuel concept in the local logistics industry due to start later this year

In fact, Renergen’s own four DAF trucks will be retrofitted with a dual fuel kit, which has been proven to achieve a substitution rate of between 35% and 50% on average, depending on the route and weight of the cargo.

“Key to our buying decision was DAF South Africa’s willingness to collaborate with us on the LNG dual fuel project, which we believe is the local transport industry’s immediate bridge to the net carbon reduction and into a renewable future. Although we will retrofit an LNG dual fuel kit, Babcock has agreed to stand by its product in collaboration with the supplier of the dual fuel kits to eliminate any warranty issues and ensure the ongoing maintenance of our trucks,” says Mitchell.

Due to the documented financial and environmental benefits, Mitchell believes dual fuel sets the logistics industry on the path to a sustainable future. He, however, says that there is no silver bullet on the road to sustainability, stressing that all alternatives, including natural gas, electric vehicles and hydrogen, among others, will all have a role to play and must co-exist.

“As the industry turns to alternative fuels to remain competitive and meet its environmental obligations, we see dual fuel as the immediate solution. DAF South Africa shares the same vision and this has been demonstrated by its willingness to walk with us on this journey towards decarbonisation of the trucking industry,” says Nick.

Marius Barnard, MD of Babcock’s



The biggest elephant in the room is the increase in fuel prices. Dual fuel offers a feasible alternative especially with the abundance of natural gas in the local market.

Mark Gavin
Sales Director,
Babcock Transport Solutions

Transport Solutions business, says sustainability is an integral part of Babcock’s environmental, social and governance (ESG) strategy. “The Renergen deal reinforces Babcock’s commitment to its Plan Zero 40 strategy, which seeks to achieve net zero emissions by 2040. Working with its OEM partners, suppliers and customers alike, the group strives to embed the highest standards in environmental management and protection.”

In addition to the environmental benefits, Barnard says the deal is testimony to Babcock’s relationship-building approach to doing business with the company proactively identifying ways to keep its customers competitive through

several initiatives aimed at lowering their total cost of ownership.

“The biggest elephant in the room in this regard is the increase in fuel prices. We need to find ways to bring those costs down for our customers by exploring all avenues around alternative drivetrains, including gas and potentially electric,” says Barnard.

Mark Gavin, sales director for Babcock’s Transport Solutions business, says given that up to 50% of a long haulage transporter’s running costs are attributable to diesel, dual fuel offers a feasible alternative, especially considering the abundance of natural gas in the local market.

Alec Jackson, senior sales executive at Babcock Transport Solutions business, says the company is no stranger to the dual fuel concept. For the past three-and-a-half years, Babcock has been supporting a growing fleet of DAF trucks running on compressed natural gas (CNG) in South Africa.

“We have 24 dual fuel trucks in the market. With this solution, one of our clients in Pretoria is saving between R1 and R1,20 per kilometre, which translates to between R10 000 and R14 000 per truck per month. Every time the diesel price goes up, they save more,” says Jackson.

Looking ahead, Mitchell believes that LNG prospects in South Africa represent an exciting future for the local logistics sector. At the recent 4th annual South African Investment Conference, Renergen committed a further R15-billion for the development of its phase 2 of the Virginia Gas Project. The second phase will produce between 500t and 600t of LNG per day, almost 10 to 12 times the size of phase I. This will be complemented by about 5t of helium per day

“We’re sitting on one of the most exciting and strategic natural gas discoveries in the country and have spent the past nine years proving the resource and building a business model to support it. We’re glad to announce that we have a proven resource totaling as much as 400-billion cubic feet of ▶ 38

ALTERNATIVE FUELS

GREEN TRUCKING

► 37 LNG (over 11-trillion diesel litre equivalent)," says Mitchell.

In a recent report in the Cape Argus by Kristin Engel, it quoted UCT Climate System Analysis Group (CSAG) research fellow and climatologist Izidine Pinto as saying: "Climate change will make heavy rainfall, floods, droughts and heat waves worse in many ways, and we need to be doing everything in our power to rapidly reduce local vulnerability."

The report went on to quote South Africa National Research chairperson on Climate Change and CSAG director, Bruce Hewitson, as saying that extreme (weather) events are part of the natural variability of weather but what climate change did was influence the intensity and frequency of events and that people should be prepared to see a continuation of these extreme events with increased intensity. He added that the intense flooding in KZN was almost certainly exacerbated by climate change but the event itself was not climate change.

So the linking of hands between a vehicle supplier – in this case DAF – and an LNG supplier represents more than just another truck order. Fighting climate change must be a collective effort from all. This is one example of that effort and the Durban floods is just one example of why such efforts must be encouraged. □

The Renergen deal reinforces Babcock's commitment to its Plan Zero 40 strategy... aim is to achieve net zero emissions by 2040.



The KZN floods disaster is an indication that climate change cannot be ignored.

President Cyril Ramaphosa

▲ For the past few years, Babcock has been supporting a growing fleet of DAF trucks running on compressed natural gas (CNG) in South Africa so the company is no stranger to dual fuel conversions. Mziki Transport Holdings is one of the operators that have gone for the CNG conversion solution. Here one can see the CNG gas tanks fitted behind the cab of the DAF XF 105.460 model. With the Renergen order, DAF is prepared to do an LNG dual fuel conversion. All good stuff for the environment.

◄ The horrific floods in Durban and surrounding areas have added further evidence to the need to urgently tackle climate change. During a visit to KwaZulu-Natal to inspect the damage caused by the floods, President Cyril Ramaphosa said the disaster is an indication that climate change cannot be ignored. This picture shows the destruction of Bayhead Road, a key route for trucks to the Durban harbour. (FleetWatch thanks Shaun McGuone of Investipol for the picture).

ADVANCED DRIVER ASSISTANCE SYSTEM



Couple Efficiency and Risk for Fleet Optimisation

GONE ARE THE DAYS of traditional “dot on a screen” type telematics offerings. In today’s world, the options are endless and sometimes overwhelming. Not only are telematics devices and services so freely available but with the market flooded with solutions, it becomes near impossible for fleet owners to conduct appropriate research and ensure they have exposed themselves to technologies that will serve their requirements.

Having a telematics device fitted in a vehicle in most situations is not necessarily about value but more a mandatory requirement for insurance and vehicle recovery. The industry has forced the end user into a box with a minimum set of requirements that have to be met in order to be compliant. This has taken away the ability to be flexible and configure technology that serves a far greater purpose in providing value driven outputs.

DriveRisk seek to provide customers with the ability to tailor solutions around their exact requirements and offer greater perspective through meaningful data driven insights. The ability to aggregate and analyse data from vehicles and drivers allows for insights that drive actionable and informed business decisions. The ultimate goal is to marry efficiency and risk with a holistic overview of end-to-end journey management.

The majority of customer emphasis is placed on efficiency, a model which does not always consider the risk factors attached to the route, driver, or asset. The quickest or shortest route may expose your driver and vehicle to the likelihood of a collision. With behaviour change and collision risk front of mind, planning routes and schedules become optimised with a further layer of valuable insight that reduces risk exposure and ultimately provides for a far more efficient way of operating. DriveRisk have the ability to overlay actual anonymous behavioural risks and collision data collected from active devices to give perspective to fleet operators into the pure risk factors that would impact on their daily routes.

Applying sensor fusion, machine vision, artificial intelligence and scientific behaviour change models, DriveRisk are able to help clients improve safety and increase operational efficiency. In harnessing smart technology solutions that help to solve challenges faced by commercial fleets, we aim to help fleets thrive in today’s ultra-competitive transport environment.

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The Ctrack Transport and Freight Index reports a strong quarter

The Ctrack Transport and Freight Index (Ctrack TFI) has recorded a strong first quarter of 2022 thanks mostly to massive increases in road freight. In addition, the Ctrack TFI has increased by 13% year on year despite higher fuel prices and ongoing pricing pressure from all sectors.

“Not many economists expected the first quarter of 2022 to be as robust as it has been but along with vehicle sales and the Manufacturing Purchasing Manager Index, the economy exhibits strong overall growth,” says Hein Jordt, Chief Executive Officer of Ctrack Africa.

Experts do warn that global factors such as the ongoing war in Ukraine, which continues to drive up food prices and the shut down of major economic hubs such as China due to COVID-19, will once again disrupt the supply chain just as it was starting to normalise.

Fortunately, bulk shipping prices have declined to levels last seen before the supply chain disruption. While container prices remain inflated, these increases have slowed.

The March numbers reveal that the overall Ctrack Transport and Freight Index improved on both a monthly and a quarterly basis. The 12,8% monthly increase is the fastest increase for the Ctrack TFI since early 2015 if one disregards the bounce from the extremely weak pandemic volumes during the hard lockdown.

The improvements can mostly be attributed to the global supply chain normalisation. In addition, Road Freight was once again a major contributor to the overall growth.

Road Freight increased by 20,5% on a year on year basis, the strongest growth in normal times since the

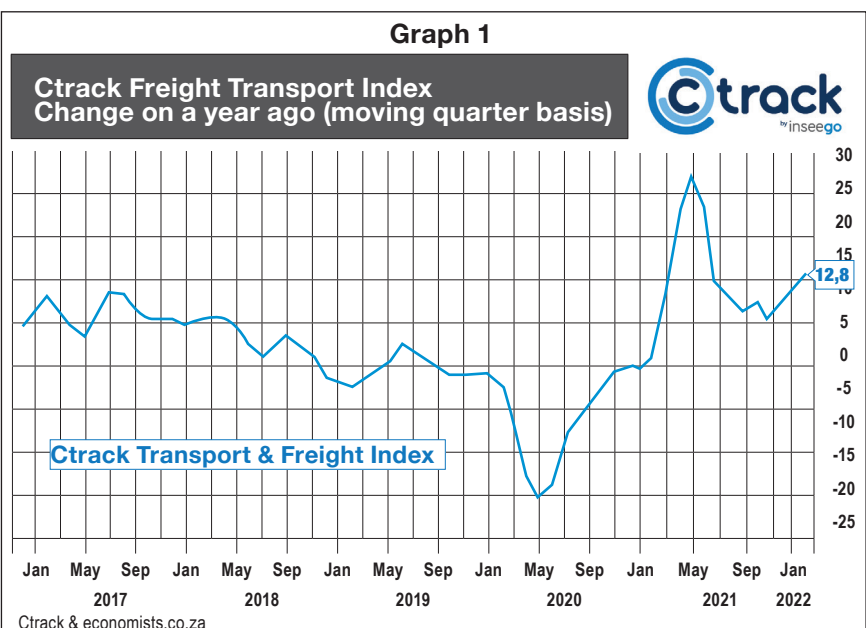


Source: shutterstock.com

inception of the Index. Rail freight increased by 1,5%, which reveals that internal demand in South Africa is a lot more robust than previously thought.

Last month we investigated the impact that retail customer orders have on the fast-growing courier and home delivery sector. To a large

Global factors such as the ongoing war in Ukraine will continue to drive up food prices.



CTRACK FREIGHT TRANSPORT INDEX

extent, the continued growth in the road freight sector is driven by this rising home delivery and online shopping trend, which is clearly changing the way we live and how we interact with others.

