

FleetWatch

EMag Vol 84 / 2024

South Africa's Leading Online Trucking Magazine

Fleet Replacement

**DPD goes the
FML route**

**NETSTAR
TURNS
30**



Environment

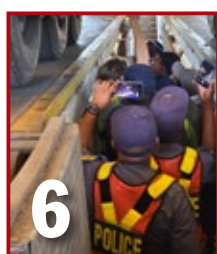
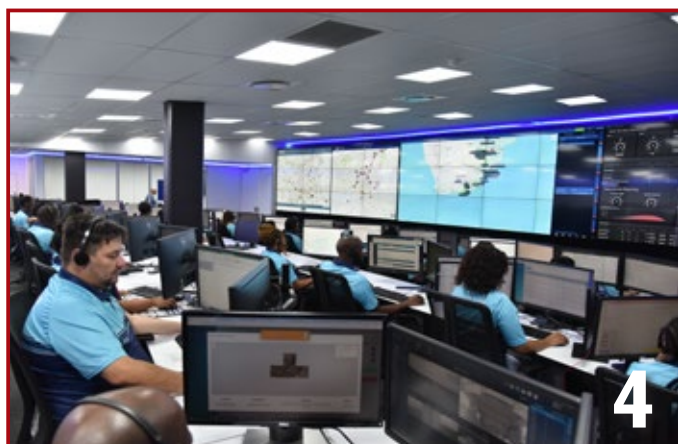
**FleetWatch
issues an
eco-awareness
challenge**

Brake & Tyre Watch

**Enforcers link
hands for
road safety**

Contents

Vol 84 / 2024



Cover Story
Global Bureau unveiled on Netstar's 30th birthday4
 Netstar has officially opened its massive Global Fleet Bureau as the company celebrates its 30th anniversary since launching in South Africa in 1994.

Brake and Tyre Watch
EThekweni, KZN - 4 trucks tested, 3 failed6
 The B&TW team trained a group of four departments as a first - fostering close co-operation among the different groups for the good of road safety.

Fleet replacement
DPD goes the FML route18
 DPD, one of South Africa's leading parcel delivery companies, is replacing its aged fleet and has entered a new era of out-sourced fleet management away from in-house vehicle ownership.

Opinion Piece
The missing puzzle piece.....22
 Rhys Evans of AlcoSafe takes a look at how breathalysers could transform road safety.

Manufacturers
 FAW notches up 30 years.....25
 Joint venture to develop a common software- defined platform26
 Stalwart Isuzu celebrates 60 years in SA28

Babcock DAF wins DAF International award.....30

Truck Dealers
 Innovation wins at UD awards.....33
 Hino Pomona is Hino's first 100% black-owned dealership.....34

FuelWatch
 bpSA announces centenary strategy36
 Unitrans juices up last-mile deliveries38
 Castrol notches up 125 years and launches a new marketing campaign42
 Engen gifts a 4-ton Hino 30042

Big heart of trucking
 Daimler Truck empowers learners ...45
 Isuzu gives trucks and bucks to Gift of the Givers46



Tell us how you are involved in biodiversity

Environment
 Challenge to the trucking industry - get involved in biodiversity initiatives50
 Hydrogen powered engine from Volvo52

Drivers
 Personalized driver training from Babcock DAF54

Driver Wellness
 Pool Transport becomes the 10th Daimler Truck SA key account customer to complete the DTSA Fleet Owner Workplace Wellness Programme.....56

General
 JAC Motors opens new state-of-the-art warehouse.....58
 City Logistics gears for continuity in the face of risk.....60
 GRW is on the expansion trail62

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Global Bureau unveiled on Netstar's 30th anniversary

By Patrick O'Leary

It was 30 years ago that FleetWatch was invited to the launch of a new company called Netstar which, as I was told by co-founder Basil Papalexis at the time, would be introducing an SVR (Stolen Vehicle and Recovery) system using some fancy technology that involved satellites, or the moon, or something up there that would link to something down here to enable hijacked and stolen vehicles to be tracked, traced and recovered. We didn't know much about that high-tech, 'stars wars', GPS type stuff as, up to then, vehicle security was mainly achieved via things like gear-locks and vehicle alarms. FleetWatch was, at that time, the official publication for the South African Transport Security Association and having an inside track, we certainly knew that some companies were working on this new technology. Would this be it? It's now 30 years on and from that small beginning....well, just take a look at the picture of the newly opened Netstar Global Fleet Bureau and I reckon it certainly was it.

▲ The global fleet bureau is impressive – the largest on the African continent.

THE VENUE for the launch of Netstar back in 1994 was an auditorium in ABSA Bank's downtown office building in Johannesburg at a time when you could still park your car on the street, feed the parking metre a few cents and walk to your meeting without being mugged or stumbling over huge piles of garbage on the pavements. And when you got back to your car, the wheels were still on it and the windows weren't smashed. The only downside was when the parking metre had expired and you found a ticket on your windscreen. Damn!

But times were changing and vehicle theft and hijacking was on the rise so if you were unlucky enough to get back to find your car gone, that was it. You could kiss it goodbye as you'd never know where it had gone. What was needed was some system fitted to the vehicle which would enable it to be remotely tracked using 'modern' technology such as GPS and then recovered using helicopters working in tandem with tough ground crew

guys who would take no nonsense and had a taste for action. And that is exactly what Netstar had put forward in the launch presentation. They had the stuff that would enable that to be done.

The technological developments in the industry since those early days have been nothing short of phenomenal and to chart the course of Netstar over the past 30 years would take much more than the space available here. So let's leave it to Grant Fraser, Group Managing Director of Netstar, to leap-frog the 30 years from 1994 and consolidate it all.

Speaking at the official opening of the Global Fleet Bureau, Fraser described it as the largest and most technologically advanced bureau for vehicle telematics and vehicle video surveillance on the continent which will service Netstar's growing commercial fleet customer base, emergency contact centre and vehicle recovery operations.

To give an idea of the scale of the bureau's operations, he said: "We currently manage over 2-million connected devices and over 181-billion data points per month through our hardware agnostic IoT platform. This platform can consume data from any device and be processed through our data lake at high speed and volume. We also process over 170 000 hours of video from our AI dashcams to improve the safety of drivers, assets and cargo."

Diving deeper into the stats, Jeandre Koen, Chief Operating Officer for Netstar, told us on a tour of the bureau that the team manages more than 30 000 unique assets and handles more than 3 500 pro-active alarms per shift.

"In our Emergency Control Centre, the team actions more than 180 000 cases per day and makes around 12 500 telephone calls out-bound while receiving on average 1 700 calls in-bound per day," says Koen, adding that in live cases, they manage more than 750 theft and hijacking cases per month excluding requests, overdue rentals and repatriations.

Impressive stuff but why call it the 'Global' Fleet Bureau? The answer is simple. Netstar does not only operate in South Africa but also in Australia, South East Asia, Italy and Africa and all activities in these markets are managed through this bureau.

While looking back on the past 30 years with pride, the future is looking very bright as evidenced by the fact



▲ Cutting the ribbon (l-r) Jeandre Koen, COO; Grant Fraser Netstar Group MD; Eugene Roets, Director – Finance.

that since 2002 until today, the business has almost doubled with a current 1,8-million subscribers on the books. In 2002, there were 100 000 subscribers.

And the company has never deviated from its roots of vehicle tracking and recovery with Fraser saying that since 1994, "we've made using South African roads safer, simpler and smarter and remain



committed to what truly matters to our customers and partners – protecting their most valuable assets and their loved ones. And yes, we save lives every day as our topmost priority."

On this point Fraser says that for the past 27 years, Netstar has maintained its recovery rate above 90% - "and we continue to make investments to sustain our recovery rate."

And how's this for an example of Netstar's effectiveness in this arena? "In 2003, Netstar recovered R1-million worth of assets per day. Today we recover R4-million worth of assets per day," says Fraser.

Taking all this into consideration, the 30th anniversary of Netstar is not only a celebration for the company. Rather it is also a celebration of South African ingenuity and contribution towards making society a safer and more productive place for all. Happy 30th birthday Netstar. □



30th Birthday

Netstar celebrated its 30th birthday by inviting customers, partners, suppliers as well as the leadership team of Altron to an afternoon 'shindig' of good food, good music and good camaraderie. Seen here cutting the 30th birthday cake are Werner Kapp (left), Group CEO of Altron with Grant Fraser, Group Managing Director of Netstar.



eThekweni, KZN

4
trucks
tested
3
failed

The FleetWatch Brake & Tyre Watch event held on the 22nd and 23rd of May 2024 in eThekweni was a resounding success, bringing together a dedicated group of 71 delegates from the Road Traffic Inspectorate, Metro Police, SAPS, Harbour Police and the Fire Department. This initiative fostered close co-operation between various departments, all united in their commitment to enhancing road safety.

The first day of the event took place at the Riverside Hotel, where attendees participated in theory training sessions. The high turnout and active participation underscored the importance and relevance of the training provided.

The second day saw a shift to the RTI Pinetown testing facility, where the focus was on practical training. Participants were given the opportunity to touch, see and hear all the faults discussed during

▲ Camaraderie is always the order of the day – 71 delegates all keen to put their newly learned skills to the test.

the theoretical sessions, thereby reinforcing their learning. The day commenced with an inspection of a well-maintained DAF truck and trailer provided by Babcock Africa, setting a benchmark for what a roadworthy vehicle should look like.

The practical training involved splitting the participants into teams, each of which rotated through various training stations. These stations included:

- External Lights and Conspicuity Tape (run by Orafol)
- Tyres (run by Bridgestone)
- Fifth Wheel (run by JOST)
- Braking Systems (run by ZF Aftermarket)
- Pit Inspection (run by BPW Axles)



▲ Participation is encouraged from delegates.



During the inspections, four trucks were thoroughly examined, resulting in three significant failures. This high failure rate highlights the critical need for rigorous vehicle inspections and the importance of ongoing training to ensure road safety.

A heartfelt thank you goes out to our valued partners for their unwavering support. Your contributions were instrumental in making this event possible and in promoting safer roads for everyone.

And a big thanks must also go out to Daniel Hiralall, Chief Traffic Engineering Technician from eThekweni Transport Authority, eThekweni Municipality for bringing together delegates from the different departments as a catalyst towards working together in close co-operation in the interests of road safety. This move was a winner in every way. □



▲ Participants are asked questions after each talk – get it right and they are rewarded with prizes.



▲ A full house – delegates on Day 1 – Theory training





Unifying different departments to enhance road safety

Hosted by the eThekweni Transport Authority, the event saw the bringing together of four different departments as a catalyst towards working together to improve road safety. A thumbs-up to Daniel Hirallal, Chief Traffic Engineering Technician from the eThekweni Transport Authority, who spearheaded this move.



▲ Daniel Hirallal, Chief Traffic Engineering Technician, eThekweni Transport Authority.



▲ Lt. Colonel Luke Fernandez, Area Commander North Region eThekweni Municipality Metro Police.



▲ Bongani Nkosi, Fire Safety Manager, Fire and Emergency Services, eThekweni Municipality.



▲ Sergeant Ganesh from Access Control Durban Harbour, SAPS.



▲ Neville Meth, Principal Provincial Inspector, Department of Transport, Road Traffic Inspectorate.



▲ Derek Moonsamy, Fire Safety Officer, eThekweni Fire and Emergency Services.

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we think transport





▲ **JC Auditors**, Oliver Naidoo



▲ Craig Proctor-Parker – known as 'Sergeant Major' from **Accident Specialist**

Expert trainers give of their time



▲ Patrick O'Leary of **FleetWatch**



▲ Dave Scott, veteran trainer paid a visit to share a message of hope.

◀ **Standard Bank's** Kathy Bell with Annah Ngxeketo CEO of Mamoja.

▼ **MiX Telematics** – Graham Darling.



◀ **Babcock Transport Solutions (DAF)** Dean Temlett, Technical Support Specialist.



▲ Reon du Plessis, consultant to **JC Auditors** and former head of KZN Traffic Training College.



▲ Manie Roux of **Jost**



▲ Reece Drewett of **BPW Axles**



▲ **Orafol's** Clive Versveld



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PRACTICAL DAY



▲ Dries Venter of Bridgestone explains the various faults found on tyres. Bald with no tread equals unroadworthy and needs to be replaced.



◀ Johan Van der Merwe of ZF Aftermarket/Wabco explains the information on a trailer data plate. If the data plate is not present, that's a discontinuation of service.

► Etienne Smit of Orafol takes a team through an all-round inspection of a rig – and what to look for.



◀ Reece Drewett of BPW Axles spent his day in the pit showing each team what to look for on the underside of a rig in terms of braking and other possible faults.

► Having experts from the Fire Department proved handy when they explained all the legal requirements for a functioning and legal fire extinguisher on a truck. This one was kaput.



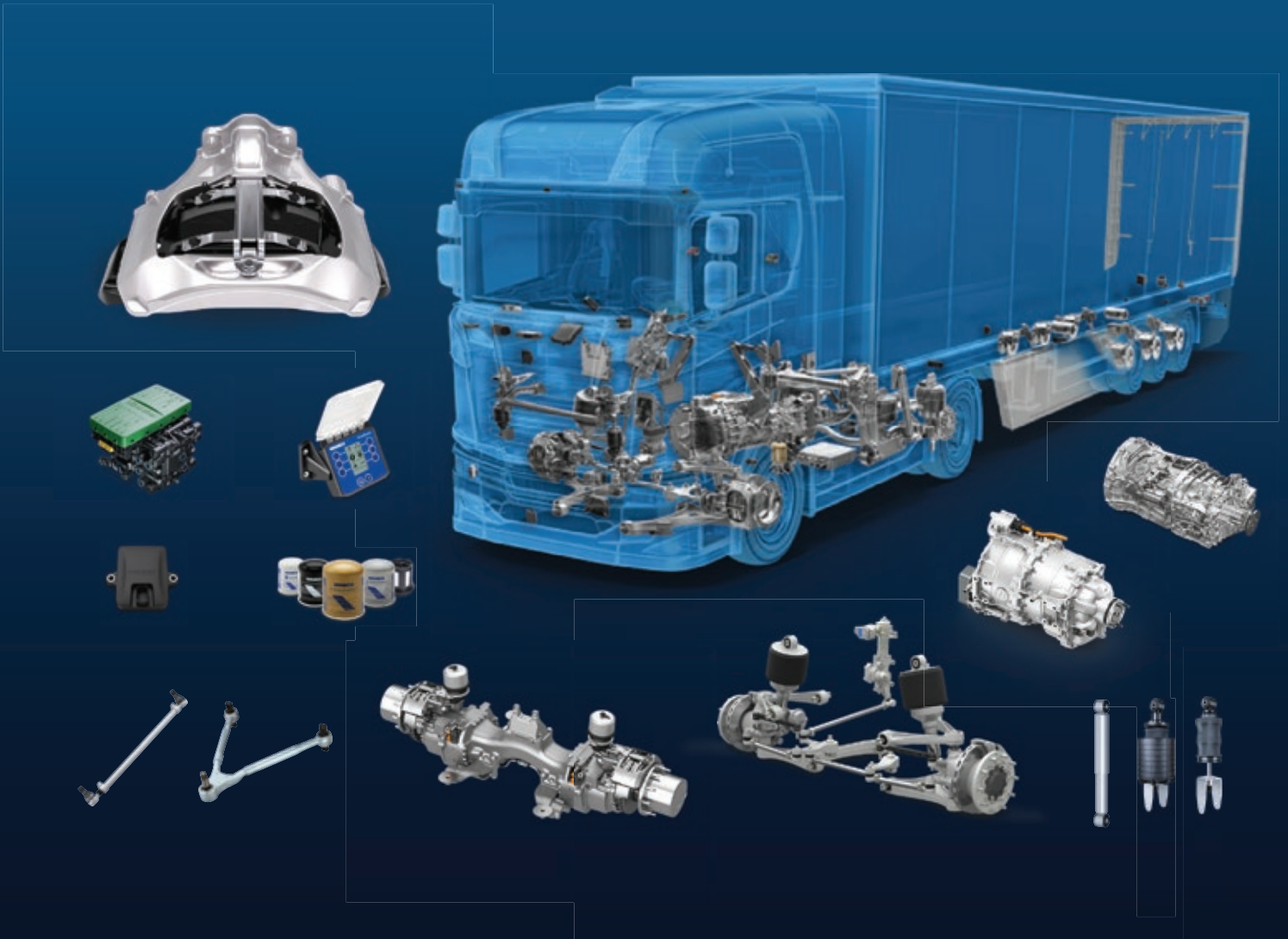


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Our
Sergeant
Major



▲ After being welcomed by FleetWatch Editor Patrick O'Leary, the delegates are then led through the procedures for the day by our 'Sergeant-Major' Craig Proctor-Parker, MD of Accident Specialist.