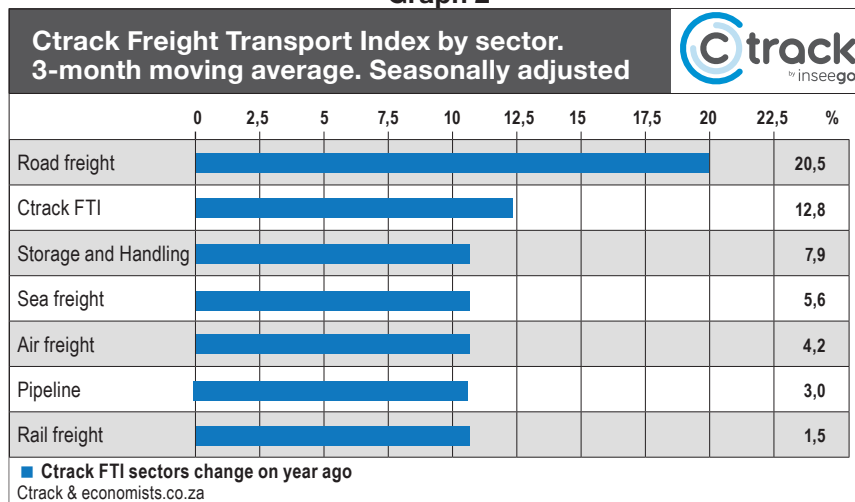
Rail, the one weak sector that has continuously declined, had a great month and quarter, which could indicate that the worst of the decline is over. In all likelihood, the floods in April will cause havoc in this sector but the growth is welcomed for the moment.

The Storage sector grew by 7,9%, which can be attributed to international containers being offloaded in our harbours for more extended periods than what was previously the norm.

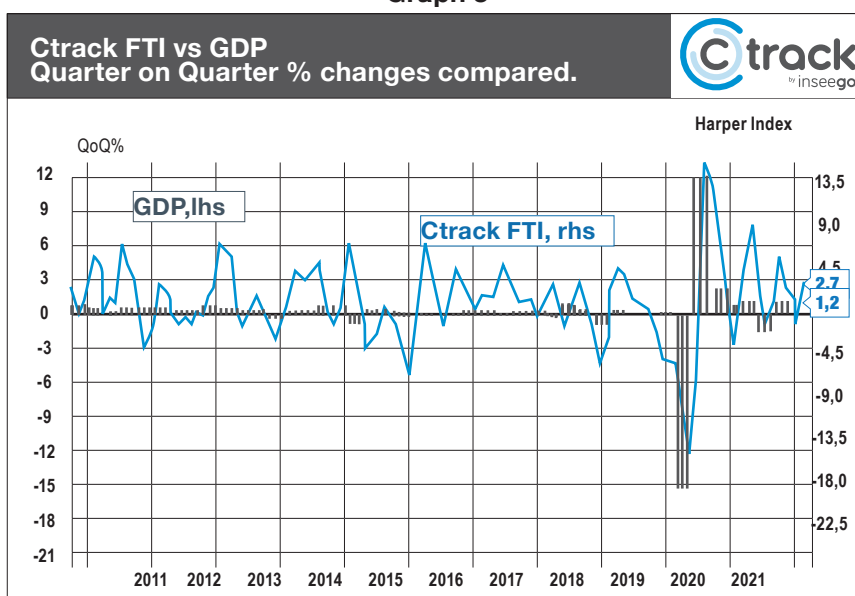
Thanks to the recovery of the global supply chain, both the sea and air freight sectors have been growing. Europe's increased need for bulk commodities from China is likely to positively impact sea freight from South Africa.

According to the International Air Transport Association (IATA), Air Transport via specialised freighter aircraft has almost recovered to pre-pandemic levels. Further growth is being hampered by the fact that passenger flight schedules are yet to return to normal capacity. Currently, these aircraft, which carry freight below the deck, are only carrying a third of the capacity that they used to. It can be expected that air freight will continue to increase as the ► 44

Graph 2



Graph 3



Feb 2022 Tables

Percentage change between	Rail	Road	Pipeline	Sea	Air	Storage and handling	Ctrack Freight Transport Index
Quarter to March: 2022 vs 2021	1,5%	20,5%	3,0%	5,6%	4,2%	7,9%	12,8%
March 2022 vs February 2022	1,7%	3,2%	-3,1%	5,5%	5,1%	1,7%	2,9%
Quarter to March 2022 vs Quarter to Dec 2021	4,4%	2,3%	9,6%	9,0%	5,8%	-3,0	2,7%

Note: the row highlighted in grey is the main Ctrack Transport and Freight Index values used

Jan 2022 Tables

Percentage change between	Rail	Road	Pipeline	Sea	Air	Storage and handling	Ctrack Freight Transport Index
Quarter to February: 2022 vs 2021	2,2%	17,4%	-5,8%	4,1%	8,4%	8,6%	10,3%
February 2022 vs January 2022	-4,4%	9,8%	3,8%	-1,1%	2,6%	-15,2%	2,3%
Quarter to Feb 2022 vs Quarter to Nov 2021	-0,2%	-3,3%	4,4%	2,8%	8,8%	-3,0	-1,6%

Note: the row highlighted in grey is the main Ctrack Transport and Freight Index values used



Not many economists expected such a robust first quarter

Hein Jordt
CEO Ctrack

► 43 international travel industry returns to normal levels in the next year or so.

Ctrack TFI linked to GDP growth.

It is a well-known fact that in most countries, the transport industry and the countries' GDP are closely linked. Similarly, the Ctrack TFI is linked to the South African GDP. With this in mind, we believe that the 1st quarter GDP number will be robust, which should help the country's growth in 2022. Transport numbers locally give a real indication of the economic activity and it is expected that during 2022 we can expect growth of between 2,5 and 3%.

As measured by the Ctrack TFI, with the transport industry reporting good growth for the first quarter of 2022, the South African economy could have a better than expected year. However, this hinges on the effects of the recent floods in coastal areas and further price increases which could hurt consumer and business confidence.

"With ongoing global and local challenges, the fact that the transport industry managed to show growth is proof of the resilience of the South African business environment and bodes well for the continued growth of the South African economy," concludes Jordt. □

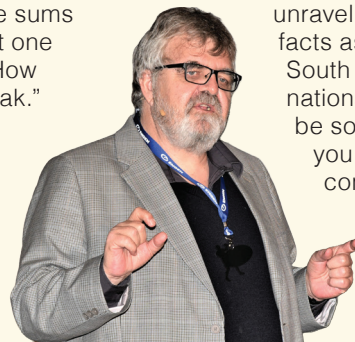
R.I.P. Mike Schüssler

It is with deep regret that *FleetWatch* announces this cTrack Transport and Freight Index as being the last one compiled by renowned economist Mike Schüssler in conjunction with cTrack. Mike passed away on the morning of May 24, 2022 following a short battle with cancer. One of our last conversations was regarding the timing of the release of this latest index. "Running a bit late due to my cancer story," he replied. I then him asked how he was feeling overall. "Kak but getting there," was his reply. I guess that short sentence sums up Mike. He wasn't one to hide the truth? How was he feeling? "Kak." It wasn't: "Well my temperature is up and my medical practitioner tells me that my anatomical well-being is a little out of sync

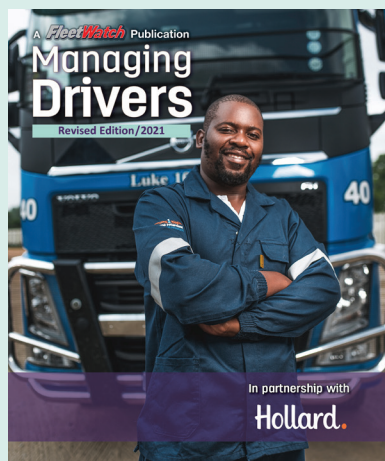
with my normal state of physical, mental and social well-being." No. He was feeling "kak". It was this directness that gained Mike the label of being the 'people's economist'. Mike was the original 'Economist for Dummies' in that he would take complex matters, delve into the data and emerge with an analysis of trends that would be understandable to all. Mike, you have left your fingerprints on so many surfaces as identifying marks of truth. In an era of shouting and confusion, you acted as a guiding light

to quieten the noise and unravel the truth using facts as your foundation.

South Africa has lost a national asset who will be sorely missed. May you RIP and sincere condolences to family and friends.



Patrick O'Leary,
Managing Editor,
FleetWatch



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◀ The Road Freight Association suggests as one of the solutions to the fuel crisis being a concentration by Sasol on producing far more fuel given that its goal back in the 1970s and 1980s was to make South Africa independent of foreign oil supply.

No-one would have thought that we would see such increases in the fuel price as we have experienced over the past six months. As we reel from these increases, the possibility of one of the greatest price increases in South Africa that we have ever seen, is looming.

Oil has risen to the \$114 (around) per barrel mark, the Rand is trading in the R16 range (or so) and the effect is a sky-rocketing price for fuel in South Africa. It has an impact on every single item that is transported to and across South Africa.

Oh yes, those ships also use fuel, and those tariffs are rising. Thanks to Covid, there are still fewer ships plying the seas and there are constraints in the global logistics

chains that not only articulate into delays but into demand, which has an upward price-pressure effect.

Once goods are landed, they then find their way to either consumers or manufacturers via the dependable road transport network - and that is where the next leg of the logistics journey is impacted by fuel (oil) increases. We have all felt - and will continue



**By Gavin Kelly,
CEO: RFA**

Opinion Piece

Fuel increases could be the final 'nail in the coffin'

to feel for some time - the effects of more expensive fuel.

Now to the "Perfect Storm": With the oil price and Rand value vis-à-vis the Dollar being what they are, there are reports that the fuel price will keep on rising. We cannot afford this. Or any other increases. We? Well, South Africa - but the first signs of despair and retreat will be within the road freight logistics sector.



Already, some transporters have closed their doors due to the effects of the Covid pandemic. Financial pressures have remained on the increase and the unrest that continues to ferment, radically shown by the violent period in July 2021 when the whole logistics chain was attacked (trucks, depots, distribution centres, warehouses and retail stores), continues to wear down companies and cause more closures. Operating costs within the road freight and logistics sector have continued to increase exponentially, with many of these increases coming at a time when the road freight industry can least afford, or withstand, these shocks.

There are many transport companies that cannot keep facing the continual increase in operating costs and the recent diesel price increases have become the final “nail in the coffin” for many of our transporters. Uncontrolled fuel increases are the factor that can cause a collapse in the road freight logistics sector.

Whether we like it or not, transporters cannot absorb the cost of fuel increases. This puts them out of business very quickly, so the fuel increase must be passed on to the client (who pays for goods to be transported), which is then passed on to the consumer. Disposable funds are decreasing, consumers are being careful about what they buy, with so-called essentials such as food, medication, power, water and accommodation now the focus for most consumers.

There have been calls for the taxes on fuel to be reduced or removed and “collected elsewhere”. Those options will not resolve the underlying issues:

- The basic price of oil - determined outside of South Africa through supply and demand, and
- The Rand/Dollar exchange rate - determined by international financial view of South Africa.

Solutions to the (expensive) fuel crisis could possibly be:

- An agreement between African states producing oil (or refined products) for a far lower rate for African countries in the spirit of the Africa Continental Free Trade Agreement (AFCFTA) and to



▲ Continuous fuel price increases are driving the road freight logistics sector into the perfect storm.

ensure African economies do not collapse.

- Concentration by SASOL to produce far more fuel (was its goal in the 1970s and 1980s not to make South Africa independent of foreign oil supply?).
- Development and growth of the synthetic fuels industry in South Africa - from all possible sources.
- Development of electric transportation devices and supply.