Thanks to DAF



▲ On site the officials view a top class DAF - with trailer an example of a 'good truck'.

A small but serious crack

If one looks at this 5th wheel structure (Pic A) you will notice at the top that the rubbers are being pushed out above the pedestal (see where circled). This has resulted in the 5th wheel losing its shock absorbing capability and all the shock impacts are going through to the ripple – or mounting - plate and that is why it has cracked (Pic B). But it's just a small crack one might say. Not that serious is it? Wrong. It is very serious and if the rubbers and the ripple/mounting plate are not replaced, the ripple plate can come loose causing the trailer to dislodge and cause a massive unnecessary crash. It must be repaired before the truck can continue operating. Manie Roux of Jost is the man who leads all delegates through the workings of a 5th wheel – and the faults that occur on them (Pic C).



▲ Licence disc and Operators Card removed and the paperwork for a Discontinuation of Service being done on a rig which failed the roadworthy inspection: Tyre faults; braking faults – and more.





Brake & Tyre Watch CAMPAIGN

FleetWatch magazine, along with its traditional partners in this project stage the highly successful **Brake & Tyre Watch** road safety initiative on a quarterly basis nationwide.

Background

Brake & Tyre Watch is a groundbreaking initiative designed to heighten awareness among transport operators about efficient braking and tyre checks, linked to comprehensive preventative maintenance on trucks. This includes critical safety elements such as lighting and reflectives. The project goes beyond awareness, aiming to empower Traffic Officials with specialised knowledge, enhancing their ability to intervene more effectively and remove unroadworthy heavy vehicles from our roads.

DATE	LOCATION	INSPECTED	FAILED	%
Feb 2006	Gauteng-City Deep	24	21	88%
Feb 2007	Middleburg	35	24	69%
May 2007	Centurion	41	17	41%
March 2008	Midway KZN	26	10	38%
June 2008	Kroonstad	8	7	88%
Feb 2009	Western Cape	25	25	100%
June 2009	Bloemfontein	54	26	48%
Nov 2009	Pietermaritzburg	12	11	92%
March 2010	Port Elizabeth	16	6	38%
July 2010	Rustenburg	7	5	71%
Dec 2010	Limpopo	11	10	91%
Feb 2011	Estcourt	24	20	83%
June 2011	Northern Cape	24	20	83%
Sept 2011	JHB - Langlaagte	24	18	75%
Feb 2012	Midway KZN	12	11	92%
May 2012	Klerksdorp	16	14	88%
Aug 2012	Tshwane	25	17	68%
Nov 2012	Krugerdsdorp	13	11	85%
Feb 2013	Port Shepstone	9	6	67%
May 2013	Donkerhoek	19	14	74%
Aug 2013	Western Cape	41	19	46%
Nov 2013	Marian Hill	41	29	71%
Feb 2014	Tshwane	12	4	33%
May 2014	Mpumalanga	13	12	92%
August 2014	Ekurhuleni	32	19	59%
Nov 2014	Heidelberg	10	8	80%
March 2015	Potchefstroom	30	21	70%
May 2015	Ermelo	11	7	64%
Aug 2015	Durban	14	11	79%
Nov 2015	Langlaagte	15	11	73%
March 2016	Estcourt	10	8	80%
May 2016	Ekurhuleni	12	10	83%
Aug 2016	Brackenfell	13	11	85%
Nov 2016	Kimberley	10	7	70%
Mar 2017	Mokopane - Polokwane	12	8	67%
May 2017	Pinetown	6	4	67%
Aug 2017	Bloemfontein	5	4	80%
Nov 2017	Maropeng	8	6	75%
Feb 2018	Beaufort West	5	2	40%
May 2018	Musina	8	7	88%
Sept 2018	Nelson Mandela Bay	6	5	83%
Nov 2018	Western Cape	6	5	83%
Feb 2019	Bapong	13	11	85%
Mar 2019	Donkerhoek	4	3	75%
May 2019	Windhoek, Namibia	6	4	67%
Aug 2019	Harrismith	7	6	86%
April 2023	Bapong	6	5	83%
Jun 2023	Springs	6	5	83%
Oct 2023	Donkerhoek	6	5	83%
March 2024	Walvis Bay, Namibia	5	1	20%
May 2024	eThekwin, KZN	4	3	75%
TOTALS		802	554	69%

Training Day

Prior to the hands-on testing day, Traffic Officials undergo crucial training. This free-of-charge training, facilitated by industry partners, focuses on the quality of brake maintenance, determining braking efficiency, identifying tyre faults, and addressing general issues. Each full-day session includes practical checks with roadworthy trucks and trailers, ensuring officials are well-equipped for their vital roles in maintaining road safety.

Practical Test Day Event

The hands-on test day unfolds at a selected Vehicle Testing station within the chosen province. Randomly selecting trucks from main routes and urban centers, the inspection pits and Brake Roller Test ascertain the state of brakes and braking systems. Close collaboration with Provincial Traffic Officials and SAPS enables a comprehensive check for trailer defects and other faults. The rationale is to challenge common accident attributions, emphasising that proper brake maintenance is pivotal in preventing failures.

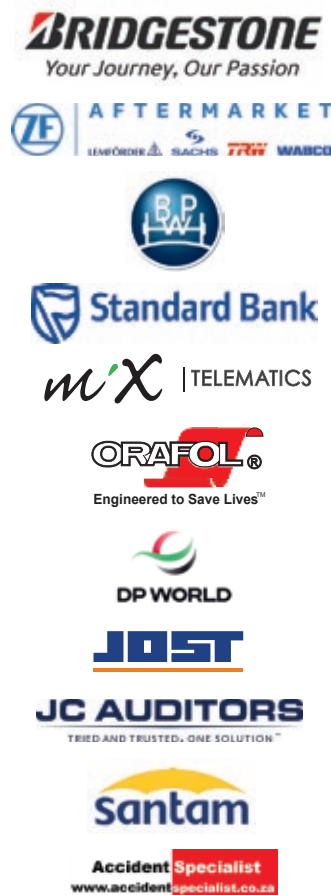
Practical Test Day FleetWatch's Concerns

FleetWatch addresses a worrying trend in operators skipping maintenance intervals due to economic pressures. Published results serve as a stark reminder that brakes and tyres, despite being hidden components, are paramount safety items demanding meticulous upkeep. The initiative aims to curb this trend by shedding light on actual findings, advocating for the highest maintenance standards.

Gratitude to Partners

FleetWatch extends sincere thanks to its dedicated partners. Their unwavering passion and commitment significantly contribute to the project's success, reinforcing the ethos that if **Brake & Tyre Watch** helps save just one life, it will have all been worthwhile. **Join us in making a difference on the roads – because safety matters.**

MAIN PARTNERS

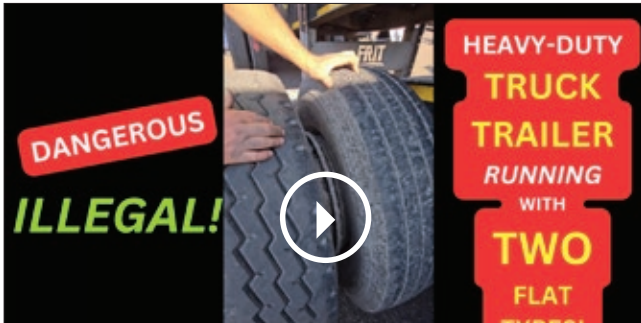


AD-HOC PARTNERS





WATCH
THE VIDEO



Illegal Tyres

https://www.youtube.com/watch?v=YJugx_eaioE&t=34s



▲ Cut tyre all round and no brakes. A killer combination.



▲ Bald tyre with no tread. Illegal and dangerous. Replace tyre.

Serious faults found



▲ ABS cable disconnected equals a Discontinuation of Service notice.



▲ Cracked brake disc. This disc can disintegrate totally and should be replaced.



▲ Missing wheel nuts cause extra strain on other studs which can cause other wheel nuts to fall off and ultimately lead to the entire wheel flying off.



▲ Total gomers. Rust and dust on all components. Note the large gap between the drum and the brake shoe. No brakes.

▶ Oil leaks abound showing no care for proper maintenance.





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▲ The convoy arrives heralding in a new era for DPD.

DPD goes the FML route

Wednesday June 12th was a day of celebration for all at DPD, one of South Africa's leading parcel delivery companies, when the first batch of 17 Isuzu KB 250 bakkies arrived at the head-office heralding in the start of a total fleet replacement programme for the company and a new era of out-sourced fleet management away from in-house vehicle ownership. Patrick O'Leary was there.

DPD, which stands for Dynamic Parcel Distribution, is part of the French Geopost organisation which operates in 50 countries delivering a staggering total of 1,8-million parcels a day. In South Africa, DPD delivers between 850 000 to 900 000 parcels per month with a record 1-million deliveries conducted last November.

This first batch of Isuzu's - looking resplendent in the DPD corporate colours - was the first of a planned five phase delivery schedule that will ultimately see a total of 120 Isuzu

units comprising KB 250 bakkies as well as Isuzu FTR850 and Isuzu NQR 500 trucks introduced into the company over the next year. The vehicles are being supplied to DPD by Elite Truck Hire under a Full Maintenance Lease (FML) partnership contract.

When the convoy arrived, it was given a warm welcome by all in the company with admin personnel streaming out of the offices to ululate and dance as the bakkies - chaperoned by one of DPD's newly branded long-haul rigs - drove through



▲ Deal done and dusted. The new partnership between DPD and Elite Truck Hire is celebrated by Jason Lombard (left), CEO of DPD, and Adam Friedman, director of Elite Truck Hire.

the gate. The top management team had also gathered to wave them in and one man who just could not stop smiling was Jason Lombard, CEO of DPD.

This is a man who has boundless energy but my guess is he's going to be able to channel some of that energy into some other pursuits - may I suggest golf perhaps - given that the costs, the headaches and the managerial time associated with running and managing a huge fleet of trucks is now out of DPD's hands.

It's now in the hands of Elite Truck Hire and he is confident that they will do a good job of it.

Outsourcing its fleet via an FML contact is a big move for DPD but it makes so much sense given the increased demands on a leading ► 20

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*T's and C's apply



►¹⁸ parcel delivery company like DPD in light of the surge in e-commerce – read on-line shopping - over the past years. It's a kind of new world out there from years back and the company's aged fleet was not keeping up with today's demands.

The old style, not so time sensitive B2B model for courier companies like DPD is certainly still there but there is no doubt that the rise in on-line shopping has significantly transformed the parcel delivery landscape in South Africa, driving growth and innovation while also presenting new challenges that companies must navigate to remain competitive.

One of the big challenges faced by those operating in this high growth arena is last-mile delivery made even more challenging in light of promises made by e-commerce giants of 'same-day' or 'next-day' delivery. It's actually a daunting task and is not going to get any easier as consumers are demanding faster and faster delivery times.

Put all this into one basket and for a company like DPD, which according to Lombard delivers 58% of its small parcel deliveries to homes, two very jacked up and reliable components have to be in place to enable it to compete in the highly competitive courier sector.

The first – which is its core focus - is to have sophisticated IT systems and processes in place to manage its network (every city, town and postal code in South Africa) in the most efficient and professional way possible so as to enhance its customers' experiences. The second is a reliable, efficient and 100% available fleet to deliver on its promises. Sounds simple doesn't it? Not so for each of these two components are highly complex and require different skill sets and focus while at the same time complimenting each other. This is how Lombard sees it....

"We're in the business of delivering parcels and while trucks are what we use to affect that, we're not in the business of trucking. Our focus must be on our IT systems, our network and



Loved the comment from the guy taking the new vehicles for their first fuel fill. "The celebrations are over. It's time to work now," he said with a smile. Please will South Africa's new Government of National Unity take note of his words.

our service performance rather than on scheduling trucks in for servicing, handling breakdowns, renewing licenses and all the other cost and time consuming tasks that go with running a fleet of vehicles. Far better to outsource all that and focus on our core functions which is what we are now doing," says Lombard.

"What we're now looking at is no more breakdowns, no more servicing, no more maintenance costs, no more redundancy and 100% utilisation. That's all off our shoulders as Elite Truck Hire will manage all of that for us," says Lombard. And of course, when a vehicle is off the road for servicing, a replacement vehicle will be supplied to fill the temporary gap.

The wisdom of this new move became evident when, after all the celebrations were over, I drove round to the back of the warehouse premises to have a look at the workshops. And, just outside the entrance to the workshops were two mechanics bent over the bonnet of a bakkie with their hands digging deep into the engine

compartment. There were also a number of bakkies and trucks parked gathering dust while waiting to be serviced. These were all part of the old fleet. The old boys club.

Well, there will be no dust on the new fleet as under the FML contract, there won't be any vehicles off the road (VORs) waiting to be serviced. All maintenance will be the responsibility of Elite Truck Hire and 100% fleet availability, efficiency and productivity will be assured via a replacement vehicle being supplied if needed.

On the financial side of ownership versus FML, Lombard is happy that here too, DPD sees the advantages leaning in favour of FML when all is taken into consideration. This will be a good subject to explore in a future article but in the meantime, let's just leave it that, according to Lombard, DPD would have had to lay out around R60-million if they had replaced the fleet under a DPD ownership route. And that's not taking into account on-going costs such as repairs and maintenance over the years. Mmmmm!

One question remains. Why Isuzu? "Both Elite Truck Hire and ourselves were on the same page when it came to deciding on Isuzu as our vehicles of choice," says Lombard. "In our small parcel delivery game, they are reliable workhorses while also being fuel efficient and providing great comfort levels for our drivers. It also takes a decent sized canopy which is important in our game. It's the right choice for our operations."



So it all adds up to a new era for DPD – not in what they do but rather in how they do it better with the aim of, in Lombard's words, "being the best small parcel delivery company in South Africa." Bring it on! □

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The missing puzzle piece

A look at how breathalysers can transform road safety.



By Rhys Evans,
Managing Director,
ALCO-Safe



South Africa grapples with a grim reality on its roads. A staggering [58%](#) of road fatalities involve alcohol, yet the true extent of this crisis remains obscured by a critical flaw: inaccurate post-accident data collection. This lack of reliable data hinders the implementation of effective law enforcement policies to curb drunk driving and its devastating consequences.

The current system suffers from a significant absence of standardised procedures as breathalyser tests - a vital tool for gathering concrete evidence of alcohol impairment - are not routinely administered after accidents. Addressing this challenge requires a bi-faceted approach: increased investment in resources and training and a firm commitment to adopting international best practices. Without these steps, South Africa remains trapped in a cycle of inaccurate data and the persistence of alcohol-related road deaths.

The inaccuracy gap - a roadblock to progress

The most significant challenge lies in the fundamental inaccuracy

of the data and the absence of a set procedure for post-accident testing by law enforcement creates inconsistencies. Data is primarily gathered from a limited pool: individuals transported to hospitals for injuries or those randomly chosen for breathalyser tests at the scene, which paints an incomplete picture, rendering any statistics derived from this method unreliable.

In contrast, countries with established procedures paint a clearer picture. Imagine a scenario where every accident, regardless of severity, involves mandatory breathalyser testing for all parties involved. This comprehensive approach provides a wealth of accurate data, empowering policymakers to implement targeted solutions.

Illuminating the path forward to accurate data

The widespread availability of breathalysers needs to be a focus for law enforcement. Ideally, every police vehicle responding to an accident scene should be equipped with a breathalyser, which would allow for immediate testing and capturing a critical snapshot of a

OPINION PIECE

driver's blood alcohol content at the time of the incident.

Using a breathalyser instrument, each test is uploaded to a secure cloud platform, creating an unalterable digital record. This eliminates the possibility of tampering with or manipulating results, fosters transparency and reduces opportunities for corruption. Instruments connect wirelessly via Bluetooth to a dedicated app or directly to a smartphone, which then transmits the data to the cloud.

This real-time approach eliminates the need for manual downloads, streamlining data collection, management and reporting. The benefits of equipping police vehicles with breathalysers extend beyond immediate data collection. Breathalyser results can be used to direct law enforcement resources towards areas with the highest concentration of alcohol-related accidents and this data can inform targeted enforcement efforts, such as increased weekend and peak roadblocks in high-risk areas.

Learning from global examples

Several countries have established successful models for breathalyser use in post-accident scenarios. A common thread is the existence

The tools and knowledge are available, the only missing ingredient is action.

of a well-defined protocol that mandates breathalyser testing for all parties involved in an accident. This standardised approach streamlines data collection and ensures its accuracy.

The data gleaned from these tests goes beyond simple statistics. It provides valuable insights into the demographics most affected by drunk driving, allowing for targeted interventions. For instance, data revealing a higher prevalence of drunk driving among a specific age group can inform public awareness campaigns tailored to that demographic.

Addressing implementation barriers beyond cost

While cost is a significant hurdle, resource limitations pose another challenge. Police forces are often stretched thin, with limited personnel available to attend to non-critical accidents. This can lead to delays

in post-accident testing, potentially rendering breathalyser results inconclusive.

In the interim, solutions like field sobriety testing can be explored. This training equips officers with the ability to assess a driver's possible intoxication without relying solely on breathalysers. While not a replacement for breathalyser results, field sobriety testing provides a valuable tool in resource-constrained situations.

The price of inaction

The consequences of failing to address data deficiencies in road safety are dire. Without accurate data, policymakers are left operating in the dark, unable to effectively target interventions where they are needed most. This lack of clarity translates into missed opportunities to save lives.

South Africa stands at a crossroads. The path to safer roads is paved with accurate data and breathalysers are the key to unlocking their potential. By embracing international best practices and investing in resources, South Africa can embark on a data-driven journey towards a future where preventable drunk driving fatalities become a thing of the past. The tools and knowledge are readily available; the only missing ingredient is action. □

The widespread availability of breathalyzers need to be a focus for law enforcement.





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FAW notches up 30 years

When FAW trucks first appeared on South African roads 30 years ago, the Chinese OEM and its local importer, FAW South Africa, faced a tough challenge in transforming negative market perceptions of Chinese vehicles. Today, with a 30-year track record behind it and a growing market share, FAW South Africa has proved the naysayers wrong.

As testimony to FAW's success in the South African trucking sector, FAW South Africa recently celebrated its 30th anniversary at the organisation's manufacturing plant in Coega Gqeberha.

According to Jian Yang, FAW South Africa CEO: "The overarching theme of the celebration revolved around the harmonious fusion of Chinese and South African cultures, which has been instrumental in driving FAW South Africa's success over the past thirty years in Southern Africa."

▼ The FAW JH6 range of 6x4 truck-tractors has gained traction in the long-haul sector.

The event guest list included government, embassy and ministerial officials, FAW Group representatives, local dealer representatives, FAW customers, FAW employees, media representatives from both local and Chinese markets, as well as finance and business partners.

New FAW 550hp 6x4 unveiled

A highlight of the event was the unveiling of the much-anticipated FAW JH6 550hp 6x4 truck-tractor, which will join two other JH6 6x4 derivatives that have sold well over 1000 units locally since their release in mid-2022.

The evening's programme also featured award presentations recognising the longstanding contributions of dealers, customers, and employees. Another key focal point of the event was commemorating the founding of FAW South Africa via the joint-investment forged by FAW Group and the China-Africa Development Fund in 1994.

"It was a gathering of industry leaders and stakeholders, symbolising three decades of success and partnership," says Yang.

Expressing gratitude for the unwavering support received from South African customers, partner, and stakeholders throughout the years, Yang reiterated FAW's commitment to maintaining its position as a trusted partner for businesses worldwide. □



▲ FAW South Africa CEO, Jian Yang (right) shares a toast to 30 years of solid performance in Southern Africa with FAW Group colleagues.



▲ Unveiled at the 30th anniversary event - the new flagship FAW JH6 550hp 6x4 truck-tractor.



In South Africa, the week following the 2024 general election spawned a mantra for its political future - 'coalition' - a word that suggests compromise, checks and balances and hopefully, improved efficiencies. As our political honchos gear up for uncharted waters, two truck titans who have solid presences in South Africa are set to form a software development joint venture – call it a coalition if you will. Volvo Group and Daimler Truck plan to co-develop a software-defined vehicle platform to meet the demands of an increasingly digitised truck operating environment.

According to both organisations, a “shared ambition to lead the digital transformation to software-defined heavy-duty commercial vehicles” forms the core of the joint venture. To amplify their efforts, both companies have reached a preliminary agreement to establish a joint venture to develop a common software-defined vehicle platform and dedicated truck operating system, providing the basis for future software-defined commercial vehicles.

The intention is to make the new joint venture a leading developer of standardised hardware and software. This technical basis will then enable Volvo Group and Daimler Truck and potentially other partners to provide differentiating digital vehicle features for its products, ultimately enhancing customer efficiency and experience.

Volvo Group and Daimler Truck intend to be 50/50 partners in the joint venture, which will operate as an independent entity, with Volvo Group and Daimler Truck continuing to be competitors in all other areas of business.

Collaboration is crucial for digital truck advancement

In the context of the already-heavy investments into the transformation towards CO²-neutral drive technologies, cooperation on digital technology development has become even more vital to best meet development objectives and customer expectations within a feasible timeframe.

Martin Lundstedt, Volvo Group



▲ Daimler-Truck CEO, Martin Daum:

Joint venture to develop common software-defined vehicle platform



▲ Volvo Group president and CEO, Martin Lundstedt

President and CEO states: “Volvo Group and Daimler Truck are combining forces to accelerate the customer benefits that a software-defined truck platform will bring. Given the rapid transformation of our industry, it makes sense to collaborate to accelerate

development, increase volumes and share cost. Software-defined heavy-duty trucks represent a paradigm shift in the transformation of our industry. Making the truck a programmable device with standardised hardware and operating system for fast product updates will give both companies the opportunity to create value for our customers and their customers through differentiating digital services and solutions. Partnership is truly the new leadership.”

Martin Daum, CEO of Daimler Truck comments: “Just as important as the transformation towards CO²-neutral drive technologies is the digitalisation in the vehicle. Developing a common software-defined vehicle platform with Volvo Group will enable us to turn our vehicles into a programmable device. It will allow us to build differentiating digital vehicle features with significantly greater speed and efficiency for our truck and bus customers around the globe. Together with the Volvo Group we can develop a benchmark truck operating system and set an industry standard.”

The joint venture will be headquartered in Gothenburg, Sweden, incorporating existing assets and resources of both companies into the new organisation. The goal of both shareholders is to set the industry standard for a truck operating system and offer its products to other OEMs as well.

Volvo Group and Daimler Truck therefore will remain competitors and continue to differentiate their complete product and services offerings, including their respective digital solutions. Both companies will provide their own end-user applications on top of the platform to offer differentiating digital vehicle features to their respective customers.

The now signed preliminary agreement is non-binding. A final agreement is expected within this year, with the goal to close the final transaction in Q1 2025, subject to necessary examination and approvals by the respective authorities. □

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Stalwart ISUZU celebrates 60 years in SA

For a Japanese OEM with a fledgling truck brand back in the early 1960s, building a niche in an African trucking market dominated by European, British and American OEMs must have taken a great deal of commitment and courage. Isuzu Trucks is one such pioneering company, which in 2024, notches up its 60th anniversary as a stalwart supplier to the South Africa truck market.

The management board of Isuzu Trucks describes the six decades-long history of its brand in South Africa thus: “Isuzu Trucks began its journey in South Africa with a simple yet powerful vision: to provide reliable, durable, and innovative commercial vehicles to meet the evolving needs of businesses across the nation, backed by a steadfast commitment to offer transport solutions to large fleets and single-unit operators alike.

“Since our inception, Isuzu Trucks has been synonymous with quality and performance. We entered the South African market in 1964 introducing the iconic Isuzu Elfin TKG 10 petrol-engine 1½-ton truck, marking the beginning of a legacy that would shape the transportation industry for decades to come.”

▲ This year marks Isuzu Trucks’ 60th anniversary as a stalwart supplier to the South Africa truck market.

Innovation and service excellence

“Over the years, we have continuously raised the bar, introducing groundbreaking technologies and pioneering advancements that have redefined the standards of excellence in commercial vehicles and consistently pushed the boundaries of innovation to deliver vehicles that exceed expectations.

“Securing the top spot in the cab-over-chassis market in the medium- and heavy commercial vehicle segments for 11 years consecutively is testament of our trucks’ unwavering reliability and durability.

“One of our key pillars of success lies in our relentless pursuit of technological advancement and environmental sustainability. As part of our 5-step alternative propulsion journey towards full carbon-neutral New Energy Vehicles, in addition to Euro-5 models already available, we are excited

**WATCH
THE VIDEO**



FleetWatch Editor Patrick O'Leary explores the Isuzu Trucks stand at NAMPO 2024 with Lemraan Brown, Senior Manager - Commercial Vehicle Planning and Program Management at Isuzu Motors South Africa.



▲ Isuzu has embarked on a 5-step alternative propulsion journey towards fuel carbon neutral new energy vehicles. This is one of the Compressed Natural Gas models.

to announce that Diesel Dual Fuel is now available as an option on 20 of our truck models, offering customers a more sustainable and efficient transportation solution. The recently introduced NPR 400 Compressed Natural Gas model further expands our range of environmentally friendly vehicles.

“As we commemorate 60 years of Isuzu Trucks in South Africa, we extend our sincere gratitude to our customers, partners and employees for their unwavering support and trust. Together, we have achieved remarkable milestones

and overcome challenges, and we remain committed to driving innovation, excellence, and sustainability in the years to come.”

FleetWatch congratulates Isuzu

**Isuzu Trucks sports
a versatile range
serving the SA
market with
trustworthy vigour.**

Trucks for its rock-solid support of the local trucking industry for all these years. As it happens, the NAMPO 2024 show coincided with Isuzu's 60th anniversary and the company was once again exhibiting a range of its farmer-friendly vehicles to the farming community of South Africa. *FleetWatch* was there and in the above video, *FleetWatch* Editor Patrick O'Leary explores the stand with Lemraan Brown, Senior Manager - Commercial Vehicle Planning and Program Management at Isuzu Motors South Africa. □





Babcock wins DAF International DOTY award

Babcock, the sole importer and distributor of DAF trucks, parts and service in Southern Africa, has won the prestigious DAF International Sales Dealer of the Year Award for 2023. Babcock faced strong competition from over 50 DAF sales territories around the world.

Marius Barnard, managing director of Babcock Transport Solutions and Mark Gavin, national sales director of Babcock Transport Solutions, says that customer loyalty is one of the key reasons for the company's success.

"The deciding factor was most likely our performance, which exceeded the expectation set for us by DAF. The manner in which we have grown and established the brand as a premium product in a difficult, competitive market was also taken into account, especially considering that Babcock was coming off a very low base when we took over custodianship of the DAF brand," Gavin says.

▲ Babcock and DAF will leverage customer loyalty and brand image to expand its Southern African market share.

OEM support

"Of course, every success story comes with its challenges. The ZAR:EUR rate of exchange, for example, is a constant hurdle facing the company," Gavin points out. "Exchange rates have a massive impact on not only the purchase price of the vehicle, but also on the overall total cost of ownership of the product."

While this is a source of frustration for the entire industry, Babcock has the unwavering support of the team at DAF Trucks in the Netherlands.

"We get amazing support from our regional manager in the Netherlands, Maikel Neijenhuis. He is a regular visitor to South Africa and has a good rapport with our clients. He also has a very good understanding of the South African market and operating conditions," says Gavin.

DAF's hands-on support of the Babcock team extends to improved parts availability, which helps to ensure maximum vehicle uptime, states Gavin. "We hope to use the current momentum and growing visual impact of having more DAF vehicles on the road to penetrate even further into Blue Chip fleets in South Africa."

▲ Holding the DAF International Sales Dealer of the Year Award for 2023 are Marius Barnard (left), managing director of Babcock Transport Solutions and national sales director Mark Gavin, surrounded by proud members of the DAF team.


We stick to the basics, look after our people, and listen to the market.

Marius Barnard
MD, Babcock Transport Solutions

The confidence Babcock has in its business formula is backed by a commitment to investing in bricks and mortar infrastructure, states Barnard: "We are planning a CKD local assembly plant to improve supply and short-notice specifications flexibility. This should happen within the next two years."

Babcock's victory in the DAF silverware chase rings true in a business environment rife with the 'noise' of disruptive technologies and methodologies.

"The key to our success is simple. We stick to the basics, look after our people, and listen to the market. The Babcock team is clearly doing all of the above extremely well," concludes Barnard. □

A large white semi-truck is shown from the side, driving on a multi-lane highway. The sun is low on the horizon, creating a warm, golden glow across the sky and reflecting off the road surface. The truck's headlights are on, and its reflection is visible on the wet pavement. The sky is filled with soft, wispy clouds, and the overall atmosphere is serene and professional.

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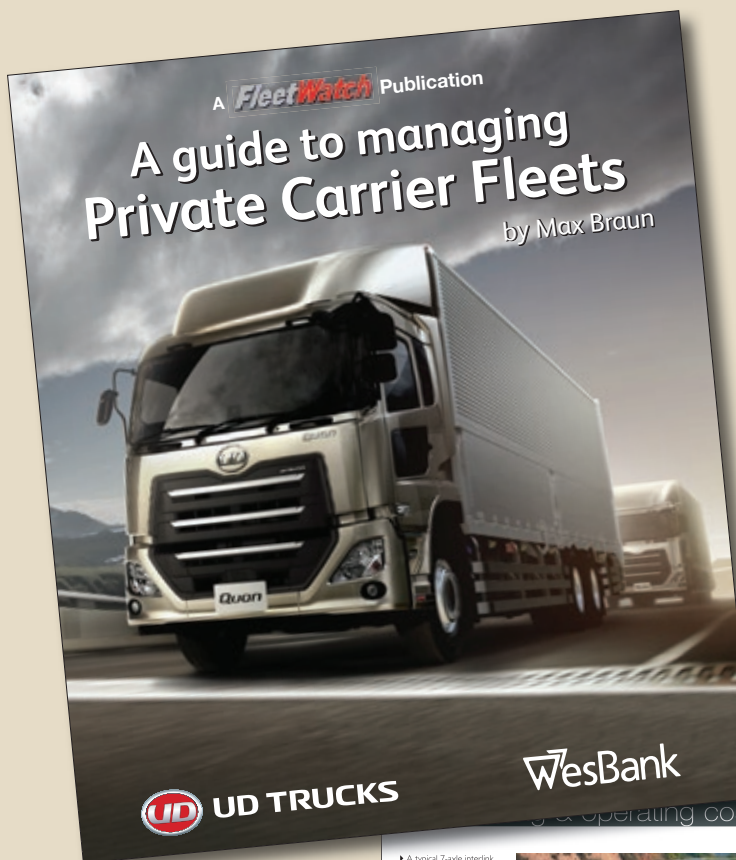
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► A typical 7-axle interlink curtainsider travels long distances mainly on national roads and frequently have access to return loads.



An overview of owning and operating benchmarks

Our global competitiveness depends on cost effective and efficient transport services.

The table opposite shows the relationship of the various fixed and running costs for two typical vehicle operations. The first is for a short-to-medium-haul rigid vehicle that typically transports perishable and temperature-sensitive products. Vehicles like this frequently ply metropolitan roads making several drops, although some operations have just a single drop.

By the nature of the operation, they cover a modest number of kilometres, as they deliver to many last-mile clients. There is rarely any payload for the return leg to home base, thus making the utilisation

of the payload ability of the vehicle extremely low. There is a large choice of suitable vehicles, insulated load bodies and fridge units available to choose from. Keep in mind that this represents current market-related benchmarks for this transport task.

The second set of benchmarks is for a seven-axle flat deck links hauling pallet loads over long distances. Fleet owners undertaking long distance transport of freight logistics travelling mainly on national roads cover a large number of kilometres and frequently have access to loads on the return to home base.

Insulated Rigid Six Pallet Vehicle approximately 60 000 kmpa	Percent of Total Operating Costs	7-Axle Flat Deck Interlink 32-36 pallets approximately 180 200 000 kmpa	Percent of Fixed Costs
Depreciation	19%	Depreciation	36%
Cost of Capital	6%	Cost of Capital	13%
Vehicle Licenses	1%	Vehicle Licenses	4%
Insurance	6%	Insurance	14%
On-board Crew	18%	On-board Crew	35%
Total Fixed Costs % of Total	50%	Total Fixed Costs % of Total	33%
Variable Costs		Variable Costs	
Total Fuel	35%	Total Fuel	43%
Top-up Oil	2%	Top-up Oil	2%
Maintenance	9%	Maintenance	15%
Tyres	2%	Tyres	4%
Unforeseen	2%	Unforeseen	3%
Percent of Total	50%	Percent of Total	67%
TOTAL COSTS	100%	TOTAL COSTS	100%

NOTES

When considering these examples, keep in mind that there is considerable choice when acquiring vehicles, trailers and allied equipment. The transport operating environment will have an impact on all variable costs. How vehicles are paid for, maintained and decently driven will be reflected in the amount of fuel used, maintenance and repairs over the years of operation. The choice of tyres, replacement parts and competence of maintenance technicians individually

and collectively also play an important part. The annual cost of owning and operating a large articulated vehicle as described in the example is currently more than R3,8 million a year when covering around 200 000 kilometres a year. If replaced after just four years, the original capital cost as a percentage of useful life costs is about 12% to 13%. This acts as a timely reminder that the initial purchase price is not the issue when acquiring vehicles that are best suited to your specific needs. ◊



► A typical short-medium haul rigid vehicle will travel on metropolitan roads making several or single drops and cover modest kilometres.