Not only would we solve our transport energy consumption and demand challenges, we would

definitely create employment (more importantly in a long-term and sustainable context) and would be heading in the right direction in terms of moving ourselves away from the reliance on fossil fuels.

Until then, our sole dependable form of goods distribution - from producers to manufacturers to market - will be under dire pressure and could collapse when many of our transporters close down their operations, solely due to the unbearable cost of fuel. This will affect all transporters – big and small. □

EDITOR'S FOOTNOTE: To give an idea of the reality of what transporters are facing in terms of the fuel price increases, one transporter *FleetWatch* editor Patrick O'Leary spoke says that for every 50c increase in the price of diesel, an additional R160 000 is added to the monthly fuel bill of his 80-strong truck fleet. This particular fleet uses around 325 000 litres of diesel per month. This has a massive impact on the company's cash flow with the problem being that it only gets paid by its clients after 60 days. As a result, it has had to apply for an extra R5-m credit limit on its fuel bill from its fuel supplier. There are many transport companies which will have to do the same but many will not be granted increased credit limits from their fuel suppliers. They will therefore have to pay the extra from their own pockets – an unsustainable situation given the strain on cash flows. Another transporter involved in long-haul operations tells *FleetWatch* that with the new expected diesel increase, fuel will now constitute some 68% of operational costs. That is brain-damaged. As the fuel price goes up, one can expect to see transport companies either closing – as Gavin Kelly points out above - or cutting back on other essential cost areas such as vehicle maintenance so as to keep the wheels rolling. Money earmarked for maintenance will now be diverted to the fuel tank. This, in turn, will have an adverse impact on road safety as the lack of maintenance will lead to many more unroadworthy vehicles plying our roads. Whichever way you look at it, the fuel price increase is a killer – of companies, of consumers and possibly, of other road users. □



With the price of diesel up at record levels, operators should be doing all they can to save fuel. One area which is not given enough attention for the potential fuel savings it holds is engine idling. And it's not only in fuel savings that the benefits accrue. In this article, FleetWatch technical correspondent Dave Scott digs down into why engine idling is a no-no.

Let's grab attention up front by following the money. Too many fleet owners cannot calculate the immediate cost of excessive engine idling – it can be massive when applying the following formula:

- Engine idling fuel consumption in litres/hour = 10% of engine displacement at 650rpm.
- An 8000cc truck diesel engine consumes 0,8 litres per hour idling at 650rpm – switch this up to 1000rpm and idling fuel consumption will double.
- The fleet multiplier effect is horrendous – a 50 vehicle fleet equipped with 8000cc engines can consume 40 litres idling diesel every day and in a 250-day working year, this totals 10 000 litres lost fuel or R220 000 per annum at R22 per litre for only one hour per day.

◀ In the USA, legislation has been introduced to curtail excessive engine idling.

CUT THE IDLING & CUT YOUR FUEL BILL



And then there are the long-term costs outside of the fuel tank. These are more difficult to quantify but they are there:

- **Accelerated engine wear** - An engine running at idling speed causes twice the wear on internal parts compared to driving at regular speeds. According to the American Trucking Association, such wear can increase maintenance costs by almost \$2 000 (R30 000) per year and shorten the life of the engine. Additional press reports indicate that running a vehicle at idle speed dramatically reduces engine life; 60 minutes of idling is equivalent to between 80 and 120 minutes of driving time.
- **More frequent engine oil changes.** This is to counter the effect of idling on engine oil. Incomplete combustion occurs when idling unnecessarily, resulting in over-fuelling. Combustion gases and fuel can enter the crankcase under these conditions, causing deterioration to the oil additive package and eventually, premature

▲ Route planning is a must in today's congested roads. Getting jammed in rush-hour traffic not only destroys productivity but also wastes fuel through idling.

engine damage. An OEM (Original Equipment Manufacturer) benchmark is where idle time is 20% and more, service intervals get reduced from 40 000km down to 30 000km.

- **The costs of global pollution and environmental damage.** One wasted litre of combusted diesel fuel throws 2,64kg CO₂ into the atmosphere. This is not confined to diesel fuel – petrol engines run at 2,30kg CO₂. Now apply the estimated global internal combustion engine population of 1,4 billion motor vehicles and one hour of wasted fuel is disastrous – witness the daily economic effects of climate change.
- **Health Risks to Drivers** - While sitting in an idling vehicle there is no air flow to vent the emissions. Drivers are exposed to vehicle pollution more so than when the vehicle is in motion.

The myths

Here are the most common false ideas:

Wrong #1 – *It is better to operate an engine in idle than frequently switch off and on. The key word here is 'frequent'.* In most cases, modern truck engine software allows for a three-minute idle before automatic cut-off. Idling must not be left to driver discretion which could be anything from 10 - 30 minutes. The time limit for idling must be in a written driver SOP. Many modern passenger vehicles are equipped with idle auto cut-off.

Wrong #2 – *Prior to moving loaded or without load, idling is essential to warm up the engine before placing the engine under load.* Engines are equipped with coolant thermostats and lubricant/coolant heat exchangers to rapidly reach operating temperature monitored by strategically placed sensors. Simply drive off without excessive over-revving. ▶ 50



▲ Distribution centres as well as truck stops can help by introducing idle free zones as reminders to drivers.

► 49

Wrong #3 – *Idling is good for an engine as there will not be any load on the engine.* Exactly the opposite occurs. Cylinders are designed to operate hot in a diesel engine and to maintain adequate temperature to completely burn injected fuel. During idle, accompanied by low reciprocating piston speed, the compression inside a cylinder will not be as effective as during high piston speeds. Thus, temperatures generated inside the combustion chamber do not attain the optimum level.

A few harsh facts

1. Excessive idling means that piston rings do not expand adequately, causing insufficient sealing between piston ring and liners which again leads to leakage of compressed gases.
2. There is incomplete burning of injected fuel, leaving unburnt fuel in the combustion chamber and passing the unburnt fuel to the engine sump through the gap between the piston ring and liners.
3. When fuel starts passing through the gap between piston ring and the cylinder walls, the fuel washes the piston rings and cylinder liners and dilutes the lubricating oil. This action gradually develops a glazing/shining surface on the liners, eroding the crosshatch marks provided for lubricating oil retention.
4. Glazing not only loses oil retention in liners but also slowly erodes the oil film which leads to accelerated wear of piston rings and loss of compression. This further increases the gap between the liner and the rings causing severe leakage of compressed gases into the crank case, leading to excess blow-by.
5. Excess blow-by means a loss of compression pressure, loss of power and time to overhaul the engine. Further continuation of running with the same status leads to throwing lube oil through exhaust gases (lube oil passing into the combustion chamber through the increased gap between liner and rings).
6. Improper burning or poor compression leads to excess carbon formation in piston rings grooves, piston crown, ring band, cylinder head, valves, injector tips etc.
7. Excess carbon formation leads to sticking of piston rings in the grooves, leakage of gases between valve and valve seats, improper fuel spray due to blocked injector spray holes and ultimately aggravating all issues mentioned above - and loss of power. ► 52

The **rising** diesel cost



June 2017

▲ Don't you long for those days back in 2017 when diesel was priced at R12.12 per litre and at this on-road filling station you got 258.01 litres for your R3127.10



August 2021

▲ In August 2021, just eight months ago, diesel was priced at R17.57 and you got 449.67 litres at this on-road filling station for your R7 900.70.



April 2022

▲ In April 2022, the diesel price hit R22.66 a litre and you only got 150.02 litres for your R3399.45. In 2017, you would have got 1818.24 litres at R12.12 per litre. Eieeesh!



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► 50

8. Diesel dilution in an engine causes a drop in lube oil viscosity and washing out bearing surfaces, dropping lube oil pressure, killing oil film, and making metal to metal contact of moving parts. Ultimately, a faster wear of bearings and journals occurs and premature engine overhaul.
9. Diesel mixing with lube oil also leads to faster wear of lube oil pump components and reducing pump efficiency. Lower oil pressures at idle are only going to add to accelerated wear issues.
10. Fuel spiking with uncertified biodiesel mixtures and illuminating paraffin has a distinct impact on diesel lubricity which will only magnify idling problems

The countermeasures

In the USA legislation has already been introduced to curtail excessive idling – enforcement is the challenge. It's very doubtful this will ever come to South Africa as we struggle to apply basic traffic safety laws. But don't rely on Governments and legislation – there are actions that can be taken by large fleets and private motorists.

1. **Training and mentoring drivers is priority #1** – in any corporate body with a vehicle fleet, there is much ignorance around idling and possible solutions to reduce time spent idling. Coaching must be consistent and not just a seasonal fad. Standard operating procedures for engine idling must be part of a training program and safety culture. Teaching drivers to avoid idling from when they're first hired will assist establish best practices from the outset.
2. **Routing and scheduling** is all about route surveys and timing – the shortest route might entail the most idling. And then there are loading and off-loading logjams where idling is prevalent. Getting jammed in the morning rush-hour destroys productivity t.km (ton.kilometres) and wastes fuel through idling.
3. **Fleet management software employing GPS tracking** is a most useful tool to reduce fleet



▲ Teaching drivers to avoid unnecessary idling – such as when parked at truck stops – will assist in the drive to cut fuel by cutting idling. Operators should introduce an 'idling policy' for all to adhere to.

idling. But this does need CAN-based electronic architecture to extract the data. This software can be used to gather real-time data about what vehicles and drivers are doing so fleet managers can see if there are any ways to improve performance and decrease time spent idling. And then publish this to prove the savings. Recognise and celebrate the improvements.

4. **Idling in small vehicles is just as critical** – set a benchmark. Plan to switch off the car's engine if you plan to idle for longer than 20 seconds. It is a common myth that restarting an engine uses more gas and causes engine wear.
5. **Don't spend time idling to warm up an engine** - just start driving. Engines warm more quickly when they are being driven than when idling.
6. **Fix the brakes.** Common problems in South Africa's truck-trailer fleets are leaking air-brake systems. Drivers idle truck-tractor engines to maintain 8-bar brake system pressure and release automatic spring brakes.
7. **Operators can install auxiliary power units (APUs)** to reduce engine idle time. APUs can power trucks during rest periods without using fuel so that drivers can enjoy the comforts of their cabins, such as Air-conditioning and lights, without burning fuel.

Engine idling may seem harmless but it has tremendous impacts that can negatively affect everyone. It wastes a significant amount of money on fuel and puts harmful toxins into the environment.

The price of diesel will make engine idling a top subject in managing fuel consumption. It's not only winter that keeps both diesel and petrol engines idling but summer as well – many modern trucks have air-conditioning which drivers like to keep running.

It's time to monitor and reduce engine idling through MBWA: Management By Walking Around. Fleet managers must get out there early to see engine start-up procedures and what is happening at consignees during unloading. Changing idling behaviour is the simplest way and this cannot be achieved from behind a desk in a heated office.

On a personal note: keep engine idling top of mind when driving so that you can do your part to reduce it. □

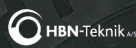
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TRAILERS ON THE MOVE



High-tech GRW Bartec trailers for Bakers

BAKERS TANKERS has upped its game with the handover by GRW of six new Bartec tankers at a function held at GRW's Jet Park premises. The incorporation of the Bartec units is a first for Bakers Tankers which, according to Waseem Tayoob, chief coordinating officer of the company, heralds the entry of its fleet into a new, high technology era of customer offerings.

The multi-level gauging equipment on these units has been used in Europe since 2004. Bartec is the name of the manufacturer and GRW thus refers to the tankers fitted with the equipment as a Bartec tanker. Bartec enjoys the largest share of the market in Germany for this type of tanker.