It's essential for transporters to identify, measure and manage all cost inputs into their operations.

Innovation wins at UD awards

African truck fleet operators pin their operational efficiencies on many factors, not least being reliable sales, service and aftersales support from their local truck dealer. UD Trucks Southern Africa (UDTSA), celebrating a successful 2023 and a growing regional dealer footprint, recently announced its top-performing dealers for last year, awarding excellence in continuous innovation amidst challenging business conditions.

"The year 2023 was an event-filled year for UD Trucks Southern Africa, following numerous achievements across its sales and aftersales business areas which resulted in a positive effect on the overall business growth for the brand," states Fabrice Gorlier, senior vice president, UD Trucks International Sales.

He adds that: "UDTSA remains one of the biggest markets outside of Japan, and the impressive performance from its dealer network in 2023 further affirms the brand's strong foothold in Southern Africa."

UDTSA hosted its Annual Dealer Conference (ADC) in Cape Town where dealers were awarded for excellence in customer satisfaction, business performance and aftermarket achievements for the 2023 business year.

The top three awards went to UD Trucks Cape Town (Overall Dealer of the Year), AutoSueco Namibia (Dealer of the Year 2023 for Emerging Markets) and UD Trucks Ermelo (Medium Dealer of the Year).

Innovation for adaptation

UDTSA's judging panel awarded dealers who, during



▲ Scooping the Overall Dealer of the Year 2023 award, UD Trucks Cape Town.

2023, "propelled change through innovation and the creation of favourable conditions to enable adaptation in what was a dynamic operating environment," explains Filip Van den Heede, managing director, UD Trucks Southern Africa.

"These awards send a strong message about the strength of our extensive dealer network and its commitment to delivering exceptional service and sales to our customers. Just as importantly, these awards also bear testament to the extraordinary individuals and teams who achieved excellence in 2023 in an even tougher operating environment, setting new standards for success. We are excited about the year ahead as we continue to work together to pivot UDTSA to greater heights, and ensure our customers have access to smart logistics solutions," says Van den Heede.

Gorlier outlines UD Trucks Southern Africa's 2024 strategy thus: "With its robust retail excellence strategy, UDTSA will continue to prioritise the evolving business requirements of its customers through offering a range of quality products, comprehensive services, and superior customer support." □



▲ **Top:** UD Trucks Ermelo scooped the Medium Dealer award.

▲ **Above:** UDTSA's 2023 top dealer in emerging markets – AutoSueco Namibia.

▼ Filip Van den Heede, managing director, UD Trucks Southern Africa, is positive of steady UDTSA growth through network-wide innovation for customer satisfaction.





Hino Pomona SA's first 100% black-owned dealership

The global imperative for greater inclusivity in enterprise ownership and management is gaining traction in the South African trucking industry with several fleets and truck dealerships currently boasting 100% black-ownership. In a move that will bring greater equity to local logistics value chains, Hino South Africa has announced its first 100% black-owned dealership, Hino Pomona in Kempton Park, Gauteng.

The dealership, formerly owned by the Motus Group, was acquired with all its assets by Isipho Capital, a 100% black-owned/65% women-owned investment company.

"We are absolutely delighted that this transformation deal has now been concluded because Hino Pomona is an important member of our network, being located in the hub of the fastest growing logistics hub in Gauteng, along the R21, in close proximity to the OR Tambo International Airport, as well as being within the Ekurhuleni manufacturing hub," says Anton Falck, vice president of Hino South Africa.

"We, at Isipho Capital, are truly honoured and excited that we are now members of the Hino family and look forward to positioning our dealership as one of the star performers in Hino South Africa's countrywide network of 67 dealerships," says Fortunate Mdanda, a director of Isipho Capital – Hino.

Solid customer support infrastructure

"The Hino Pomona dealership is well equipped for business growth in terms of both truck sales and maintenance. The facility has a parts and service centre that can cater for the high-roof modern trucks and trailers. The workshop also has brake roller tester and diagnostics equipment to ensure efficient vehicle diagnostics," says Mdanda.

A key offering of the dealership is 24/7 servicing, which is available by appointment and should be appealing to many fleet customers, says Falck. "In addition, Hino Pomona has a mobile workshop which enables it to conduct service and minor repairs on trucks at the premises of its customers.

▲ Ideally located in the heart of Gauteng's booming logistics hub - Hino Pomona.



▲ Fortunate and Siphon Mdanda are Hino Pomona's new owners and leaders. Fortunate is the dealer principal and Siphon is involved in operations at the dealership.

The current market is tough and competitive – but we are confident our team is up for the challenge.

Siphon Mdanda

“Reliable parts supply is critical for fleet operators and here Hino Pomona has a substantial holding of genuine Hino replacement and service parts. The dealer also receives daily parts deliveries.”

A proud track record in South Africa

Hino, one of Japan's leading truck manufacturers, has a long and successful history in South Africa, with the first Hino truck having arrived in South Africa in 1972. Prior to that, Toyota South Africa, which imported the first Hino, had been involved in the local truck market since 1965, first with the Dyna light truck and two years later with the Toyota DA 7-tonner.

“Over the years Hino has grown and improved its offerings in South Africa and now has strong

competitors in the medium, heavy, and extra-heavy market segments with its 300, 500 and 700 models,” adds Falck.

The Dyna is now the Hino 200 and falls into the light commercial vehicle segment. All these models have been upgraded or replaced by all-new ranges within the past few years, with the latest renewal being the 700 Series, which competes in the high volume extra-heavy category. All these models are assembled at Hino's modern plant near Durban and are backed up by a dedicated support system, which places major focus on the customer experience.

Falck says that giving credence to this focus is the fact that Hino has a proud record of coming out top in the quarterly DataTrack surveys of South African fleet operators. “For the last quarter of 2023, Hino was not

only No 1 in the combined total but also the top brand in terms of sales, service, and parts,” says Falck.

Hino South Africa benefits from Hino Japan's international Total Support strategy, which is built on strong relationships being formed between Hino Motors Japan, Hino South Africa, its head office staff, dealers, and customers.

“With this proven back up, both locally and globally, as well as ranges of modern trucks built for a country like ours, we are confident we will exceed our own expectations for Hino Pomona. We know the current market is tough and highly competitive but are confident that the team we have put together will be up for the challenge,” concludes Mdanda.

FleetWatch wishes the new owners all the best of success for this new venture. □

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training drivers



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The cost of not training drivers properly can be substantial. It includes the cost of lost productivity, increased fuel consumption, and higher maintenance costs. It also includes the cost of accidents and claims. Therefore, investing in driver training is a cost-effective way to ensure the long-term success of the business.

Expense	Rate Per Hour	Per Hour Per Day	Per Week Per Driver
Wages	R150	R1 200	R8 400
Fuel	R10	R80	R560
Maintenance	R5	R40	R280
Insurance	R2	R16	R112
Total	R227	R1 836	R12 852

Assumptions: Untrained fuel consumption is based on 100% of the vehicle's fuel tank capacity. The cost of fuel is based on the current market rate. The cost of maintenance is based on the current market rate. The cost of insurance is based on the current market rate. The cost of wages is based on the current market rate.

the driver's job

Unpacking and defining the driver's job

When it comes to the driver's job, it is essential to define the role and responsibilities of the driver. This includes understanding the driver's role in the business and the specific tasks they are responsible for. It also includes understanding the driver's role in the community and the impact they have on the environment.

The driver's job is a complex one that requires a high level of skill and knowledge. It is essential to ensure that drivers are properly trained and motivated to perform at their best. This includes understanding the driver's role in the business and the specific tasks they are responsible for. It also includes understanding the driver's role in the community and the impact they have on the environment.

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bpSA announces centenary strategy

While Shell has announced plans to exit its South African downstream business, which includes over 600 service stations, this month - May 9 marked bp Southern Africa's (bpSA) 100 years of fueling South Africa and the company is using its centenary milestone to refresh and re-energise for the next century and beyond by outlining a "strategic roadmap" which will see the expansion of its operations in the country. The "roadmap" includes a number of new strategies that address ongoing environmental, mobility and personal challenges.

According to bpSA CEO, Taelo Mojapelo: "To guide the next stage of bpSA's journey, its leadership has

▲ bpSA's forecourts and truck stops are a welcome sight for empty tanks. Plans are to expand and high-grade the portfolio of over 500 service stations, while growing the number of forecourts owned by black entrepreneurs or run by black franchisees.

drawn up a strategic roadmap for the long term. Its goals are firstly, to expand and high-grade the portfolio of over 500 service stations, while growing the number of forecourts owned by black entrepreneurs or run by black franchisees.

"Secondly, it intends to redefine convenience retailing by upgrading and expanding its forecourt offerings. Thirdly, it is working on optimising its supply model by implementing a robust, integrated product and supply chain that will drive topline growth." Click here for one example of how the company is optimising its supply chain: [https://fleetwatch.co.za/fleetwatch-2022/dp-world-and-makwande-supply-distribution-win-the-bid-for-bpsas-](https://fleetwatch.co.za/fleetwatch-2022/dp-world-and-makwande-supply-distribution-win-the-bid-for-bpsas-secondary-transport-operations/)

[secondary-transport-operations/](https://fleetwatch.co.za/fleetwatch-2022/dp-world-and-makwande-supply-distribution-win-the-bid-for-bpsas-secondary-transport-operations/)

Reimagining energy

The organisation will implement a programme of centenary events over the coming months to thank employees, partners, dealers and stakeholders and inspire them with the global group's purpose of 'reimagining energy' on the path to net-zero, says Mojapelo.

bpSA's strategy fits into the global group's broader focus on reimagining energy, as the organisation pivots from being an international oil company that produces resources to an integrated energy company that delivers solutions for customers.

"By focusing on resilient



A robust, integrated supply chain centre will drive topline growth

Taelo Mojapelo, bpSA CEO



hydrocarbons, convenience and mobility, and low carbon energy, bp is ensuring that it remains relevant to future generations by adapting to an evolving market and the needs of people and the planet,” Mojapelo explains.

From fossil-fuels to clean energy

Mojapelo states that: “Over the past 100 years, bpSA has evolved from the Atlantic Refining Company of Africa, incorporated in 1924, to the well-known brand seen today on all South Africa’s major highways and urban areas. Its varied history has included refining fuel and coal mining (both of which it has now exited), as well

By focusing on resilient hydrocarbons, convenience and mobility, and low carbon energy, bp is ensuring that it remains relevant to future generations.

Taelo Mojapelo, bpSA CEO

as groundbreaking black economic empowerment deals. It has willingly taken on its responsibility to help with education, skills, enterprise

development and transformation of the local energy sector.”

A few notable highlights of bpSA’s past 100 years in South Africa include:

- Being the first local oil group to beat the government’s deadline for a lead abatement strategy for fuels.
- Being one of the first companies in its sector to implement a BEE deal by forming a JV company managed and controlled by historically disadvantaged South Africans (Masana Petroleum Solutions).
- The first international oil company in South Africa to appoint a female CEO.

“From our forecourt to our partners in retailing, storage and distribution, we are dedicated to remaining a forward-looking, responsible and effective steward of South Africa’s energy supply networks for as long as the country needs us,” says Mojapelo.

And here’s a tasty cherry on the top. “Select communities will get to share in the festivities when bpSA settles students’ outstanding university fees, details of which will be announced. Also, our customers will receive various goodies at bp filling stations as an appreciation for their patronage,” concludes Mojapelo.

FleetWatch extends its congratulations to bpSA on its Centenary year. 100 years in the country is an amazing milestone. □



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Piloting a tri-axle tanker into an urban forecourt to offload fuel will always be an exacting task where the potential for loss of life, property and money is ever-present. Unitrans, a leading petrochemical road tanker fleet, is setting new efficiency benchmarks by adopting communications technologies and tanker equipment that mitigate risk and optimise last-mile fuel delivery operations.

According to Edwin Hewitt, Unitrans CEO: "Unitrans has invested in safe and cost-effective solutions to ensure fuel is delivered promptly and efficiently to the correct destination under optimal conditions - all while adhering rigorously to stringent regulations and legislation.

"The company leverages state-of-the-art technology to address the numerous challenges faced during last-mile deliveries to forecourts. These include vehicles navigating tight spaces with complex cargo, inaccurate tank measurements, product contamination, skill deficiencies and ongoing labour-intensive manual procedures."

Unitrans operates over 1000 tankers, facilitating the

Unitrans juices up last-mile delivery



▲ Lower margin for error - new onboard communications technologies and smart tanker equipment make forecourt fuel deliveries more accurate and more cost effective.

▲ Walking the talk - Unitrans has improved tanker delivery turnaround times by up to 135 minutes.

transportation of more than 4 billion litres of fuel annually.

Saving time and money through innovation

"In fuel supply chains, there is no room for error," says Martin Loubser, executive for Specialised Bulk at Unitrans. "As such, Unitrans has implemented Bartec, an electric control and metering system designed for fuel tankers, to enhance efficiency and minimise errors."

The Bartec system features electronic barriers that prevent overloading and incorrect discharge into forecourt tanks. "The system also optimises flow and load rates, leading to quicker turn-around times for vehicles and lower costs," adds Loubser.

Additionally, Unitrans has implemented a multi-hose loading system for efficient loading and discharge of products. At gantries, two hoses are used to simultaneously load diesel and petrol into compartments in a single tanker, improving loading times from 90

minutes to only 30 minutes. At the forecourt, the introduction of three discharge pipes has significantly reduced offloading time from 120 minutes to 45 minutes.

New 'sign-on glass' technologies have been introduced into the Unitrans bulk fuel operations, significantly improving communication and efficiency. "These are simple, easy-to-use technologies that replace the paperwork associated with Proof of Delivery (POD) processes," explains Loubser.

Bartec, which is an electric control and metering system, prevents overloading, incorrect discharge and optimizes flow and load rates.

SMS notifications generated by the system provide real-time updates on loading progress and departure and arrival times, while also capturing delivery confirmations and recipient signatures. Immediate electronic transmission after delivery expedites customer invoicing, effectively streamlining the order-to-cash cycle and reducing it by up to two days.

"Enhancing customer satisfaction and boosting margins for transporters in a challenging fuel economy demands a sustained commitment to innovation and efficiency. Our company is proactively utilising mechanical and electronic technologies, both in our vehicles and at the forecourt, to achieve these ends. By collaborating closely with key partners, we are improving last-mile logistics through streamlined operations and enhanced service delivery," concludes Loubser. □

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REGIONAL ISSUES

Regional Road



Regional Road Freight Issues

SOUTH AFRICA'S estimated 750 000 kilometre road network is the bedrock of the economy with a direct bearing on:

Accidents involving heavy vehicles often involve road closures, in some cases causing long delays.

thereby negatively impacting the total cost of logistics in South Africa



SUSTAINABLE ENVIRONMENT

- Global warming
- Congestion
- Energy consumption
- Emissions

Freight Issues

The global shipping document now market shows if global competitors and this will be economic growth with the environmental loss of potential employment and environmental destruction.

4) Sustainable Environment
 Road conditions and not only impact negatively on vehicle operating costs but also increase waste output (e.g. energy loss due to damage caused by road conditions), which, in turn, allows a reduction in landfill capacity. Heavy vehicles that are not operated in a responsible manner (e.g. excessive speeds, harsh acceleration, excessive idling etc.) result in an increase in wear consumption (fuel and oil) and increase in vehicle emissions. Such practices do allow for the building of a sustainable environment.

Let's now take a look at the various components of heavy vehicle transportation that impact on various sustainability issues according to the final report.

- ❗ **Figure 1:** Heavy vehicle overload contributes to accelerated pavement deterioration, which not only increases the cost of road maintenance (exponentially) but also increases vehicle operating cost
- ❗ **Figure 2:** The impact of road conditions on heavy vehicle maintenance and repair cost
- ❗ **Figure 4:** The cost of logistics as a percentage of GDP in South Africa is almost double that of the United States and 50% more than Japan and Brazil.

Road condition	Average maintenance cost per mile cost (\$/km)
Good	\$0.96
Fair	\$1.24
Bad	\$2.11

Country	Cost (\$/km)
United States	8.5
Japan	10.5

	Average percentage increase in the truck maintenance and repair costs	Average percentage increase in company logistics cost
—	—	—
50%	2.6%	
122%	10.4%	

of logistics

Country	Average percentage increase in company logistics cost
Brazil	122%
South Africa	10.4%

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
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Castrol notches up 125 years ... and launches a new marketing campaign

 **WATCH THE VIDEO**
A blast from the past



Boet en Swaer – Can of the Best -
TV advert

https://youtu.be/CjS2qafOuYY?si=7WP-yxqKID_JFpxi

Few would argue that the Castrol brand is as integral to the South African automotive culture as are greasy hands and hydraulic jacks and that its marketing strategies are nothing if not inspiring (remember those cheeky ‘Boet en Swaer – Can of the Best’ TV ads back in the day?).