According to Tayoob, its fleet of tankers is already comprised of around 70% GRW manufactured tankers but these are the first Bartec units to be bought into the fleet. "It's all about us giving our customers more value for their

▲ The innovative high tech features of the Bartec tanker together with the Fleetboard telematics system fitted as standard to the Mercedes-Benz Actros 2645 models hauling the units means that Bakers Tankers now has the best of both worlds in terms of remote monitoring of all spheres of its operation.

buck and being one step ahead of our competitors," he says.

Stephan Albertyn, sales manager at GRW, tells *FleetWatch* that the innovations incorporated into these tankers provide multiple benefits in terms of productivity, efficiency and security.

"You can, for example, measure the amount of product going into the tanker at the gantry and should there be any discrepancies, it can immediately be resolved. They also allow for much faster off-load flow rates," he says, adding that historically, one could discharge

TRAILERS ON THE MOVE

between 400 to 600 litres per minute.

“Now you can discharge 1 000 litre per minute. You can also discharge all compartments simultaneously should you wish to. In other words four compartments give a discharge rate of 4 000 litres per minute which results in much quicker turnaround times.”

Monitoring theft is essential in today's high risk environment and in this respect, there is a meter in each compartment so no matter how the thieves try to steal - even drilling a hole in the barrel – it will be detected. “We also electronically seal and monitor the man lids, bottom valves, APIs and the cabinet door in real time,” says Albertyn.

The security of the load is, according to Tayoob, a top priority and the new ‘click and find’ technology will give immediate notification – as well as location – of

▲ How good does this rig look? A composite of world class offerings in little ‘ol South Africa.

any product being either lawfully or unlawfully loaded or discharged. “This is the best of the best in terms of securing the load,” he says.

This security feature, together with the Fleetboard telematics system fitted as standard to the Mercedes-Benz Actros 2645 models hauling the units, gives Bakers Tankers the best of both worlds in terms of remote monitoring of all spheres of its operation.

Also available as an option is a cross-over prevention feature which prevents contamination between different products thus saving huge costs incurred when contamination does take place.

“Customers are looking to get more value for their bucks and we have now invested in the world's leading technology to give that extra value,” says Tayoob. He jokingly likens it to picking up a lady in a VW Beetle compared to a Rolls-Royce. “We’ve gone the Rolls-Royce route,” he says.

Asvhir Ramnath, Key Accounts Manager at GRW, was all smiles at the function saying that the lead-up to the hand-over had been preceded by numerous meetings between Bakers Tankers and GRW with everyone being on the same page in terms of achieving a top quality, high-tech product that would operate in the best interests of all. “It was a real team effort and one of which GRW is immensely proud,” he said.

And talking of a team effort, the handover function itself reflected a unified team spirit for not only were the management of Bakers Tankers present but so too were their family members – wives and kids.

FleetWatch has always stated that the trucking industry is about relationships and this truth was rubber-stamped when I stood to one side and observed this gathering. It was all the right stuff. A great product born from a great relationship and celebrated as a unified, open partnership between supplier and client – where even the kids were brought into the relationship circle. □



▲ A proud moment for GRW and Bakers Tankers as the first GRW Bartec tankers are handed over for use in the Bakers Tankers fleet. From left are: Stephan Albertyn, sales manager at GRW; Asvhir Ramnath, Key Accounts Manager at GRW; and Mohammed Gora (MG) Tayoob, CEO of Bakers Tankers..



▲ It was a big day for the Bakers Tankers team who all gathered at GRW's premises to celebrate the handover of the new Bartec tankers from GRW.

TELEMATICS ON THE MOVE

Technology Top 100 Innovation Awards

Netstar bags a host of awards

Congratulations to vehicle recovery and fleet intelligence company Netstar, a subsidiary of Altron, which was recently recognised as a winner of the Technology Top 100 (tt100) Business Innovation Awards, winning every award in the large enterprise category.

The tt100 organisation is a non-profit company that runs a business innovation awards programme for organisations and individuals operating in developing socio-economic contexts. The awards recognise organisations and individual leaders who have successfully managed their technology, innovation, and people in a systemic way.

The tt100 awards are presented in partnership with the Da Vinci Institute, the Department of Science and Innovation (DSI), PwC and the Technology Innovation Agency.

The programme identifies distinguishing technology,

innovation and people-management characteristics that build sustainable organisations which remain agile, aligned, and engaged during difficult times.

At the 30th tt100 awards, Netstar won across the following competitive categories with 28 large organisations competing in the categories:

- Overall Excellence (The Minister's Award)
- Management of Technology
- Management of Innovation
- Management of People
- Management of Systems
- Sustainability (joint winners)
- Innovation Concept (for the Toyota Connected vehicle).

"The past two years have been challenging socially, economically, physically, emotionally, and mentally," says a thrilled Pierre Bruwer, managing director of Netstar. "This achievement reaffirms that we are truly a values-based organisation that delivers on Altron's purpose of delivering innovation that matters. We carry this recognition into 2022.

"We could not have pulled this off without strong collaboration across our teams, linking our customers, employees, partners, and communities in the way we operate; being honest and open, embracing our diversity and getting things done, while enjoying our work."

Bruwer acknowledged the contribution of all Netstar staff to the winning performance. He says this recognition will be an added



▲ Netstar MD Pierre Bruwer: "We could not have pulled this off without strong collaboration across our teams."

motivation for all at Netstar to continue protecting and connecting their customers, their families, colleagues, and their valued assets.

Commenting on Netstar's performance, Victor Litshani, tt100 Project Manager says: "tt100 is truly proud of the success Netstar has achieved in the 2021 annual awards and the professionalism that the team holds despite a great change in the market, both in the technology and human sphere. It's truly great to see an organisation that is still able to be agile and cooperative in holding such a level of competitive edge." □



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Value Materials Handling (VMH), a division of the Value Logistics Group, launched in 1997. From the start, VMH has been at the forefront of Materials Handling Equipment (MHE) advancements and developments in South Africa. The VMH division provides its customers with top quality products, delivering a superior before and after sales service which includes maintenance of its equipment. To ensure accessibility, VMH offers its customers both short and long term rental options as well as an outright purchase option.

In its commitment to advancing the local MHE industry with world-class products, VMH joined forces with Hangcha; the sixth largest forklift manufacturing company in the world. This partnership has opened up a whole new range of MHE for the South African market with a wide selection of affordable products. The VMH division offers its customers IC (internal combustion) and lead acid products as well as an extensive range of Lithium-ion battery powered products which conform to the future requisite of low emission technology.



Harnessing the Value of Lithium-ion battery powered Materials Handling Equipment (MHE)

In 1985, Japanese chemist Dr. Akira Yoshino filed a patent for the first rechargeable lithium-ion battery. The technology itself though has only been commercially available to the public since 1991. Relatively speaking then, lithium-ion technology is still in its infancy. However, the pressures of the Covid-19 pandemic and climate change over the past two years have highlighted lithium-ion technology as a viable, alternative energy and fuel source for companies' business operations. Lithium-ion technology is without a doubt at the forefront of the alternative energy-source race as it ticks a number of important boxes: its cost-efficient, agile and environmentally friendly.

MEET THE BEST TRUCK IN THE WORLD

An uncompromising game-changer is the Lithium-ion battery-powered, 2 Ton Premium Reach Truck with a 12.5M mast available from Value Materials Handling (VMH). Bringing this powerhouse truck to the South African market is testament to VMH's commitment to provide its customers with technologies and equipment that will help them build sustainable, competitive advantages.

The Lithium-ion battery-powered, 2 Ton Premium Reach Truck with a 12.5M mast was developed by Hangcha, a trusted leader in the global Materials Handling Equipment (MHE) industry, and CATL, a world renowned energy storage solution manufacturer with a focus on Lithium-ion Ferro Phosphate battery production.

To demonstrate VMH's sheer excitement and absolute trust in Lithium-ion powered MEH, it recently delivered 12 Reach Trucks to its drivers at the Value Tunney Superhub in Johannesburg. A further Lithium-ion powered 51 1.5T Mini-Electric Pallet Trucks were delivered to Value branches nationwide.



WHY THE NEED FOR LITHIUM-ION BATTERY POWERED MATERIALS HANDLING EQUIPMENT?

Traditional Materials Handling Equipment fits into three main categories of power, namely diesel, gas or electric. Diesel powered equipment is powerful yet highly polluting and used outdoors. Gas powered equipment is great for both indoor and outdoor applications but is relatively costly. Electric powered equipment is limited to indoor use only and is traditionally powered by lead acid batteries which present the following issues:

Gassing

Heat is generated when charging a lead acid battery. This releases potent fumes and exposes your staff to potential health risks.

Damage

Lead acid batteries require a full charge (100%) which takes 8 hours followed by a cooling period of 6-8 hours before use can resume. It's a tedious process which means batteries are often undercharged. This compromises a battery's life span and can cause functional errors which could be hazardous to both staff and equipment. Inevitably, undercharging leads to a costly, usually unscheduled payment to repair or ultimately replace the battery. Furthermore, when equipment is left standing for prolonged periods, its battery is damaged by a process called sulfation. To remedy this, the battery will require a full service.

Maintenance

Lead acid batteries require skilled maintenance staff to charge, discharge and monitor water levels and maintain general battery health. Skilled staff are a necessity not an option; they are vital to ensure the longevity and proper maintenance of lead acid batteries.



OPPORTUNITY CHARGING

One of the main drawbacks of lead acid batteries is their inability to opportunity charge. Given that their charge time is 8 hours long with a 6 hour cooling down period, they are unable to opportunity charge for urgent or emergency use.



INNOVATIVE LITHIUM-ION

The power of Lithium-ion battery powered equipment

Lithium-ion battery powered equipment works in both indoor and outdoor applications without any need for adaptation. Its power output is comparable with diesel but it is far less polluting resulting in a better choice for both people and the planet. What's more, when comparing the benefits of a Lithium-ion powered battery to a lead acid battery performance and maintenance, there really is no competition - and VMH customers agree.

Lithium-ion battery benefits:

1. Charging process is safe and requires no staff oversight.
2. Charging is possible at any stage during the day for any required or available period of time. This benefit of opportunity charging is revolutionary as far as operational costs and time are concerned.
3. Opportunity charging benefit includes a "quick charge" feature which provides a 100% fast charge in two hours.
4. Can operate in a cold room (-25c) without any modifications.
5. Manufactured with ferro-phosphate and contains no cobalt which ensures safety.
6. No sulfation from prolonged periods of standing.

What's more, VMH provides a 10 000-hour warranty for 5 years on the Lithium-ion Forklift and Reach truck equipment.

THE ONLY THING THAT'S GOING TO EXPLODE IS YOUR PROFIT

In terms of affordability, the upfront costs of Lithium-ion powered equipment are marginally higher than its traditional counterparts. However, the Value Materials Handling (VMH) team calculated the long-term cost of ownership and Lithium-ion outperforms with regards to overall cost-effectiveness, particularly when it comes to maintenance and fuel. Of course, no two businesses are the same so VMH always does a needs analysis to devise an asset management solution that is uniquely fit for purpose.

INNOVATION BECOMES THE NEXT ENERGY POWERHOUSE

Lithium-ion battery powered Materials Handling Equipment (MHE) is new and innovative. As its superiority gains momentum and becomes more mainstream, demand will increase exponentially and lead to further advancements. Customers late to the game will face massive upfront costs when attempting to retro-fit their equipment and catch up. Added to which, falling behind the times with regards to innovation, environmental conservation and streamlining productivity can cause enormous reputational damage.

In keeping with Value Logistics' industry leading customer commitment, Value Materials Handling (VMH) is ensuring that its customers have access to Lithium-ion technology from the get-go. This way, local companies can benefit from its innovation today and continue to reap the rewards for years to come as the technology grows into the energy powerhouse of the future.

Value Materials Handling (VMH) invites you to visit its Materials Handling Equipment (MHE) showroom in Isando, Johannesburg. The showroom includes demonstration areas which allow our customers to experience Lithium-ion battery powered equipment first-hand. If you are unable to visit the VMH showroom, the VMH team is available for an on-site demonstration at your warehouse.



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MANUFACTURERS ON THE MOVE

Stop, Look, Wave

▲ The Stop, Look, Wave road safety campaign was launched by Volvo in Sweden in 2015. This display was spotted by *FleetWatch* in the arrivals hall at Gothenburg airport back in 2017. A young boy (right) joins the paper cut-out of the young girl and waves at the truck driver making sure he is visible to the driver. A magic moment.

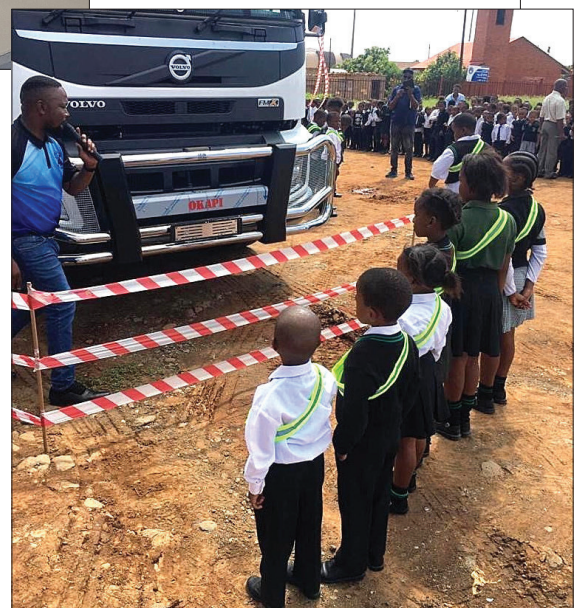
Practical

▼ Discussion and practical demonstrations of the Stop, Look, Wave road safety campaign includes information on the size of trucks and buses, their uses, when and how they operate, as well as the need for road users to be as visible as possible to the truck drivers.



Volvo Trucks

Road Safety programme reaches thousands of children



MANUFACTURERS ON THE MOVE

ROAD SAFETY proponents have often called for the message of road safety to be introduced at an early age to school children. It thus comes as good news that Volvo Trucks South Africa has done just this with its Stop, Look, Wave road safety programme reaching some 7 589 learners across South Africa in the past three months.

According to the World Health Organisation (WHO), the lives of approximately 1.3 million people are cut short annually because of road traffic crashes with crashes being the leading cause of death for children and young adults aged between five and 29 years. More than half of all road traffic deaths are among vulnerable road users: pedestrians, cyclists, and motorcyclists.

Through Volvo's own global traffic research analysis of real-life accidents, it became clear that most road accidents involve human behaviour and that children are the most vulnerable of all road traffic

users. It was thus that in 2015, Volvo Trucks took a step towards trying to improve this distressing statistic and launched the Stop, Look, Wave campaign. Since then, tens of thousands of learners in both rural and urban schools across the country have participated in the programme.

FleetWatch first came across the programme on a trip to Sweden with Volvo back in 2017. On arrival at Gothenburg airport, we were greeted in the arrivals hall by a huge 'Welcome to Gothenburg – the home of Volvo' display that couldn't fail to catch the eye. It was headed 'Safety for Everyone' featuring the Stop, Look Wave campaign.

I stopped in front of it. It was brilliant. An actual Volvo truck cab protruded from the display and there was a cardboard cut-out of a kid standing waving at the driver. After a few minutes, magic happened. A young kid stepped onto the platform, stood in the front of the truck and waved at

the driver before moving off with his dad. The campaign had hit its mark. Soon after the launch of the campaign in Europe, it was introduced into South Africa.

"Over the years, Volvo Trucks has developed many pioneering safety features for its products to limit the impact of traffic accidents on people," says Valentia Hobbs, Volvo Trucks South Africa's marketing and corporate affairs director. "Stop, Look, Wave is specifically aimed at helping children understand how to best behave around trucks, buses and cars, and to ultimately keep them safe on the roads."

The interactive activations facilitate conversations with the participating children and the message is brought home through various song and dance activities. Discussion and practical demonstrations also include information on the size of trucks and buses, their uses, when and how they operate, as well as the need for road users to be as visible as possible to the truck drivers.

"Part of the message to the children includes the fact that even though we can see a truck, we cannot be sure that the truck driver sees us due to the vehicle's height and size," explains Hobbs. "They are taught to stop, look and if possible, wave at the driver to get his or her attention before crossing a road, even if it is at a pedestrian crossing."

Utilising the advances in technology, Volvo Trucks creates smart safety systems that are designed to monitor the truck behaviour and surrounding traffic to predict safety hazards and intervene to prevent accidents from happening. The systems may be out of sight, but they are engineered to activate and support the driver in various traffic situations and in the process, make the trucks as safe as possible for the driver and all other road users.

"The Stop, Look, Wave programme is an extension of our vision to provide safer and more efficient transport solutions that form part of a society's sustainable development," says Hobbs. □



Interactive

▲ Volvo Trucks South Africa has reached some 7 589 learners across South Africa in the past three months with its Stop, Look, Wave road safety programme. The interactive activations include conversations with the participating children and the message is brought home through various song and dance activities.

DEALERS ON THE MOVE

Top spot for Hino Shelley Beach

Big congratulations must go to Hino Shelly Beach which is obviously doing a lot of things right as evidenced by this dealership winning its third Hino Dealer of the Year Award – the previous two occasions being in 2017 and 2018.

According to Gansen Chetty, team leader of this South Coast dealership, which is part of the Halfway Group, additional training and even more attention to improving the customer experience are the major factors that propelled it into the top spot.

“It was very much a team effort and I am thankful to have such a loyal, willing, and hard-working group of people working with me at the Shelly Beach facility. We also have the benefit of a group of committed service providers and dedicated people working on our various supply chains, particularly the team at the Hino head office in Sandton and the factory in Prospecton, as well as supportive and motivating senior management in the Halfway Group.

“We are exceptionally proud to be part of the Halfway Group with full support of the Chairman, George Baikie Jnr whose father, George Snr established the original Halfway Service Station in Park Rynie. We are also grateful for the



The winning team at Hino Shelly Beach makes for a winning dealership.

backing we receive from our CEO, Shane Grant, as well as from Rob Newton and Brian Jones. All of them play a significant role in our ability to provide an outstanding and memorable customer experience in an increasingly complex and demanding business environment,” he adds.

Chetty, who joined Hino Shelly Beach as Dealer Principal in March 2014, has a history with Hino trucks going back to 1997 when he was employed as a salesperson by Hino Pinetown.

“I regularly sold 100 or more trucks a year and was several times a winner of Hino South Africa’s national skills competition for salespeople. I realised that to be an achiever, one must be an active participant in whatever you tackle. You cannot wait for things to come to you,” he says.

Last year was particularly successful in all aspects of the business for Hino Shelly Beach, with additional awards from Hino SA for parts marketing, service marketing, sales marketing, Toyota Financial Services support and

ultimately, customer experience, where it achieved a score of 99.5%.

The team has the advantage of a comparatively new facility in that Hino Shelly Beach was built in 2007 with future growth in mind. Since then, it has been upgraded to include an accredited roadworthy test centre in 2019, while environmental aspects of the facility have been improved to meet the Hino benchmark of ECO-3 Advanced, which brings it in line with revisions to the international ISO 14001 standard. This put even more focus on reducing greenhouse gas emissions, promoting a recycling culture that minimises landfill and optimising water usage.

Hino Shelly Beach has also been judged the best commercial vehicle dealership on the KwaZulu-Natal South Coast by PMR.Africa and awarded Diamond Arrows status for four consecutive years, from 2017-2020. These accolades acknowledge a company’s vision, integrity, values, competence, and ‘empathy’ that contribute to ethical and sustainable business practices.

“We’re certainly not going to sit back and relax on our laurels,” says Chetty. “In fact, our third Hino Dealer of the Year award will be used to galvanise the team to do even better in 2022.” □

The team has the advantage of a comparatively new facility in that Hino Shelly Beach was built in 2007 with future growth in mind. Since then a number of enhancements have been made including an upgrade as an accredited roadworthy test centre.





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Driving under the influence is a criminal offence. Alcohol and truck driving do not go together - don't do it!

Negatives effects of alcohol

- ☐ Slows reaction time
- ☐ Distorts vision
- ☐ Reduces concentration
- ☐ Increases risk taking
- ☐ Reduced or poor judgement
- ☐ Increases fatigue – many hours after consumption

If caught, a professional driver can have his licence suspended for:

- ☐ 6 months - first offence
- ☐ 5 years - second offence
- ☐ 10 years - third offence

★ New legislation proposed recommends that Blood Alcohol content be reduced to 0,02g per 100ml for general drivers and 0,00g per 100ml for professional drivers.



Sorghum beer	Spirit cooler	Beer	Cider	75ml Red or 90 ml White Wine	Tot / 25 ml Vodka or Cane, whiskey, brandy	Cocktail Various %	Tot / 25ml Tequila	Quart Beer
1.5 U	1.2 - 1.9 U	1.5 - 1.7 U	2 U	1 U	1 U	2 - 4 U	1 U	3.5 - 4 U

★ 1 Unit comes to 0.02g in your blood or 0.10mg in your breath

No. of Units	Blood Alcohol Content	Breath Alcohol Content
3	0.06g	0.3mg
4	0.08g	0.4mg
5	0.10g	0.5mg
6	0.12g	0.6mg
7	0.14g	0.7mg
8	0.16g	0.8mg
9	0.18g	0.9mg
10	0.20g	1.0mg
11	0.22g	1.1mg
12	0.24g	1.2mg

★ Calculations are based on adult male, 68kg. This is a rough guide as each individual is affected differently according to size and weight..

★ Alcohol has to pass through the bloodstream. It takes 1 hour (or more) to get rid of 1 unit.

Limits for Professional Drivers

Blood
0,02g per 100ml

Breath
0,10mg per 1000ml

Combination consumption over a 3 hour period

50 kg	70 kg	100 kg	50 kg	70 kg	100 kg
1 Beer Per hour	2 Beer Per hour	3 Beer Per hour	1 Beer 2 Wine 1 Double Tot	2 Beer 2 Wine 3 Double Tot	3 Beer 3 Wine 2 double Tot
= 0.05%	= 0.06%	= 0.07%	= 0.12%	= 0.13%	= 0.13%

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MANUFACTURERS ON THE MOVE



▲ Welcome to South Africa: Waldemar André Christensen has replaced Marcus Hörberg as the new Vice President and Managing Director of the Volvo Group Southern Africa.

Plans to take Volvo to greater heights

The Volvo Group Southern Africa has a new man at the helm. His name is Waldemar André Christensen who has replaced Marcus Hörberg as the company's new Vice President and Managing Director. Hörberg is joining the Volvo Trucks team in France. The appointment came into effect in February this year.