Well, this year, Castrol celebrates its 125th anniversary with a new global marketing strategy dubbed ‘Onward, Upward, Forward’, which aims to empower local auto technicians with a set of goodies for mind and machine.

According to Melanie van Straaten, sales director of Castrol Southern Africa, “our constant focus on listening to what our customers need and delivering the best products to meet those different needs has ensured that Castrol has maintained strong brand recognition in Africa for decades.”

Building capacity

Castrol’s ‘Onward, Upward, Forward’ strategy, as it will be applied to Africa, will “focus on the ‘Onward’ and ‘Upward’ pillars,” explains van Straaten. As part of the ‘Onward’ pillar, Castrol has opened over 50 Castrol Auto Services in Southern Africa and is rolling them out to other parts of the continent.

“Some of the key focus areas for these auto services will be supporting the development of female workshop owners, offering solar power to independent workshops and launching an exclusive loyalty programme for mechanics through Fastscan.”

The ‘Upward’ pillar, adds van Straaten, “will see Castrol developing employee skills, including technical skills in new technologies, practical training, life skills, business management, and financial literacy.”

Interestingly, included in the ‘Upward’ component of the new strategy is Castrol’s involvement with NASA.

According to Michelle Jou, CEO

of Castrol: “The company will also be going galactic with its lubricants being used over 250 million miles away on NASA’s Mars Perseverance Rover.

“The precision instruments on the vehicle include a weather station, ultraviolet spectrometer and a laser micro imager. Each must be able to operate in Mars’ extreme environment, a planet where in summer it is 20°C at the equator and -153°C at the poles. For this, Castrol specially developed Braycote greases and Brayco oils, which maintain their ability to provide lubrication despite dramatic temperature fluctuations.”

As far as the ‘Forward’ pillar of the new strategy and how it will apply to Africa is concerned, South Africa will have to wait for further news from Castrol. But, Jennifer Heyes, marketing director for Castrol Africa, says: “We believe in pushing the boundaries. Castrol’s pursuit of leadership is driven by several key factors that set us apart. Innovation combined with continuous learning allows us to stay ahead in a rapidly changing market.”

Something by way of explanation of Castrol’s strategic ‘Forward’ pillar comes from Jou: “Castrol is charting a course for the future. Our ‘Onward, Upward, Forward’ strategy embodies our dedication to accelerating our customers’ progress, helping them to face the challenges of tomorrow.

“We aim to grow our core business in new ways, using our cutting-edge technology and our trusted global brand to stay at the forefront of our sector. We’re developing more circular offerings to help customers achieve their sustainability goals and exploring exciting new growth opportunities beyond lubricants.”

FleetWatch extends its congratulations to Castrol on reaching its incredible 125-years milestone. It will be interesting to see what they come up with in terms of “new growth opportunities beyond lubricants”. □

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Changing the Rhythm of Trucking' at the RFA convention

Major changes and shifts such as the recent elections present on-going challenges to the trucking industry.

In the face of South Africa going through a critical period with major changes and shifts such as elections, conflicts, climate change and more, the four on-going big challenges plaguing the trucking industry are borders, ports, crime and rates.

This was spelt out by Gavin Kelly, CEO of the Road Freight Association in his address to delegates at the recent RFA convention 2024.

The theme of the convention was 'Changing the Rhythm of Trucking'.

In his address, Kelly shared some of the highlights and biggest

challenges facing the trucking industry over the past years. On the positive front, the association had witnessed a 12,4% growth in membership over the past year and enjoyed 18 well-attended and relevant engagements. On the labour front, the trucking industry had enjoyed another year of peace.

On the negative side, he said delays and queues at the border posts continued to hamper daily operations. Long queues at border posts caused major delays, impacting on productivity and profitability for companies. Added to this was the inevitable criminal activity that resulted from this. The on-

going delays were not limited to a few border posts – they were widespread.

The severe congestion at ports had impacted not only South Africa but the region, with many shipping lines now choosing to bypass South Africa's ports. "Other ports in Africa are doing a far better job than ours," said Kelly, adding that this was not the case 10 years ago.

Referring to the ever-present scourge of crime, Kelly said: "With little/no deterrents, it pays to do crime in our country." Huge pressure on operating margins added even more pressure onto trucking companies he said.



Severe congestion at ports impacted not only SA, but the region, with many shipping lines now bypassing South Africa's parts

Gavin Kelly,
CEO, RFA

“Man in the Arena”

Enlarging on the challenges over the past years, Road Freight Association (RFA) Chairperson, Penwell Lunga, tapped into the resilience of the trucking industry to overcome by recounting the story of Theodore Roosevelt’s “Man in the Arena”.

Lunga painted a stark picture of the past five years, a period marked by the COVID-19 pandemic, on-going global conflicts and a struggling global economy. He too highlighted South Africa’s specific challenges –

weak infrastructure being just one example of hindering the country’s ability to weather these storms – and acknowledged the immense pressure on businesses.

However, he didn’t dwell on negativity. Instead, he offered a powerful example of resilience by recounting Viktor Shevchenko’s trucking company in Ukraine - the Zammer Group – as one standing as a beacon of determination. Despite losing most of its workforce and facing disrupted transportation routes due to the war, the company has rebuilt and continued operating. Lunga emphasised how Shevchenko embodied the “Man in the Arena,” someone who steps into the ring and fights for a worthy cause.

This example served as a rallying cry for South African businesses and Lunga urged delegates to embrace the same spirit reminding them that “You are the Man in the Arena.”

Just as Shevchenko has kept Ukraine’s vital supply lines open, South African businesses play a similar, critical role in South Africa. Despite the uncertainties – energy shortages, water crises, and a weak infrastructure – Lunga challenged delegates to keep serving the country and the region. He concluded by reminding them of the crucial truth: “Without Trucks, South Africa Stops!” □



▲ Penwell Lunga, Road Freight Association Chairperson, challenged delegates to keep serving the country and the region reminding them that “You are the Man in the Arena.”



Editor's Footnote

Editor’s FootNote: The trucking industry has always been resilient in the face of challenges. Covid-19 proved this when the trucks kept the goods on the shelves when the majority of other sectors were in lockdown. However, there comes a point where the resilience falters; where one tires of the fight against the never-ending challenges imposed on the industry by those who are supposed to create a climate conducive to keeping the wheels of the economy moving – on all fronts. I refer to the politicians in positions of power whose job it is to create a climate conducive to growth rather than one which creates obstacles to easing the path of growth. Corruption, self-enrichment and all the other negative connotations resulting from the actions of our crop of politicians have chipped away at the armour of resilience that has characterised not only the trucking sector, but many other sectors in our country that try so hard to keep things going. With the elections now over, we cannot let politicians rule with impunity as they have done in the past. We have to move into an era of political leadership where statesmanship places the good of all above any self-vested interests. As we move into a new era of politics, it is imperative that the trucking industry – in fact all industry sectors – steps into the arena and fights. We can no longer stand on the side-lines and accept what the politicians dish up to us on a plate that contains only ingredients for destruction rather than growth. Yes, the trucking industry will continue serving the country and the region as it has done so admirably in the past, but it needs a better partner in Government ranks than it’s had in the past. I say this because resilience can erode over time if one just remains in a pressure vessel with no end relief in sight. And when the resilience of the trucking sector wanes, this country will then find itself in real trouble.

Patrick O’Leary.

Engen gifts a 4-ton Hino 300

The phrase ‘the power of partnership’ may be well-used in marketing spheres but it’s always encouraging to see empirical evidence of successful teamwork between corporate and private business. Recently, Engen celebrated its collaboration with Resegofetse Business Solutions (RBS), a 100% Black women-owned SME, with a gift in the form of a new Hino 4-ton truck.

RBS’s new workhorse will help deliver consumables, cleaning services and lubricants to mines in North West province.

Adnaan Emeran, head of Engen’s commercial and lubricants marketing says the company’s strategic partnership with RBS aligns with the objectives of the South African Mining Charter, particularly in promoting the involvement of Historically Disadvantaged South Africans (HDSAs) in the mining sector.

“While Engen continues to make strides in the transformation



▲ Engen mining sales manager Simon Prevett with Dimakatso Isaacs, CEO of RBS. Partnership in action



arena, our support extends beyond mere procurement, offering a holistic approach aimed at fostering sustainable growth for a company like RBS,” he says.

“This collaborative approach has resulted in remarkable growth for RBS, with a 400% increase in business since partnering with Engen, including an annualised average growth rate of 74% in lubricant volumes sold between 2020 and 2022,” Emeran states.

Enhancing job creation and service delivery

RBS’s new Hino 300 will enhance its service capability along the Bafokeng mining belt, says Dimakatso Isaacs, RBS CEO, adding that Engen’s partnership has been instrumental in empowering her company’s growth and sustainability.

“The handover of the Hino 300 marks a significant milestone for us, enabling us to create more jobs, serve our clients more efficiently and expand our reach,” she says.

The handover of the Hino 300 dropside truck took place at the Engen Waterkloof Convenience Centre in Rustenburg.

“The success of our partnership reflects the effectiveness of Engen’s support model. We are grateful for Engen’s commitment to our success and its dedication to fostering local enterprise development,” says Isaacs.

▲ Dimakatso Isaacs, CEO of Resegofetse Business Solutions behind the wheel of RBS’s new Hino 300.

Engen’s and RBS’s social and economic development is not limited to their business partnership, extending to community upliftment efforts in the Bafokeng area where RBS is based.

“RBS is actively engaged in supplying feminine hygiene products to underprivileged schools and toiletries to learners in the Bafokeng area. These RBS initiatives are supported by Engen,” adds Isaacs.

Emeran emphasises the company’s commitment to fostering inclusive growth in compliance with the Mining Charter’s directives, while remaining dedicated to advancing local enterprise development and driving meaningful transformation in the mining sector.

As a certified B-BBEE Level 1 contributor, Engen ensures that its customers enjoy significant procurement benefits, contributing to their respective B-BBEE scorecards, adds Emeran.

“Engen is steadfast in its view that socio-economic development is not just an ethical imperative but also a strategic business imperative. We are proud to partner with RBS and support its journey towards sustainable growth and community upliftment.” □



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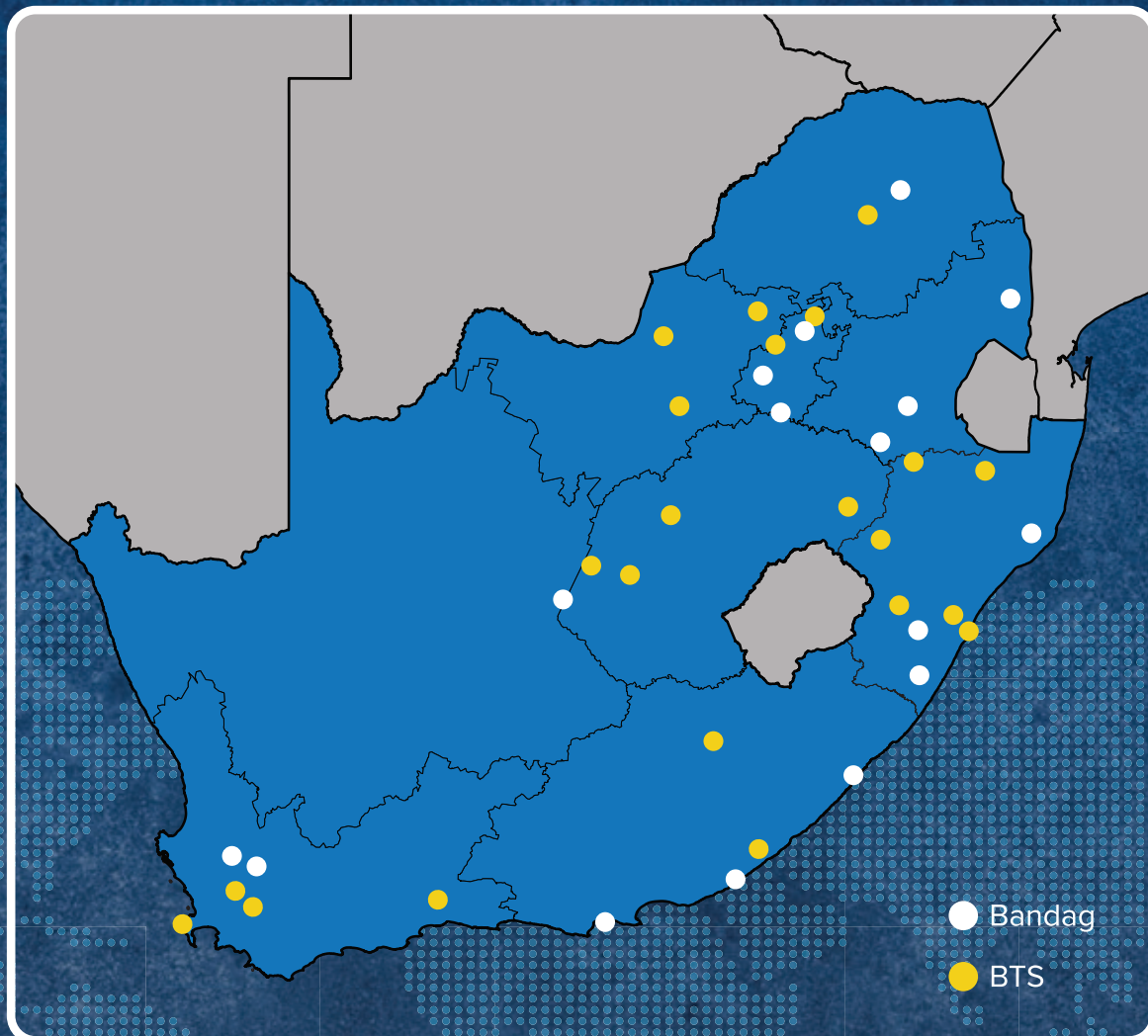


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Atteridgeville

Daimler empowers learners

A huge challenge facing the South African trucking industry is attracting young graduates to pursue careers within its ranks. Daimler Truck Southern Africa (DTSA), renowned for its tech-driven trucks, recently donated a computer lab to Phelindaba Maths, Science, and ICT School of Specialisation to help empower learners with industry-aligned Science, Maths and ICT skills.

According to Simon Tsotetsi, principal of Phelindaba Maths, Science, and ICT School of Specialisation (Phelindaba MSI SOS): “Last year we communicated our need for computers for our computer lab to DTSA and we are extremely thankful for the company taking this request to heart.

“Little over a year later, the brand-new computer lab was opened for our learners and we are confident that it will enhance the educational experience for our learners and teachers and equip them with much needed computer skills.”

▲ Fostering employability – Phelindaba MSI SOS learners and teachers enjoying their new DTSA-sponsored computer lab.

The DTSA-sponsored facility, dubbed ‘The Computer Lab’ by the Atteridgeville high school, is now equipped with computers, screens as well as a projector and screen for the teacher.

The need for a donation towards the computer lab was established in 2023 when DTSA visited the school to hand over Mathematical and English handbooks and study guides to learners and teachers.

This year, employees of DTSA also got involved with the initiative through the company’s Employee Volunteer Programme by helping with the repainting of the classroom and setting up of computer equipment.

Phelindaba MSI SOS is a no-fee, public high school specialising in Maths, Science, and ICT. The school, with 1 526 enrolled learners, obtains limited funding from government, relying mostly on sponsorships and donations to uphold quality education for its learners, says Tsotetsi.

Empowering youth employability

Maretha Gerber, president and group CEO of Daimler Truck Southern Africa joined Tsotetsi and



▲ Cutting-edge future proofing - Maretha Gerber (DTSA) and Simon Tsotetsi (Phelindaba MSI SOS) officially open The Computer Lab.

Phelindaba MSI SOS learners at the new lab’s ribbon-cutting event.

“Education is a fundamental human right and the pathway to a brighter future in South Africa. We live in a digital era but the reality is that many schools in South Africa are still lacking basic educational material let alone computers.

“Last year we donated handbooks and study guides to learners of Phelindaba MSI SOS and this year we shifted our focus to the donation of a computer lab for the school. We believe that computers offer many benefits to learners and teachers, helping to ensure that essential computer literacy skills are acquired in preparation for tertiary education and the workplace one day.”

“DTSA remains a committed partner to Phelindaba MSI SOS and will continue to actively seek opportunities to support the school and learners in future,” says Gerber.

FleetWatch gives a big ‘thumbs up’ to Daimler Truck SA for uplifting the high school experience for hundreds of learners in Atteridgeville, and for getting to the root of the skills deficit problem in the trucking industry with an inspiring gift of technology tools that empower youth employability. □



◀ Lebogang Makoloi, Isuzu's Department Executive for Corporate Affairs (left), hands over two Isuzu water tanker trucks and an amount of R100 000 to Gift of the Givers Dr Imtiaz Sooliman, Gift of the Givers Founder. A good day for all.

Isuzu gives trucks and bucks to Gift of the Givers



In this era where there is a lot of grief, hardships and turmoil, *FleetWatch* always likes hearing the 'warm-heart' stories of the trucking industry and here is yet another example. Isuzu Motors South Africa has handed over two Isuzu water tanker trucks and an amount of R100 000 to Gift of the Givers to enhance efforts to provide disaster relief to Eastern Cape communities recently affected by devastating floods.

"We're confident these water tanker trucks will allow the Gift of Givers to navigate difficult terrains and provide clean drinking water and disaster relief to affected communities", says Lebogang Makoloi, Isuzu's Department Executive for Corporate Affairs. "This is an opportunity for us to support our communities with our vehicles that are built for reliability, capability, and durability.

Isuzu is proud of its long-term partnership with Gift of the Givers that has allowed the

company to make a positive impact in the upliftment of vulnerable communities.

"The handover is a continuation of a partnership started in 2019 where we first handed over a total of three Isuzu D-Max bakkies and three Isuzu trucks to help Gift of the Givers with much-needed logistical support in carrying out their humanitarian work," adds Makoloi.

Transport forms a critical part of the work done by Gift of the Givers as they are often the first point of contact for such devastating situations making the collaboration with Isuzu invaluable.

"The water tanker trucks are lifesaving and every drop of water we give is a blessing. Isuzu's intervention helps us save a lot of money as we cannot do anything without access to transport. We're extremely grateful for this partnership", says Dr Imtiaz Sooliman, Gift of the Givers Founder.

Salute to Isuzu for giving back to those in need. Up trucking! ☐


"The water tanker trucks are lifesaving and every drop we give is a blessing. The collaboration with Isuzu is invaluable. We cannot do this without access to transport."

Dr. Imtiaz Sooliman
Gift of the Givers Founder

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Challenge to the Trucking Industry

Get involved in biodiversity initiatives

This story is not about trucking, although it does emanate from the automotive sector. Why FleetWatch is running this is because it acts as the foundation example for a challenge FleetWatch is issuing to all companies in our industry. Read on....

▲ Sharing the magic of soil and biodiversity, the VWGA eco team. From left: Ntsapokazi Ningiza, Ulrich Schwabe, production director at Volkswagen Group Africa, Mike Petrie and Reabetsoe Kgoedi. "We cannot have a Zero Impact Factory and not invest time in promoting biodiversity which is essential for healthy ecosystems," says Schwabe.

World Environment Day was celebrated on June 5, seeing people and organisations around the globe getting their hearts, minds and hands stuck into soil restoration. Achieving optimum soil health is of course an on-going task, one that Volkswagen Group Africa has fully embraced by nurturing biodiversity, soil regeneration and eco-awareness at its Eastern Cape factories and their adjoining communities.

According to Ulrich Schwabe, production director at Volkswagen Group Africa: "We cannot have a Zero Impact Factory and not invest time in promoting biodiversity, which is essential for healthy ecosystems. Without a wide variety of animals, plants, and micro-organisms, we wouldn't have the balanced ecosystems that provide us with clean air, nutrient-rich soil, and food."

In celebration of Biodiversity Day on May 22, Volkswagen Group Africa (VWGA) employees planted Plumbago Auriculata (also known as Cape Plumbago) at its main production plant in Kariega.

"This beautiful blue indigenous flower is rich in nectar and plays a vital ecological role by attracting pollinators such as

butterflies, bees, and birds. VWGA employees rolled up their sleeves to help plant almost a thousand flowers,” says Schwabe.

Cultivating a holistic view of ecology

“VWGA is committed to biodiversity initiatives, raising awareness among employees and within the communities where it operates throughout the year. Two years ago, employees planted nearly 5 000 spekboom cuttings on the grounds of our Kariega facilities, and hundreds more were planted at local schools through the Volkswagen Community Trust,” Schwabe adds.

“This remarkable succulent plant is known for its carbon-absorbing properties, making it an essential player in combating climate change. A single hectare of spekboom can absorb up to 4.2 tons of carbon dioxide per year,” Schwabe explains.

“Additionally, our company actively removes invasive trees, shrubs, and grasses from our sites while the Kariega premises is home to about 40 spayed cats. As natural hunters, cats help control the rodent and pest population.

“In addition, Kariega-based employees and their loved-ones are regularly invited to join the in-house hiking club on nature hikes. As part of the recent biodiversity awareness campaign, employees made their way to 3Rivers Forest Hike outside Gqeberha.

“Meanwhile, VWGA supports nature conservation efforts through its long-standing partnership with



the Wilderness Foundation Africa, providing the organisation with a vehicle which enables them to carry out critical conservation work. VWGA also hosts an annual Show of Hands employee volunteer event aimed at supporting an environmental cause in the Nelson Mandela Bay community,” he says.

Schwabe concludes by saying:

“Achieving a Zero Impact Factory involves more than just transitioning to renewable energy and conserving water; it also requires enhancing biodiversity.”

VWGA has indeed set an inspiring example of how companies and employees can join hands to improve quality of life in their communities by nurturing eco-awareness and embedding biodiversity in their areas of work and leisure.

FleetWatch challenge

Using this example, *FleetWatch* is issuing a challenge to all companies in the trucking industry to take similar actions – where possible – to involve your company and staff in biodiversity initiatives. We issued a similar challenge some years ago and it was taken up by a number of companies.

With climate change a reality, the need for such actions has become even more pertinent. Are you up to it? Please let us know what actions your company is taking and we will highlight your efforts. And hats off to the good people at VWGA for the fine work they are doing. It's the right thing to do. □

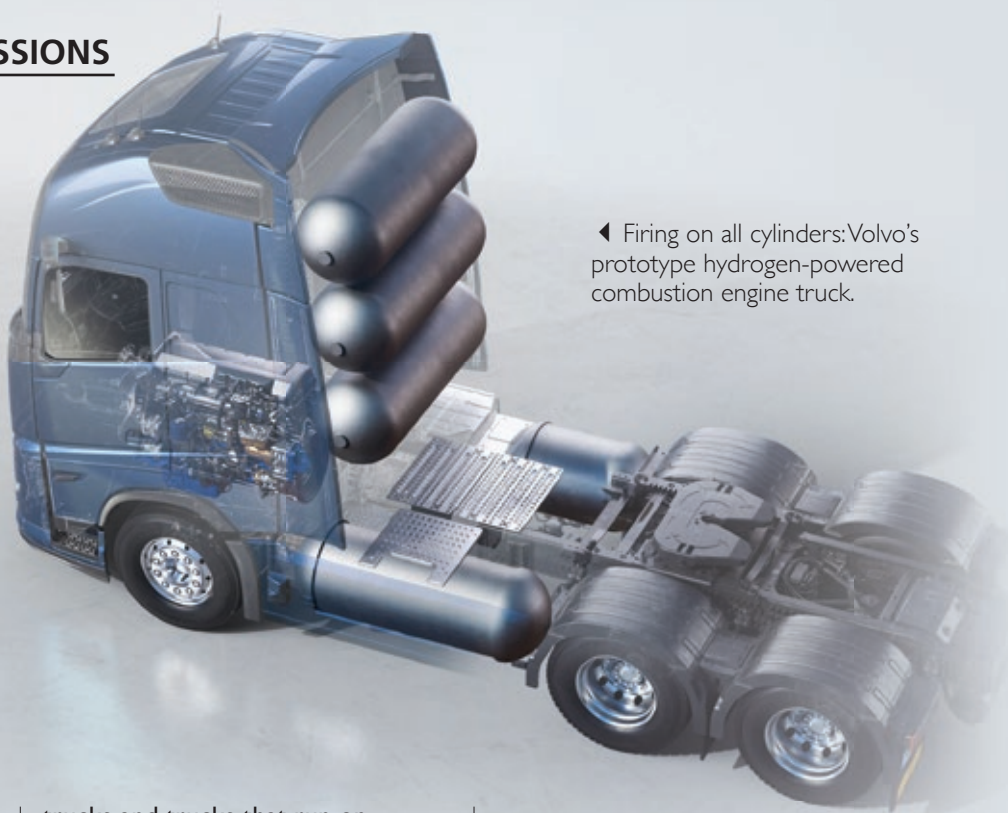


EDITOR'S NOTE

Microbiologists and soil scientists have made great strides, thanks to electron microscopes, in understanding how biodiversity in soil leads to universal biospheric health. Essentially, when soil is left undisturbed by synthetic chemicals and heavy machinery and fed only organic matter, it not only produces exponentially more nutrients, it also stores water better while absorbing atmospheric carbon, effectively solving the food, water and climate crises in one beautiful swoop!

Patrick O'Leary

Hydrogen powered engine from Volvo



◀ Firing on all cylinders: Volvo's prototype hydrogen-powered combustion engine truck.

Truck OEMs around the world have for many years been under increasingly stringent legislative pressure to produce engines that significantly limit carbon emissions to help mitigate the effects of climate change. With battery-electric trucks currently entering the road freight industry, Volvo Trucks is developing a 'green' hydrogen-powered combustion engine ideal for long-haul applications and due for launch before 2030.

According to Jan Hjelmgren, head of product management and quality, Volvo Trucks: "Trucks that run on green hydrogen provide a significant step to Volvo achieving its net zero goal and supporting customers to reach their decarbonisation targets. On-road tests with trucks using hydrogen in combustion engines will begin in 2026, and the global commercial launch is planned towards the end of this decade."

Trucks that run on green hydrogen instead of fossil fuels provide one way to decarbonise transport, says Hjelmgren. "Hydrogen trucks will be especially suitable over longer distances and in regions where there is limited charging infrastructure, or time for, recharging of batteries."

The hydrogen-powered combustion engine trucks will complement Volvo's offering of other alternatives, such as battery-electric trucks, fuel cell electric

trucks and trucks that run on renewable fuels, like biogas and HVO (Hydrotreated Vegetable Oil).

"Trucks where the traditional internal combustion engine remains but runs on hydrogen will have the same performance and reliability as our diesel trucks, but with the added benefit of potentially low CO₂ emissions wheel-to-wheel. They will be a valuable complement to our battery electric trucks, which have been on the market for several years," adds Hjelmgren.

Volvo trucks with combustion engines powered by green hydrogen have the potential to deliver net zero CO₂ when using renewable HVO as ignition fuel and are categorised as "Zero Emission Vehicles" (ZEV) under the agreed new EU CO₂ emission standards.

"It's clear that several kinds of technology are needed to decarbonise heavy transport. As a global truck manufacturer, we need to support our customers by offering a variety of decarbonisation solutions, and customers can choose their alternative based on transport assignment, available infrastructure and green energy prices," says Hjelmgren.

Hydrogen-powered Volvo trucks will offer a number of benefits including an operational range comparable to many diesel trucks, depending on the type of transport, explains Hjelmgren. Hydrogen

combustion engines will also emit very small amounts of nitrogen oxides and particles. Hydrogen can also be used to power fuel cell electric trucks, where electricity is produced on board the truck. Fuel cell electric trucks do not emit any tailpipe emissions, only water vapor."

Injecting new life into internal combustion truck engines

According to Eric Parry, senior manager of Sustainable Solutions at Volvo Trucks South Africa, a number of green hydrogen projects in various stages of maturity are currently underway in South Africa, including the 'Hydrogen Valley' feasibility study conducted by the DSI with partner companies, as well as the 'Boegoebaai Hydrogen Cluster' in the Northwest Province.

Volvo Trucks believes that there is no single solution that can solve climate change and that it is projects like these, says Parry, that will enable the introduction and testing of hydrogen-fuelled commercial vehicles in South Africa.

"Local interest in sustainable transport solutions continues to grow and the first movers in South Africa are companies that value their environmental impact and already have programs to reduce emissions," Parry concludes. □

Your Truck • Your Gym

A **FleetWatch** Initiative

YOUR TRUCK YOUR GYM

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LEGS WORKOUT
Your Truck • Your Gym

1 WALKING LUNGES

Beginner	Intermediate	Advanced
15 sec Work 15 sec Rest	30 sec Work 30 sec Rest	45 sec Work 15 sec Rest

Description:

- Begin at one end of the truck and step forward with your foot and bend the knee to 90°
- Ensure to sit down on the front heel and allow the front heel to lift the back knee straight into the front and push forward off the floor
- Repeat the lunge with the other leg

Important cues:

- Don't allow the front knee to pass over the heel or collapse forward and ensure to maintain a flat back

SCAN FOR VIDEO

2 SIT-TO-STANDS

Beginner	Intermediate	Advanced
15 sec Work 15 sec Rest	30 sec Work 30 sec Rest	45 sec Work 15 sec Rest

Description:

- Begin standing with your feet shoulder-width apart
- Move into a squat position by bending of the hips and feet
- Push through the heels as you straighten both legs and move into an upright position

Important cues:

- The movement should be performed with control
- Avoid using your arms to help lift from the squat, but rather focus on using your leg strength
- Squeeze your buttock muscles as you lift

SCAN FOR VIDEO

CARDIO
Your Truck • Your Gym

3 FORWARD JOGGING

Beginner	Intermediate	Advanced
15 sec Work 15 sec Rest	30 sec Work 30 sec Rest	45 sec Work 15 sec Rest

Description:

- Begin at one end of the truck and continuously jog against the truck length from one end to the other

Important cues:

- Maintain the same pace for the entire duration
- Keep your body upright with head facing forward
- Use your arms as you move forward
- Focus on deep, rhythmic breathing

SCAN FOR VIDEO

4 MOUNTAIN CLIMBERS

Beginner	Intermediate	Advanced
15 sec Work 15 sec Rest	30 sec Work 30 sec Rest	45 sec Work 15 sec Rest

Description:

- Begin in a plank position with your body 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 action
- Alternately repeat this movement

Important cues:

- This can be performed on an incline with hands placed on a box or step of the truck (beginner) or on a flat surface (intermediate)
- Keep your stomach and back muscles tight
- Try to keep your body in a straight line

SCAN FOR VIDEO



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<https://www.youtube.com/@yourtruckyourgym3972>



Personalised driver training from Babcock DAF

Despite major advancements in truck OEM safety and performance technologies, poor truck safety records and uneconomical driving styles remain an obstacle to fleet profitability in South Africa. It is because of this that there is an increase in demand for OEM driver training.

So says Denford Mamvura, commercial driver instructor, Transport Solutions at Babcock who adds that Babcock's DAF Driver Training is an intricate part of the DAF offering targeting fleet safety and performance issues by improving truck driver skills with a personalised, application-specific approach.

While Babcock offers a wide range of driver training programmes, Mamvura says the two major types of training are vehicle familiarisation and on-route training.

"Vehicle familiarisation entails a general introduction to the DAF product, its features and benefits while on-route training has a Babcock instructor providing in-depth, more personalised training that speaks directly to the customer's application," says Mamvura.

"During this training, drivers also acquire basic knowledge and an understanding of the mechanical aspects of a vehicle. This enables them to do valuable pre, post and on-route checks of the vehicle. This knowledge enables the driver to do defect reporting and to know if the

defect was resolved as required," Mamvura adds.

Enhancing safety while lowering TCO

Commenting on the benefits of driver training, Mamvura says today's organisations are focused on profitability and the DAF training programme supports the correct driving methods that reduce fuel consumption, maintenance and tyre costs, as well as increased availability of vehicles. "These are all major contributors to increased profitability," he says.

A key focus across industries today is safety and it stands to reason that accidents are less likely to occur when drivers are well trained. "DAF driver training contributes to safety, for example, through the effective use of brakes and retarders. Training can also help make drivers more aware of situations they may encounter while on the road, such as bad weather conditions and other drivers behaving irresponsibly. Our programme helps them understand how to respond to those conditions appropriately," Mamvura explains.

"We also point out the dangers of potentially bad driving practices such as driving while taking certain medications, using mobile devices and other dangerous distractions," adds Mamvura.

As commercial vehicle technology keeps progressing, the training programmes also keeps fleet drivers up to date with new truck safety and performance technologies (like obstacle-avoidance sensors, for example). "These new tools are critical in today's driver training programmes.

Training to use application-specific tools is an area that is critical in today's driver training programmes.



▲ Denford Mamvura, commercial driver instructor, Transport Solutions at Babcock – offering personalised training that speaks directly to the customer's application.

A case in point is the DAF Driver Performance Assistant (DPA), an interactive programme to train the driver to achieve the most effective driving style.