Christensen started his Volvo career in 2011 in his native Norway. He has vast experience in commercial product management, government and fleet sales as well as dealer and retail operations. He was also the MD of Volvo Trucks in Norway from 2016 to 2019. Most recently, he was head of truck sales operations for the Volvo European regional value chain, located at Volvo headquarters in Gothenburg, Sweden. Christensen has an MBA, and his qualifications are centred around business, administration, law, and entrepreneurship.

"I'm so excited to be given this opportunity and look forward to supporting our South African customers in building sustainable businesses for the future," says Christensen.

"The Volvo Group Southern Africa team has extensive experience in the local transport environment, and I greatly value their insights and knowledge, especially now as the global logistics industry is facing some challenging business conditions. We look forward to taking Volvo Trucks to new heights, all to the benefit of our customers, our staff and society at large."

FleetWatch extends a warm welcome to Waldemar André Christensen and we wish you all the best of luck and success on your path forward. Nou gaan jy braai. □

A **FleetWatch** Publication

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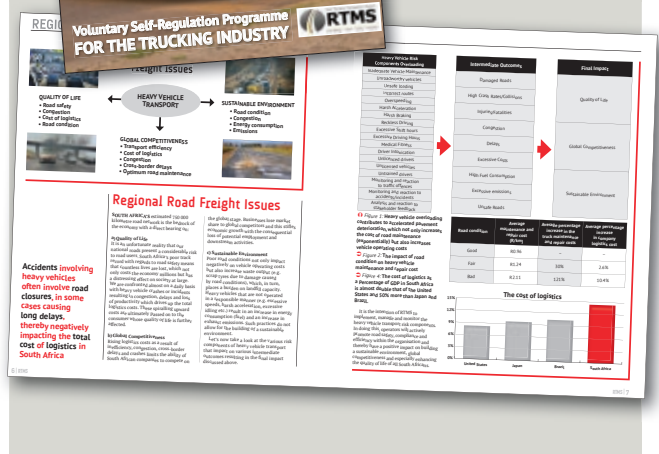
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Being able to activate risk mitigation actions, will help to prevent road crashes and increase overall safety.

Ctrack leads the way with continuous innovation

Ctrack, South Africa's leading fleet management and asset monitoring solutions provider, is continuously innovating in order to provide its customers with the latest solutions in an ever-changing environment. Despite recently celebrating their 35th birthday Ctrack continues to seek out cutting edge solutions to provide information and insight on a wide variety of moveable and non-powered assets while providing real-time monitoring.

Ctrack is a South African company with solutions for South Africans, developed locally through continuous research and development. South Africa's harsh business environment, especially the last two years, means that Ctrack's product development had to cater for unique business difficulties whilst improving efficiencies for owners that must ensure positive cashflows in a highly competitive environment. The output of the product solutions that provide quality data interpretation of fleet

operations in South Africa that has a global appeal.

When developing and refining their operation, Ctrack always considers the five keys of fleet management around which all solutions are developed. Risk, Cost Control, Fleet Utilisation, Operations Control and Asset Control remain at the core of all the solutions that Ctrack offer.

Ctrack's high quality, reliable fleet specific in-cab solutions that operate with Ctrack's On-The-Road application are now also available for mobile Android devices, eliminating the need for a second piece of hardware inside vehicles. A basic Android 6 device with 2GB RAM, an internal GPS and Bluetooth will suffice. The OTR solution combines navigation and fleet experience into a platform that integrates with Ctrack's software platforms for easy data extraction.

Drivers are a key part of running fleets successfully and efficiently, and Ctrack's OTR solutions allow drivers to complete their daily tasks as required. Features include driver behaviour monitoring, navigation,

driver status, messaging, task management, voice calls and behaviour history. This new development saves operators money whilst empowering their drivers with a powerful tool in hand.

Ctrack's unique software capability, SMILE, is the perfect solution for challenging operational environments and bespoke solutions. With SMILE, operators can create unique efficiency and risk outputs that create endless opportunities to measure and solve an operator's critical KPI's. For example, in high-risk environments such as cash-in-transit or valuable goods deliveries, integration through SMILE with risk-reducing technology such as gunfire detection or foam encapsulation technology with the ability to match various planned delivery addresses, ensure complete control of high-risk packages and leads to unique monitoring and reporting options in the Online Software platform. This ability creates the option to immediately activate risk mitigation actions, reduce risk, and improve customer service levels.

The same system used within agricultural sectors, such as the milk industry, allows fleet managers to set up geo zones with pre-defined speed limits on certain routes. Speed can be controlled on gravel roads by activating a speed limiter. These simple yet effective actions reduce wear and tear on the vehicle, reduce warranty claims, and in essence, less time for the vehicle spent in workshops. The uptime of the vehicle again brings about improved vehicle efficiency and pushes service levels to the next level within service level agreements for fleet clients.

Driver fatigue is a very serious problem with high demand on production and service delivery. By creating a SMILE script to monitor the driving hours, the Ctrack device can be configured to audibly alert the driver when driving time limits or distance is reached. If the driver chooses to ignore warnings, the Ctrack technology, through the SMILE script, can put the vehicle into limp mode (reduced speed and

ADVERTORIAL

engine power) to ensure that the driver takes the required break.

A growing threat to the economy and various industries is that of jamming. This unscrupulous practice directly impacts fleets' risk and not only interferes with the transmission of telematics data that has become a vital part of successfully running a fleet operation but can also prevent the tracking of vehicles or assets as part of a stolen vehicle recovery attempt. Ctrack's jamming detection technology reacts accordingly by implementing several mitigating protocols.

Owning and operating vehicles efficiently, no matter the industry is reliant on information. Having the correct information in a tangible format is imperative to making the right decisions.

The Live Productivity Dashboard, which forms part of the online software suite, provides a 24-hour timeline of vehicle or asset movement, allowing for


quick and easy dissemination and management of fleets. Users can view the movement and stationary times as well as driving times in a single graphical view. Stopping locations and operating times allow fleet managers to identify unauthorised usage of vehicles quickly.

Ctrack's Fleet Monitoring Service is a complete outsourcing option of fleet control room activities and a perfect solution for managing larger fleets. Analytics of data while considering highly proficient hindsight, insight and foresight, and concise reporting allows for the streamlining of a fleet operation, enabling business owners to spend more time managing their business.

Real-time support is on hand as dedicated fleet controllers meticulously monitor vehicle movements, route control, incidents, alerts and alarms. Thorough interrogation and interpretation of data allows for easier decision-making and ultimately reduces costs and improves operations.

Ctrack has industry-specific

solutions to monitor, manage and control various assets, including cars, trucks, trailers, containers, generators, packages and confidential deliveries and the software to back it up, which is why Ctrack is a one-stop-shop for all your fleet management needs.

For an in depth analysis of your business requirements please contact Ctrack at 0860 333 444 or visit the their website www.ctrack.co.za 

Driver fatigue is a serious problem with high demand on service delivery. With Ctrack's SMILE software driver's can be audibly alerted when driving time limits are reached.



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-  **Remote Door Unlocking**
Door Open/Close Sensor
-  **Fuel Level & Consumption Monitoring**
-  **Vehicle & Fleet Tracking**



▲ Forging new career paths as truck drivers. Some of the 27 women from Atlantis, Dunoon and Philadelphia who graduated in the first Iron Women Cape Town project.

A call to the trucking sector – employ more women



The Commercial Transport Academy (CTA) is calling for more women to be employed in the transport sector as their training initiative to change the lives of almost a thousand women gathers steam.

The CTA launched the Women Inspiring Women to Lead in Transport (WiWiT) initiative, supported by the US government through the United States Agency for International Development (USAID). WiWiT focuses on training women to become truck drivers, managers and entrepreneurs in the transport sector.

According to Nicci Scott, Founder of the CTA, less than 1% of the workforce in South Africa's transport sector are women, making training initiatives such as WiWiT vital for the transformation of the landscape.

As part of the programme, 27 women from Atlantis, Dunoon and Philadelphia in the Western Cape recently successfully completed the Iron Women project that focuses on training female truck drivers. This programme enhances the capacity of professional drivers, ultimately enabling them to contribute to their future employers' fleet safety, profitability, and efficiency.

"The achievement of the women in our various programmes across the country cannot be overemphasised, considering the tremendous struggles they have endured," says Scott, adding that long-term change can only be affected through the successful employment of graduates.

Calling for the industry to step up and employ more

women, Scott says numerous studies have shown the benefit of employing women in the transport sector. Statistically, women are responsible drivers. "They are involved in fewer traffic accidents, use less fuel and brakes, and, therefore, reduce maintenance costs."

Atlantis, a small town on the west coast of the Western Cape initially established by the Apartheid government as an industrial base, is an impoverished society with little opportunity for education or employment. Women traditionally worked in the textile and clothing industry but as this industry shifted offshore, they have been left with little option or, in many cases, hope.

Many of the women in Atlantis are also not just unemployed and unskilled. They struggle with self-confidence and self-esteem. Many believe they are of no value or worth to society. "After one meeting with these women, we knew we had to take Iron Women to the Atlantis community," says Scott.

Due to the particular challenges experienced by women in Atlantis, the CTA had to adapt its training programme for the group. "Usually, we train women with Code 10 licences to become Code 14 drivers," she explains. "In Atlantis, however, many of the women have had no opportunity to learn how to drive and don't have any driver's licences." A total of 17 of the 27 women did not have any licences: they had to be trained for Code 8 licences



▲ Nicci Scott, Founder of the Commercial Transport Academy (CTA): "Making a difference in these women's lives will take more than just training and we need to ensure they are employed as part of the process."

first, before moving on to truck driving skills. Several of the participants were upskilled from Code 8 to Code 10.

The training also focused on building confidence and self-esteem. "We could not just focus on the skill of truck driving," explains Scott. "It was imperative that our programme delivered a mindset change to the participants, encouraging them to dream big and believe in themselves!"

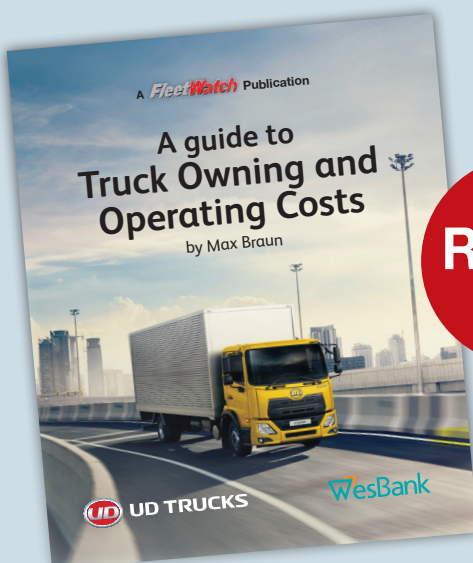
Scott says goal setting and the importance of staying the course, managing personal body weight, healthy diets, as well as medication and exercise was all part of the programme in Atlantis.

"Making a difference in these women's lives, however, will take more than just training and we need to ensure they are employed as part of the process. A lot of reassurance and encouragement is required to deliver long-term change."

Scott says sponsors of the programme including USAID, Hollard, Onelogix, Standard Bank, Volvo, the Western Cape government, Container Domestic Services, Crack and Afrit have all contributed to the 27 graduates' journey thus far, but now it is up to industry.

"The women all passed the course successfully and are able to start working in the transport industry: driving courier vehicles, buses and trucks. By giving them

an opportunity to be employed we, as the transport industry, can change their lives for the better, ensuring they, in turn, make a difference in their community that is in desperate need of assistance." □



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HUMAN CAPITAL SUPPLY CHAIN



Human resources

◀ People are the fundamental human resources to provide quality service to the customers. It is therefore a must to continuously improve employees' efficiency and performance," says Bidvest International Logistics' human resources director Harry Dimo.