"The DPA acts as a personal coach to guide the driver into making the best use of the cost saving potential of the vehicle. Fuel consumption is not the only determinant in the total cost of ownership. Brake wear is also an important factor and the direct influence of the driver in this is closely monitored by the DPA," concludes Mamvura.

The number of truck crashes on South Africa's roads has become a scourge and while the increased number of trucks plying the roads due to the absence of rail is no doubt a contributing factor to this higher crash rate, driver training – or more accurately the lack of driver training – is without doubt also a contributing factor. Driver training is a must across the board and we compliment DAF on the accent it is placing on this offering. □

Pre-trip inspections and maintenance will ensure safer trucks on the road

A Call to ACTION

Essential CHECKLIST



Pre-Trip Inspection for Trucks

This is an essential procedure for both driver maintenance managers and drivers - it will ensure less costly downtime, and a safer truck means safer for the truck driver and the road users.

Driver: _____

Vehicle Reg # _____

Beginning (Date) _____

Instructions: Inspect each item on the vehicle:

- Do a pre-trip inspection on every shift or driver change of 12 hours
- Complete report completed by drivers, mechanics & supervisor

Engine/Fuel/Chassis, Interior and Exterior


	Pass / Fail
Check windshield for damage	()
Check mirrors for clarity	()
Check tire treads for wear, flat or fluid leaks	()
Check for leaks	()
Check for loose parts	()
Check for loose nuts and bolts	()
Check for loose hoses	()
Check for loose wires	()
Check for loose lights	()
Check for loose exhaust	()
Check for loose engine parts	()
Check for loose chassis parts	()
Check for loose suspension parts	()
Check for loose steering parts	()
Check for loose brake parts	()
Check for loose fuel system parts	()
Check for loose electrical parts	()
Check for loose interior parts	()
Check for loose exterior parts	()
Check for loose engine parts	()
Check for loose chassis parts	()
Check for loose suspension parts	()
Check for loose steering parts	()
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Check for loose suspension parts	()
Check for loose steering parts	()
Check for loose brake parts	()
Check for loose fuel system parts	()
Check	

Essential CHECKLIST


A Call to ACTION A **RealTrailer** INITIATIVE

Pre-Trip / Post Trip Inspection for Trailers


Spont-Trip / Trailer Drive-Away Checklist					
Spont-Trip No.		Registration No.			
Trailer No.	Registration No.				
SPONT-TRAILER	SPONT-TRAILER				TRAILER
CR	S	CR	S	CR	S
1		Check Kingpin condition			
2		Check tire bulb condition			
3		Check wheel nut			
4		Check tire pressure			
5		Check spare wheel condition and security			
6		Check condition of all tires and treaded areas			
7		Check valve caps are fitted			
8		Check hardware pins condition			
9		Check reflectors and clearance			
10		Check indicators			
11		Check light connections			
12		Check lights:			
13		Parking			
14		Brake			
15		Indicators			
16		Drain air tanks			
17		Check brake pipe connections			
18		Check brakes: Hand brake			
19		Foot brake			
20		Check for pressure leaks			
21		Check tarpaulin and ropes			
22		Check door and body side rails			
23		Load must be secure and protected			
24		Check for ETQS documents - COF etc			
Date: _____ Signature: _____					
Driver's Name: _____					



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Essential
CHECKLIST

 INITIATIVE


Truck & Trailer Tires

One of the most critical areas your safety depends on is your tires – and one that contributes to many road accidents involving trucks. Care and maintenance is essential. Putting defective tires on the road can endanger both you and others and reduce tire life expectancy. Use this checklist to do the essential pre-post trip inspection procedures to ensure tire safety.


Pre- and Post Trip Inspection / Checklist	Tire A or B		Mark with X If Unsafe	
	GOOD	BAD	GOOD	BAD
Tread Area				
1. Check if there is sufficient tread on the circumference of the tread area				
2. Check if any irregular wear around the circumference of the tread:				
— Shoulder Wear				
— Center Wear				
— Edge/Wear				
— Other				
3. Check for damage to tread area				
— Cuts				
— Chipping & Chunking				
4. Check for adhesion loss at edges of retreaded rubber surface				
Sidewall				
5. Check for damage to sidewall areas:				
— Bulging				
— Exposed Steel Cord				
— Sidewall cuts				
Rim and Assembly				
6. Check for missing wheel nuts or loose nuts				
7. Check for leaks or missing sealant under valve				
8. Check for signs of movement around the wheel base				
9. Check for signs around the tread area				
10. Check for deep road nicks or cracks on rim to ground				
General checks during inspection				
11. Insufficient pressure	<input type="checkbox"/>	Do not use mismatched tires	<input type="checkbox"/>	
12. Check wheel alignment regularly	<input type="checkbox"/>	Use the correct tire for your application	<input type="checkbox"/>	
13. Check for excessive vibration in the groove and between tread ribs	<input type="checkbox"/>	Remove potential causes of vibration	<input type="checkbox"/>	
14. Tread depth less than minimum – tread area may be unevenly worn	<input type="checkbox"/>	Obtain inspection for damage such as all-ply tires	<input type="checkbox"/>	
15. Inflation below (TRM) level (slight)	<input type="checkbox"/>	advisory	<input type="checkbox"/>	

Implement these procedures - they will save you money


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Essential CHECKLIST




Brakes

One of the most common causes of truck accidents is the failure of the brakes and brake system. Again, basic maintenance and regular checks are essential. Make this your company's priority - don't endanger the driver, the vehicle and the road user.

Are your brakes ready for the road?


A lack of maintenance causes brakes to fail

CHECKS	GOOD	BAD	GOOD	BAD
Driver Checks				
1. Check Air Brake is not broken or linked & couplings not interconnecting	GOOD	BAD	GOOD	BAD
2. Check under control (Downhill - Wobbling - Brake and Gear are correct)	GOOD	BAD	GOOD	BAD
3. Check Electrical System (Wobbling - Brake and Gear are correct)	GOOD	BAD	GOOD	BAD
4. Check for Trailer Brake and Load Saving Data Pages are present on vehicle	GOOD	BAD	GOOD	BAD
5. Check park brake is functioning - when down not lock after application and release	GOOD	BAD	GOOD	BAD
Under Drive Inspection				
1. Check Air brake system for Air leaks	GOOD	BAD	GOOD	BAD
2. Check Hydraulic for leakage	GOOD	BAD	GOOD	BAD
3. Check Rubber hoses for chaffing or tears or surface	GOOD	BAD	GOOD	BAD
4. Check air reservoirs and check for compressed air	GOOD	BAD	GOOD	BAD
5. Check Load carrying ability (brakes are secure and not connected)	GOOD	BAD	GOOD	BAD
6. Check control panel indicator lights to ensure each one is working fully	GOOD	BAD	GOOD	BAD
7. Check all brakes for correct adjustment are OK	GOOD	BAD	GOOD	BAD
8. Check Parkbrake (down) working 80% of brake (and check lock are brake)	GOOD	BAD	GOOD	BAD
9. Check all visible components (over 50% of brake system) in good state	GOOD	BAD	GOOD	BAD
10. Check all service foundation brakes are functioning	GOOD	BAD	GOOD	BAD
11. Check if Air lagging hoses are present on the vehicles to release the spring brake	GOOD	BAD	GOOD	BAD
Additional Checks				
1. Is the vehicle in ABS warning - "ABS" above dash brake application (function or off)	GOOD	BAD	GOOD	BAD
2. Is ABS (if fitted) warning light on - truck movement or brake maintenance (function or off)	GOOD	BAD	GOOD	BAD
3. Are lights	GOOD	BAD	GOOD	BAD
4. Is vehicle sitting on good condition. Is driver visible and not hindered	GOOD	BAD	GOOD	BAD



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[illegible]

Fleet Fuel Checklist

With continuing hikes in the price of diesel, fuel is now a major factor affecting the profitability of running a fleet of commercial vehicles. Working together, the operator and driver can – with a bit of education – achieve significant savings.

FOR THE DRIVER

Maintainance

Regular checks including pre- and post-trip inspections will ensure better fuel consumption.

Speed

The faster you drive the more fuel is used. Sixty miles per hour is the most economical speed.

Tyres

Keep the right inflation – if too low rolling resistance will increase – more fuel is used.

Driving style

- Keep the revs in the normal peak torque.
- Drive in the correct gear. Avoid torque shifting – i.e. change speeds – unless all idling uses too much fuel.
- Don't use 10th gear.
- Drive in 10th gear at excessive accelerations or braking.
- When in 10th gear, don't use full power – pull early to the next gear.

Wind resistance

Adjust air deflections to correctly split air and trailer.

Other

- Fuel tanks must be properly secured.
- Fuel theft is a common problem and accurate tanks are essential.
- Use fuel leak tests. Make sure storage is regularly recanted.

For the operator

Consistently and regularly – driver skills, habits and attitudes – can significantly reduce the biggest single factor affecting fuel consumption.

Incentives

Consider introducing an incentive scheme for fuel saving.

Consider a Fleet Management System

A fleet management system can be a useful benefit for fuel saving – monitor drivers, monitor planning, maintain records, monitor fuel collection and registration of equipment and fuel usage.

Maintenance policy

Establish and have a consistent, sensible and realistic maintenance policy and procedures in place. Maintenance should be a management priority.

Replace old vehicles

Have a vehicle replacement policy – old vehicles are uneconomical and use more fuel.

Vehicle choice

- Is it right for the job to be done?
- Are the most fuel values correct?

Overloading and load distribution

- Does not need to be a vehicle and type
- Will cause damage to the vehicle and type

Routing and scheduling

The placement of the vehicle is critical to trip time and fuel consumption – this is a management responsibility

But there's nothing in it about environmental damage. It's just a way of saying that you can save money by using less fuel.

A Call to ACTION

Essential CHECKLIST

INITIATIVE

Don't drink and drive

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

Negative effects of alcohol

- ❖ Slows reaction time
- ❖ Reduces coordination
- ❖ Increases risk taking
- ❖ Reduces or poor judgement
- ❖ Increases fatigue – many hours after consumption
- ❖ Caught, a professional driver can lose his license suspended for 1 year
- ❖ 1 year – first offense
- ❖ 1.5 years – second offense
- ❖ 1.5 years – third offense

How many drinks


recommends that Blood Alcohol content be reduced to 0.02 per 100ml for general drivers and 0.00 per 100ml for professional drivers.

Limits for Professional Drivers


Blood
0.02 per 100ml

Breath
0.10mg per 100ml

30 kg



100 kg




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
0.000%

0.07%

30 kg



100 kg




0.00%


0.000%

0.07%

30 kg



100 kg



0.00%

0.000%

0.07%

1 Unit comes to 10g in your blood or 0.10mg in your breath

	Beer	Wine	Distilled Spirits	12 oz. 5% Beer	5 oz. 12% Wine	1.5 oz. 40% Distilled Spirits
1 Unit	12.6 oz.	5.0 oz.	1.5 oz.	12.6 oz.	5.0 oz.	1.5 oz.

*** 1 Unit comes to 10g in your blood or 0.10mg in your breath**

No. of Units	Blood Alcohol Content	Breath Alcohol Content
1	0.02%	0.10mg
2	0.04%	0.20mg
3	0.06%	0.30mg
4	0.08%	0.40mg
5	0.10%	0.50mg
6	0.12%	0.60mg
7	0.14%	0.70mg
8	0.16%	0.80mg
9	0.18%	0.90mg
10	0.20%	1.00mg
11	0.22%	1.10mg
12	0.24%	1.20mg

*** Calculations are based on actual mass. 48kg. 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 (on average) to get rid of 1 unit.

0.08% = 0.08g per 100ml of blood

0.10mg = 0.10mg per 100ml of breath

ALCO-Safe

Alcohol and Drug testing specialists

ALCO-Safe is a leading provider of alcohol and drug testing services for the trucking industry. We are a 100% employee-owned company with a proven track record of providing innovative, reliable, and cost-effective testing solutions. Our services include pre-employment screening, random testing, and return-to-duty testing. We are proud to be a member of the National Transportation Traffic Administration (NTTA) and the International Brotherhood of Teamsters (IBT). We are committed to providing the highest quality of service to our clients and to the industry as a whole.

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A Firestone Idea

Guidelines to Tyre Maintenance

General tyre maintenance from both a safety and economic point of view is a necessity.

But what is general maintenance?

Looking after your vehicle tyres is more than just inflating them. Many things can cause unnecessary wear in a tyre. For example keeping tyres clean gives the tyre casing and tread more grip. Sand left on the tyre wears up the silt and air compounds in the rubber. In the same way as sand on a wet floor floor makes oil and salt other substances.

Proper tyre maintenance is inseparable as it leads to tyre failure, often with substantial consequences and loss of human life. These guidelines to tyre maintenance will assist you, not only in prolonging tyre life, but also to ensure optimum safety for your own vehicle and all those with whom you share the road.

1. Tyre tread depth

Check the tread depth on your vehicle tyres and replace them if the tread depth is below the minimum legal

2. Tyre pressure

Regular tyre pressure is doing a vital safety job and also saving you money by reducing the tyre's slipperiness.

3. Valve & valve cap

Check your tyre valve stem, valve and valve cap regularly and make sure they are all in good working order. Repair or replace worn or damaged parts. A faulty valve stem or cap can cause air to leak out of the tyre.

4. Tread design

Check the tread design of your vehicle tyres. Different tread designs are designed for different road conditions. For example, a tyre with a tread design that is not suitable for the road conditions you are driving on will wear out faster and may not provide the grip you need for the highest speeds.

5. Tyre cleaning

Keep your tyre clean. Sand and mud will wear the tyre and the tyre compound will wear faster in a wet and more slippery condition.

6. Tyre match

Check the tread design of your vehicle tyres. Different tread designs are designed for different road conditions. For example, a tyre with a tread design that is not suitable for the road conditions you are driving on will wear out faster and may not provide the grip you need for the highest speeds.

7. Wheel rim

Check the wheel rim of your vehicle. The wheel rim should be in good condition. A damaged wheel rim can cause the tyre to wear out faster and may not provide the grip you need for the highest speeds.

8. Wheel studs and nuts

Check the wheel studs and nuts of your vehicle. The wheel studs and nuts should be in good condition. A damaged wheel stud or nut can cause the tyre to wear out faster and may not provide the grip you need for the highest speeds.

9. Wheel alignment

Check the wheel alignment of your vehicle. The wheel alignment should be in good condition. A damaged wheel alignment can cause the tyre to wear out faster and may not provide the grip you need for the highest speeds.

10. Steering and suspension

Check the steering and suspension of your vehicle. The steering and suspension should be in good condition. A damaged steering or suspension can cause the tyre to wear out faster and may not provide the grip you need for the highest speeds.

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The Team

◀ A great day for all, from left: Tertius Wessels, Managing Director of Corridor Empowerment Project, which manages Trucking Wellness for the NBCRFLI; Judith Bester: Project Leader for the DTSA Trucking Wellness Project; Cornel Oelofse, Dealer Principle, Orbit Commercial Vehicles Cape Town; Maretha Gerber, President and Group CEO Daimler Truck Southern Africa; Dirkie van Zyl, Managing Director Pool Transport; Hendrienne Pool, Human Resources, Pool Transport; and Helmut Pool: owner Pool Transport

Wellness is top priority at Pool Transport

With its truck stop and mobile clinics, Trucking Wellness will always have the on-road health of South Africa's truck drivers as its core priority. However, what is not widely known is that one of the main sponsors of Trucking Wellness, Daimler Truck South Africa, decided some time ago to take it a step further and fund a programme called the DTSA Fleet Owner Workplace Wellness Programme which, working under the guidance of Trucking Wellness health experts, embraces an holistic view of all departments in a transport company - not just the drivers. Pool Transport in Worcester recently became the 10th DTSA key account customer to complete this programme writes Patrick O'Leary.

Pool Transport is a company steeped in family history having been founded in 1955 by Oupa Sarel Pool, who would deliver customer orders from his wife, Hettie's grocery store in Worcester. It wasn't long before he started receiving requests to deliver other types of general cargo in and around Worcester and this led to him buying his first truck. He later bought two tipper trucks and branched out into transporting sand and stone. The growth continued and he soon began working with the region's wine and fruit farmers.

As time went by, it was obvious that he had a fully-fledged transport company and in 1965, the company was registered as SN Pool (Pty) Ltd – later becoming known nationally as Pool Transport. Today the company has a total fleet of 100 trucks – all Mercedes-Benz having bought the first Merc in 1974 and is owned by his son, Helmut Pool.

Throughout its history, the company has always been closely aligned to the local Worcester community and has an entrenched culture of social transformation and contribution. That's a story on its own but just as a snippet, check this out.



A healthy truck driver is a safe truck driver contributing to safer roads for all South Africans

Thumbs up!