People are the champions of the supply chain

As much as automated systems are revolutionising supply chains, human capital remains paramount. "People are the champions in making a business a success," says Bidvest International Logistics' (BIL) human resources director Harry Dimo.

In Part I of the State Capture Commission's report released this year, Justice Raymond Zondo went to great lengths to explain how government procurement processes had been subverted well before state capture even became part of the national conversation. Goods and services were procured when they were not needed, and there was often unnecessary duplication of work.

These practices were the direct result of people who were either unscrupulous or grossly incompetent

and shows what can happen when the wrong people are left to oversee logistics and supply chains.

While for the moment the worst of the Covid-19 pandemic appears to be over, Russia's invasion of Ukraine is giving rise to further turmoil in the world economy as fuel prices skyrocket and sanctions reshape global supply chains.

That said, there is no doubt that the impact of the virus is also still being felt. Shipping costs remain high and the world has not yet recovered from the microchip shortage affecting a number of industries. The situation will necessitate that skilled logistics leaders and staff are in place to weather the storm and ensure that businesses won't only remain sustainable, but profitable as well.

The supply chain industry is facing continuous change and major shifts

▶ In an age when technology is developing at a lightning pace, it's great to hear that in the logistic/supply chain sector, people are still the most important assets. They are still the champions.

due to the complex demands of customers. This has an impact and certain quality expectations on the roles of the supply chain specialists to adapt and shape business solutions.

Polly Mitchell-Guthrie, of supply chain software company Kinesis, points out that because today's supply chains face many disruptions, it makes it extremely difficult to establish patterns, and no matter how technologically-advanced algorithms may be.

HUMAN CAPITAL SUPPLY CHAIN

“It’s humans who possess the ability to derive meaning from context, so when disruptions arise, it is people who are able to use business acumen and domain expertise to make the best decisions for their supply chain,” she comments in *Engineering & Technology* magazine.

Scope for young people

Certainly in South Africa there is huge scope for young, driven entrepreneurs to contribute effectively to supply chains. A World Bank analysis for South Africa released in 2021 argued that if the country were to match the self-employment rates of countries like Brazil, Mexico and Turkey, making up an estimated 30% of all jobs, it could potentially halve its dismal unemployment rate of 34.9%. Furthermore, the global human capital market size is expected to reach \$32.68-billion (R502-billion) by 2027.

According to Fortune Business Insights, the increasing tendency of companies towards artificial intelligence and machine-learning to eliminate unnecessary IT costs will foster the growth of market sales. In other words, there is fertile ground for the country’s entrepreneurs to grow, and people will be at the heart of any potential revival.

“People are the champions in making a business a success,” says Bidvest International Logistics’ (BIL) human resources director Harry Dimo, adding that people are the fundamental human resources to provide quality service to the customers, therefore it is a must to continuously improve employees’ efficiency and performance.”

Dimo cannot stress enough the importance of having the “correct people with the appropriate skills sets and experience” on board to ensure processes happen as they should.

“The common qualities include the ability to solve technical problems, always display a sense of energy, learning and innovative capability, good leadership traits and intellectual humility. Individuals also need to be savvy in terms of the

supply chain industry and be able to adapt to the continuous changes and challenges.”

Attract and retain the best

At BIL, recruitment practices are geared to ensuring the company attracts and retains the best possible talent in the market. Scouting for this talent occurs in a variety of ways. These include a state-of-the-art recruitment platform that connects to LinkedIn and all the biggest electronic job boards. There are also a large number of candidates on BIL’s database that enables it to find suitable replacements in shortened periods. The company also enjoys close relationships with recruitment agencies and boasts a well-established Employee Referral Programme which rewards employees for referring people they know to BIL.



Internal academy

▲ Bidvest International Logistics has a Transport Education Training Authority (TETA) accredited internal academy that makes sure all qualifications are professionally recognised.

Dimo recommends that recruiting individuals or companies should review their hiring processes by interrogating their pros and cons and align their hiring approach to business competency requirements.

By no means is BIL the only business that has had to endure the challenges of Covid-19, but Dimo says it does stand out as one that has done so successfully. This is because its leaders continued to support and develop its staff despite the pressures on global supply chains.

“The BIL Academy had to become more innovative in how training and development should be remotely presented to employees, which brought about a big shift to insource training solutions which traditionally were outsourced to training providers,” Dimo explains.

“Management is constantly faced with the difficult task of keeping employees motivated during tough economic challenges, including Covid-19 circumstances, both inside and outside of the workplace. As a result, the best practice leadership approach is critical to ensuring that we cultivate a motivated, happy and productive workforce.”

BIL possesses what it likes to call its own internal “talent supply chain” that ensures continuity of highly-skilled staff.

The company has a Transport Education Training Authority (TETA) accredited internal academy that makes sure all qualifications are professionally recognised. In addition to leadership programmes and other behavioural skills training to address the required competencies, bursaries are also offered to high potential employees who are able to pursue degrees and post-degree qualifications.

BIL believes that while learnerships provide industry basics, tertiary study and other training addresses the current and future skills essential to the supply chain industry. BIL also offers wellness solutions and employee support solutions. This offering was especially well received during the Covid-19 lockdowns.

Furthermore, the company programme includes periodical internal employee satisfaction surveys to understand what employees are going through in the workplace.

“We also have a robust and continuous improvement performance management approach which is linked to our reward system. Lastly, we have effective methods to celebrate successes and drive innovation,” Dimo concludes.

In an age when technology is developing at a lightning pace, it’s great to hear that in the logistic/supply chain sector, people are still the most important assets. They are still the champions. □

Given the urgent need to attract youngsters into the logistics/supply chain sector, it comes as good news that Rhenus South Africa is giving 15 young people the opportunity to set a foot on the employment ladder in 2022 as part of the company's involvement with the Youth Employment Service (YES) Programme. Rhenus South Africa is part of the Rhenus Group, a leading global logistics specialist with 37 500 employees working at 970 business sites around the world.

Youth unemployment is a South African scourge that has been escalating over the past decade. Today, 52 percent of individuals between the ages of 18 and 35 do not have meaningful work. With this in mind, the YES Programme was launched as a joint initiative by the South African government and private sector in 2018 to inspire youth employment and job creation.

The project assists young people with workplace experience through employment placement that includes mentoring and regular assessments to track progress. On completion, candidates receive a Curriculum Vitae and reference letter. According to Rhenus

Rhenus builds future skills needs

"Youth are the most vulnerable in an economy where skills are required."

Dirk Goedhart

▼ Part of the group of 15 interns that have been brought into Rhenus South Africa as part of the company's involvement with the Youth Employment Service (YES) Programme.

South Africa's managing director Dirk Goedhart, 15 interns are being employed for a year.

"Youth are the most vulnerable in an economy where skills are required. This programme is a unique opportunity to get hands-on experience in the logistics sector. It is designed to enable participants to develop the necessary skills to launch their careers."

Candidates are identified from around the country and following a stringent interviewing process, are then employed. Participants are exposed to Rhenus during a short induction course after which they are placed within the company in various departments.

According to Goedhart, Rhenus aims to implement the YES initiative on an annual basis. "YES is a comprehensive programme that Rhenus is proud to be associated with," says Goedhart. "It affords young people the opportunity to change the course of their lives by delivering deep, systemic, and sustainable change while addressing the major challenge of unemployment."

Rhenus South Africa has actively embraced skills development over the years. In 2019 and 2020, 33 young people concluded logistics learnerships with the company. □



DETERIORATION ROAD CONDITIONS



Poor infrastructure equals poor road safety

▲ Dangerous potholed filled streets are contributing to South Africa's poor road safety levels and are one of the issues that require urgent attention and should be prioritized by local and provincial authorities says the AA. *FleetWatch* agrees! The car on the right of this picture had stopped to fix a puncture which it got when its tyre was cut hitting a pothole.

Crumbling local and provincial infrastructure is contributing to South Africa's poor road safety levels and must be addressed urgently if meaningful strides to improve the country's horrendous road safety record are to be made.

This is the opinion of the Automobile Association (AA) which says that dangerous potholed streets, inoperative streetlights, blocked stormwater drains, pollution-filled rivers and streams which overflow and unkempt sidewalks and traffic islands are among the issues that require attention and should be prioritized by local and provincial authorities.

"All too often human behaviour is blamed for road crashes when, in fact, prevailing road conditions

are the culprit. Research shows that there is an upward trajectory showing just how poor road environments contribute to fatal car crashes.

"When we hear of the high number of pedestrians killed annually in South Africa we must ask if sufficient provision is being made for this road user group on our roads. Are there adequate sidewalks for them to walk on, or are they forced onto the road surface with other vehicles? Are streetlights always working to make them visible when they walk early in the morning or at night? Are there sufficient crossings and bridges for pedestrians to cross busy roads and highways, or are they forced to take chances that may, ultimately, lead to severe injuries or even death?" asks the Association. ▶ 74

All too often human behaviour is blamed for road crashes when, in fact, prevailing road conditions are the culprit

DETERIORATION ROAD CONDITIONS

► 73 Added to the mix, the AA says, is fast deteriorating infrastructure where, it appears, there is minimal effort to ensure proper upkeep.

“When it rains in certain areas, roads become gridlocked as even small streams become impassable. Stormwater drains are clogged resulting in torrents of water flowing down busy roads, making it impossible for vehicles to use them. New potholes are created, and existing potholes get even bigger and deeper. Actions by motorists who swerve to avoid hitting these potholes, which then result in crashes, is ascribed to human error, which it is not; it’s road error caused by poor maintenance,” notes the AA.

The Association says poorly maintained road markings and road signage is another problem.

“Road markings and signage are there for a reason and should be well maintained but this is also neglected, sadly in many high-traffic areas where it is especially needed. Road users are vulnerable in these situations because the markings and signs which control and direct traffic are ineffective,” says the AA.

The Association says road users across South Africa should actively



Road users are urged to report maintenance issues... a critical, necessary first step to getting things to work properly.

report incidents of maintenance failure to their local authorities,

“We know all too well that such an approach often yields limited results, but we believe it’s still a necessary step in dealing with problems and getting things working right. It’s a critical first step along with engaging with local councillors and community leaders,” says the AA.

The Association says if targets to reduce road fatalities in South Africa are to be met – such as halving the number of road deaths in the country by 2030 – urgent attention must be paid to road and municipal infrastructure, or these targets will remain unattainable. □

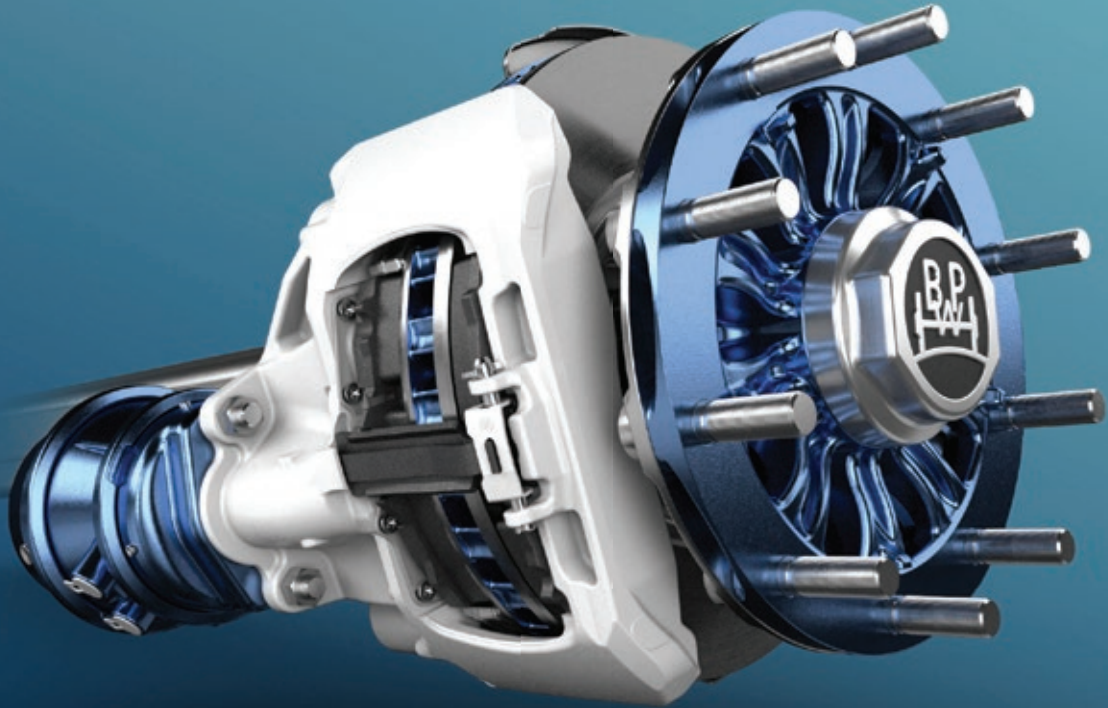


Bad roads... not enough is said about how the deterioration and lack of maintenance causes many accidents.

▼ The AA says poorly maintained road markings and road signage is another problem that contributes to South Africa’s poor road safety levels. “Road markings and signage are there for a reason and should be well maintained but this is also neglected.” On this road – none!



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OPINION PIECE

By Justin Manson, CEO, Webfleet Solutions



Outdated FM communication devices put SA road users at risk

As industries across the globe commemorated World Telecommunication and Information Society Day (WTISD) on May 17th, the United Nations highlighted the possibilities that the internet and other information and communication technologies (ICT) can bring to societies and economies.

Adoption of these technologies is an urgent requirement in South Africa's fleet management sector where countless businesses still use cellphones to communicate with drivers. But unfortunately, this method of communication is both hugely expensive and most importantly, incredibly unsafe.

Despite innovations like two-way radios and push-to-talk Voice over Internet Protocol (VoIP) devices promoting safer and more cost-effective communication methods than cellphones, network coverage still heavily impacts the effectiveness of these solutions. Additionally, some of these devices still require drivers to take their eyes off the road.

Growing concern

A video recently emerged of a South African truck driver using his cellphone while driving. First, he checks the road ahead to see a side tipper truck a few metres ahead.

He then proceeds to use his cellphone with both hands; however, the side

tipper in front of him stops abruptly while his attention is on his mobile device.

By the time he realises the imminent danger, it's already too late, and there's no way for him to avoid colliding into the back of the truck. The crash happened in under two seconds of him looking down at his cellphone.

This is just one example of how cellphone use remains a serious concern for drivers, other road users and fleet operators, whose concentration continues to be compromised by these devices. According to a report by Transport Research Laboratory, drivers who read and compose text messages while driving had a 35% slower reaction time and reduced ability to maintain vehicle control. The research also found that, when texting, drivers slowed significantly, indicating that they recognised the impairment and attempted to mitigate risk by reducing speed.

A DRIVER'S USE of a cellphone, or even a two-way radio, to communicate puts the lives of other road users at risk. It can also be costly for businesses, especially considering that even the best-planned schedule or route might need to be adjusted when the unexpected hits.

For example, suppose a business relies on cellphones to communicate with drivers. Those drivers could miss notifications about a route or schedule change because of a sudden hail storm or even protest action along their way. This could lead to delivery delays or damage to the vehicle and its cargo.

Additionally, relying on cellphones would require the fleet manager to pick up the phone and dial several different mobile numbers individually and perhaps only get through to a few drivers because of a lack of network coverage.

Thankfully, digital technology now allows fleet managers to communicate with drivers more safely and

effectively, whether managing one hundred drivers on the road.

For instance, digital solutions, like Driver Terminal, sit on the driver's dashboard and read messages from the fleet manager aloud. That means the driver doesn't need to pull over to check the new instructions or compromise their safety by taking their eyes off the road – allowing them to maintain both productivity and safety.

Fleet managers can also use this technology to digitise drivers' job cards and send clear instructions straight to a group of drivers. This allows them to optimise each driver's tasks and routes and share the updates electronically with the drivers on duty.

As a result, fleet managers don't need to wonder whether jobs have been completed, what the ETAs are for the following location, or whether a driver has completed a specific job, which improves customer satisfaction, can increase billable hours or reduces overtime.

Businesses that manage fleets across multiple provinces can use these systems to simultaneously alert all vehicles in one specific location about traffic updates, schedule changes, and weather events, allowing them to provide accurate ETAs to customers. They can then manage customers' expectations effectively while reducing wear and tear and the likelihood of drivers working overtime.

By optimising these day-to-day operations, businesses will benefit from long-term savings. For example, given the rise in petrol and diesel prices, fleet managers running ten or more deliveries a day can determine the fastest routes for drivers and communicate these updated routes effectively, which will reduce fuel costs.

South African businesses no longer have an excuse to rely on cellphones to communicate with drivers. The sector now has an even more comprehensive range of safer and cost-effective digital technologies that can provide a competitive advantage to companies and eliminate the distraction of using mobile devices while driving. □

◀ Digital technology now allows fleet managers to communicate with drivers more safely and effectively, whether they're managing one or one hundred drivers on the road.



AGRI SURVEY ROADS



Deteriorating roads compromise millions worth of Agri produce

A survey conducted by Agri SA to determine the impact of deteriorating road infrastructure on the agricultural sector has highlighted the enormous cost of South Africa's poor road maintenance on this sector. The impact is dire and is inhibiting the proper functioning and growth of the sector.

The survey revealed that participating farmers relied on road transportation to move an average of 94% of their produce. On average, participants transported an estimated R23-million worth of agricultural produce by road in the last financial year for a combined total of more than R7,1-billion.

13% of the respondents relied on road transportation weekly while more than 87% relied on roads daily. This, says Agri SA, explains why 69% of the respondents had at some

▲ The Agri SA survey showed that once the trucks leave the fields and hit the roads, the poor road conditions add huge costs in terms of vehicle damage ranging from engine and trailer damage to shorter vehicle lifespan and accidents. The respondents on average incurred repair and other related costs of more the R200 000 per participant. *(The Editor thanks his Boer-bra trucker mate Werner van Wyk for the photograph).*

point attempted to fix affected roads themselves. The respondents on average incurred repair and other related costs of more the R200 000 per participant. "While this may be affordable for the biggest sector players, it is untenable for South Africa's small-scale farmers," says Agri SA.

All but two respondents experienced operational challenges because of the state of our roads, with an estimated average of 16% in turnover losses during the last financial year. The survey included participants from the five worst-affected provinces with 19% in horticulture, 30% in agronomy, and 51% in animal production.

The survey showed that the consequences of the challenges related to deteriorating roads are varied and costly for South Africa's food producers. The costs incurred range from engine and trailer damage

to shorter vehicle lifespan and accidents. The increased transport and maintenance costs ultimately affect the consumer, determining how much consumers pay, and how fresh they receive the produce.

"All this constrains the potential of the sector to contribute to South Africa's GDP and employment. The sector already contributes R128-billion to GDP but this can be even higher. This potential is illustrated by the fact that it was one of the few sectors to increase employment in the latest Quarterly Labour Force Statistics. But this potential cannot be fulfilled without determined and urgent action to address the problem of transportation infrastructure."

Agri SA says it will be sharing this data with the Presidency and the Investment and Infrastructure Office within the Presidency and calling on government to join with the sector in addressing these issues now.

According to Agri SA, this survey has demonstrated the resilience and dedication of farmers who have continued to outperform the broader economy despite immense challenges. "Amid rising input costs, the nation's food producers have persisted even at immense personal cost, but this is unsustainable. Agri SA therefore stands ready to cooperate with government to ensure that we give our farmers the best chance of success, and in the process ensure the future food security of South Africa." □

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LEGS WORKOUT

1 WALKING LUNGES

Beginner	Intermediate	Advanced	Description
15 sec Work, 15 sec Rest	30 sec Work, 30 sec Rest	45 sec Work, 15 sec Rest	<ul style="list-style-type: none"> Begin at one end of the back seat step forwards with one foot and bend the knee to 90° Extend the knee down on the front seat and allow the back heel to lift. The back knee should also be bent and just hovering off the floor Then straighten both legs and repeat movement with other leg stepping forwards across the length of the truck
			Important cues: <ul style="list-style-type: none"> Don't allow the front knee to pass over the heel or collapse forwards and ensure to maintain a full spine

SCAN FOR VIDEO

2 SIT-TO-STANDS

Beginner	Intermediate	Advanced	Description
15 sec Work, 15 sec Rest	30 sec Work, 30 sec Rest	45 sec Work, 15 sec Rest	<ul style="list-style-type: none"> Begin standing with feet back towards a stepchair and feet hip width apart Move into a squat position by bending of the hips so that your buttocks makes contact with the stepchair Push through the heels as you straighten both legs and move into an upright position
			Important cues: <ul style="list-style-type: none"> This movement should be performed with control Avoid using your arms to help lift from the stepchair, but rather focus on using your leg strength Squeeze your buttock muscles as you lift

SCAN FOR VIDEO

CARDIO

1 FORWARD JOGGING

Beginner	Intermediate	Advanced	Description
15 sec Work, 15 sec Rest	30 sec Work, 30 sec Rest	45 sec Work, 15 sec Rest	<ul style="list-style-type: none"> Begin at one end of the truck and continuously jog (jogger) the truck length from one end to the other
			Important cues: <ul style="list-style-type: none"> Maintain the same pace for the entire duration Keep your body upright with head facing forwards Use your arms as you move forwards Focus on deep, rhythmic breathing

SCAN FOR VIDEO

2 MOUNTAIN CLIMBERS

Beginner	Intermediate	Advanced	Description
15 sec Work, 15 sec Rest	30 sec Work, 30 sec Rest	45 sec Work, 15 sec Rest	<ul style="list-style-type: none"> Begin in a plank position so that your body is in a straight line with hands placed under the shoulders and legs straight Lift one foot off the floor as you pull the knee up and in towards the same elbow Return the foot to the floor while pulling the other knee up and in to create a chopping motion Alternately repeat this movement
			Important cues: <ul style="list-style-type: none"> This can be performed on an incline with hands placed on a bar or top of the back (seagull) or on a flat surface (prone) Keep your stomach and buttock muscles tight Try to keep your body in a straight line

SCAN FOR VIDEO



The APP

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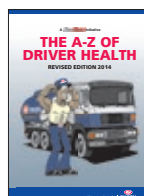
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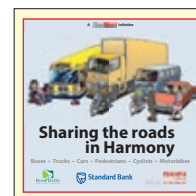
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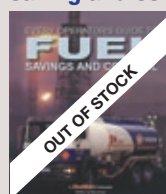
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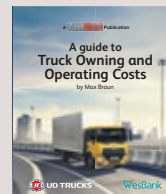
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