► Thumbs up from all to better health practices in Pool Transport made possible via the adoption and completion of the DTSA Fleet Owner Workplace Wellness Programme run by Trucking Wellness, which falls under the National Bargaining Council for the Road Freight and Logistics Industry umbrella.

▼ Helmut Pool, owner of Pool Transport, stands on the company's in-house weighbridge. Best operational practices are now complimented by best wellness practices for all in the company.



Pool Transport is a level 2 BBEE rated logistics company with a 26% black ownership, of which 10,4% are Black women. The 26% Black shareholder is not some giant, distant corporate. Rather it is the *SN Pool Gemeenskapstiging NPC* which supports 22 organisations in the Breedevallei where the company's drivers live, their kids grow up and go to school. These organisations benefit from the profits of the company and this model is a unique form of Black ownership which works for the company and for the community.

With this inbred culture of caring for others, Pool Transport was an obvious choice to take on DTSA's Fleet Owner Workplace Wellness Programme as the company truly does live the slogan that 'people are our greatest assets'.

It was thus that Judith Bester, project leader for Trucking Wellness on the DTSA programme, started



working with Pool Transport some two years ago to identify areas of concern and to put in place programmes and processes with the objective of long term health sustainability.

It's been a great journey which has been totally embraced by all in the company and according to Bester, a large measure of its success is that it has been supported and driven from the top with owner Helmut Pool, his wife Hendrienne who handles Human Resources and managing director Dirkie van Zyl throwing their full weight and support behind it. "Helmut has even built a gym on the premises which has become popular with staff," says Bester.

Over the past 11 years (it was started by DTSA in 2013), the programme has continuously evolved, enhancing content to meet emerging customer needs and this year, Pool Transport was a catalyst to align the DTSA Fleet Owner Workplace Programme with RTMS accreditation, developing the first fatigue management policy and assisting in the development of a medical certification process for truck drivers.

Speaking at the certificate handover ceremony, Dirkie van Zyl, Managing Director of Pool Transport, thanked DTSA for its support, commitment and investment in the health and wellness of the company's employees. He also paid tribute to Trucking Wellness and the NBCRFLI for their

contribution to this on-going wellness initiative in the transport industry of South Africa.

Tertius Wessels, Managing Director of Corridor Empowerment Project, which manages Trucking Wellness for the NBCRFLI, also paid tribute to DTSA saying that the 15-year partnership has led to much closer relationships with transport companies, such as Pool Transport. "It allows for increased understanding and use of Trucking Wellness and other NBCRFLI wellness services, while implementing programmes with true shared value for all stakeholders," he said.

The good news is that Maretha Gerber, President and Group CEO of DTSA, has given the assurance that DTSA will remain committed to advancing access to primary healthcare for truck drivers in South Africa.

"We know that a healthy truck driver is a safe truck driver, contributing to safer roads for all South Africans and we see DTSA's Fleet Owner Workplace Wellness Programme as being one of the vehicles to achieve this goal", she said. She also expressed her thanks to partners like Trucking Wellness and Pool Transport for their efforts and commitment to complete this programme and making a lasting impact towards "this amazing cause."

FleetWatch congratulates all. It's the right way to go. □



▲ Placing high accent on parts availability are Anton Wehmeyer, Parts Manager (left) and Dickie Marais, Group After-sales Manager at JAC Motors.

JAC Motors opens new state-of-the-art parts warehouse

Recording good sales figures in the truck market is obviously a good thing but if you don't have excellent aftersales service and parts back up, everyone will lose.

It is thus that JAC Motors, which now boasts over 70 dealerships across Southern Africa offering a variety of MCV and HCV trucks as well as double-cab bakkies, has expanded its parts warehouse with a second enlargement in two years in order to meet rising demand from a growing customer base and expanded service area across Southern Africa.

The new parts warehouse is located at JAC Motors' Roodepoort head office and is double the size of the previous facility. It also features a unique shelving system that doubles storage space, allowing for higher stock levels.

"This centrally located state-of-the-art parts warehouse facility will enhance our service, benefitting dealers, panel beaters and customers thus consistently ensuring high levels of customer satisfaction," says Karl-Heinz Göbel, CEO of JAC Motors South Africa.

In addition to its larger size, the new warehouse is engineered to streamline order processing and dispatch. Equipped with a high-tech

ordering system, it enables rapid and efficient order fulfilment, with real-time tracking available to dealers to keep customers informed about their purchases.

"As a customer-centric brand, JAC Motors SA plans for future growth, particularly with an expanding product range. This growth trajectory will further accelerate our customer base, underscoring our commitment to customer satisfaction," concludes Göbel.

Interesting is that the parent company in China - Anhui Jianghuai Automobile Group Corporation Ltd. (JAC Motors) - is a prolific producer of electric vehicles having launched its first battery-electric truck in 2014 and has since established a global presence in this segment. In 2020, VW increased its stake by 25 percent in the Chinese EV joint venture with JAC Motors, founded initially as a 50-50 partnership in 2017. This joint venture is central to the two brands' electric vehicle programmes in China.

On the local electric vehicle front, Takealot has incorporated a number of JAC N75 EV 4-tonne battery-electric trucks. Read about it here: <https://fleetwatch.co.za/fleet-watch-2022/takealot-goes-green-with-jac-n75-ev-battery-electric-truck/>



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City Logistics gears for continuity in the face of risk



Truck fleets face a multitude of risks on a daily basis, from on-road threats like potholes and hijackers to national disaster-level events including floods, fires, load-shedding, strikes and riots. To ensure business survival in an unpredictable operating environment, fleet operators should have a disaster risk resilience strategy in place, as exemplified by City Logistics and its FMCG fleet.

According to Ryan Gaines, CEO of City Logistics: "The business environment in South Africa is fraught with risks. Now that the elections are over, experts in the logistics industry are urging companies to put measures in place to ensure that they can mitigate any risk and uncertainty that may ensue."

Gaines points out that the last four years have been particularly risky for South African companies.

Putting measures in place for a risk resilience strategy is key to reducing financial losses and personal impacts.

Effective and open intra-company communications are mission-critical in times of crisis.

Ryan Gaines
CEO of City Logistics

First came COVID-19. Then the July 2021 riots erupted with widespread civil unrest in the KwaZulu-Natal and Gauteng provinces, marked by rampant looting and violence. Businesses were forced to shut down and employees stayed home for safety reasons. The Consumer Goods Council of South Africa estimated the economic damage at R50 billion," says Gaines.

"In 2022, KwaZulu-Natal experienced severe flooding. This was the province's most devastating natural disaster on record, resulting in significant loss of life with extensive damage to homes and infrastructure. The economic impact was staggering, with estimated losses totalling R36 billion," he adds.

"The impact on the logistics sector was immense. City Logistics saw a 31% decrease in volumes

as a result of the riots and a 37% decrease in volumes as a result of the floods. However, a month after the floods, City Logistics managed to normalise its operations despite damage to road infrastructure," says Gaines.

Just this week, devastating floods hit the Eastern Cape while in KwaZulu Natal, a vicious tornado played out its havoc in the Tongaat area.

Compiling a Business Continuity Plan

Achieving risk resilience is all about preparation. When facing risks like political turmoil, natural disasters and social unrest, businesses must ready themselves for unexpected challenges. "Preparation is key to reducing both financial losses and personal impacts. This is something that the logistics industry, a critical backbone supporting key sectors, has learnt over the years," explains Gaines.

"In order to mitigate risks, companies should compile a Business Continuity Plan (BCP), which establishes protocols and creates prevention and recovery systems for unforeseen circumstances. Each scenario may differ, but the BCP works on building protocols and structures to ensure businesses are prepared for all types of unrest and uncertainty.

"During times of unrest or uncertainty, businesses also need to prioritise open and clear communications across the company. If employees can't reach work safely due to events like riots, floods or pandemics, they should be able to work from home with full access to company software and tools.

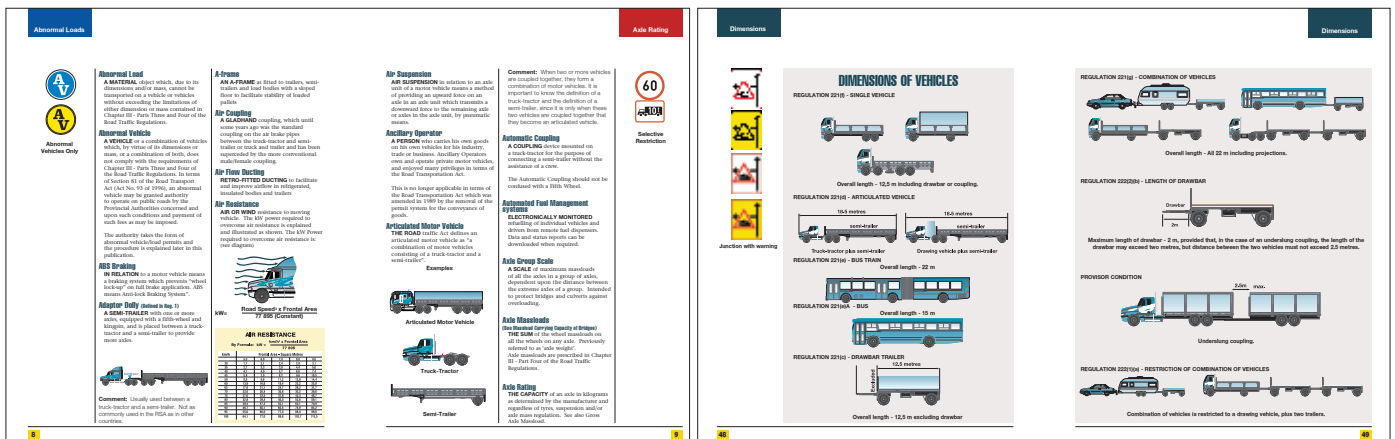
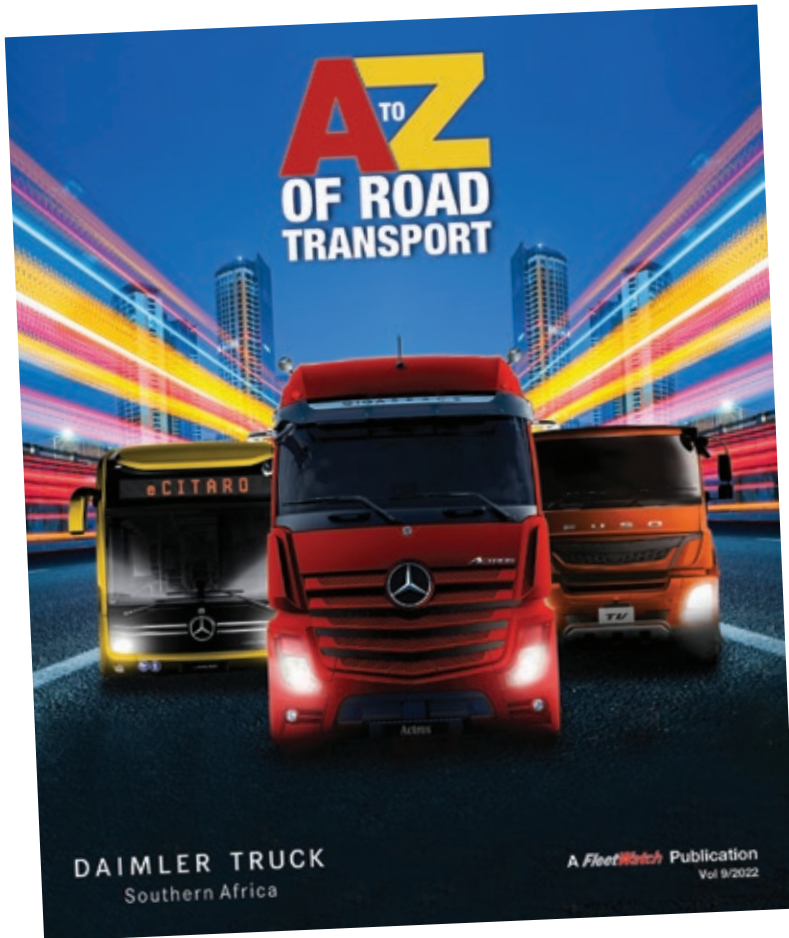
"Finally, during times of increased risk, companies should ensure that staff members have emergency contact numbers and access to additional security for their personal protection," Gaines concludes.

It's all good advice for the trucking industry truly does face numerous risks on a daily basis. □

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GRW is on the expansion trail

GRW, South Africa's home-grown trailer manufacturer, has further expanded its drive into the European market with its successful acquisition of Van Hool Industrial Vehicles, a prominent player in the European trailer manufacturing industry. This strategic move marks a significant milestone in GRW's expansion strategy, fortifying its position as a key player in the global market.

With robust brand visibility in both Europe and North America, Van Hool is renowned for its high-quality vehicles, innovative designs and commitment to sustainability.

GRW will use Van Hool's truck trailer manufacturing facilities in Belgium and retain key Van Hool personnel to sustain the plant's production momentum and maximise market reach.

"Van Hool's reputation for innovation and reliability complements our own values, allowing us to further enhance our product portfolio and reinforce our position as an industry leader," says Gerhard van der Merwe, GRW CEO.

The Van Hool factory in Belgium will continue the production of stainless-steel road tankers, containers, gas tankers, cryogenic tankers and container chassis.

A legacy of excellence

Founded in 1947 by Bernard Van Hool in Koningshooikt, Belgium, the Van Hool brand has gained iconic status in European commercial transport sectors as a manufacturer of premium coaches, buses and heavy-duty truck trailers.

Prior to its Industrial Vehicles division buyout by GRW in April 2024, Van Hool in its entirety employed approximately 4 100 people worldwide, with production facilities in Koningshooikt (Belgium) and Skopje (North Macedonia).

"We eagerly anticipate integrating Van Hool's expertise into our joint operations to enhance efficiency and optimise lean manufacturing processes," says Van Der Merwe.

GRW, a family-owned South African business established in 1996, has rapidly expanded its influence beyond its home country, establishing a strong presence across Sub-Saharan Africa, Europe, the United Kingdom, the Middle East and Australia.

"This growth trajectory underscores GRW's commitment to providing world class products and services to a diverse global clientele. In 2018, Schmitz Cargobull AG, a leading European trailer manufacturer, made a strategic investment by acquiring a 39% stake in GRW, forging a partnership that

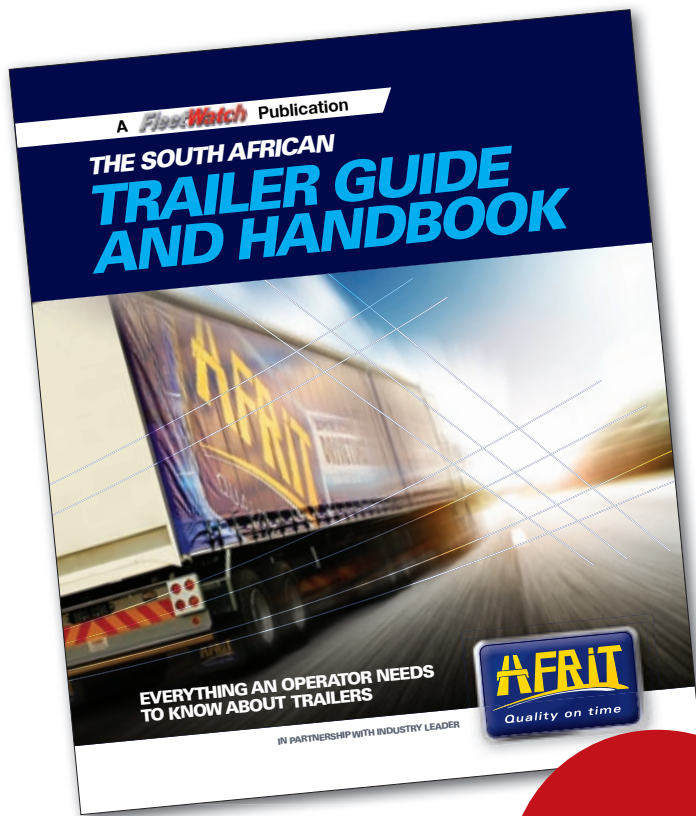
▲ Not only has GRW built top class products for the South African market but through its global expansion, the company has shown that South Africa can compete on the world stage as a leader.

delivers excellent synergies," van der Merwe states.

The integration of Van Hool's knowledge and capabilities with GRW's extensive resources positions the combined entity for continued growth in highly competitive global trucking markets.

"Acquiring a brand like Van Hool, renowned for its prominent brand presence and exceptional vehicle quality, was a pivotal step for GRW. With a strong emphasis on streamlined manufacturing, technical knowledge transfer and expanding a global operations network, GRW and Van Hool are positioned to drive innovation and deliver exceptional value to customers worldwide," concludes van der Merwe.

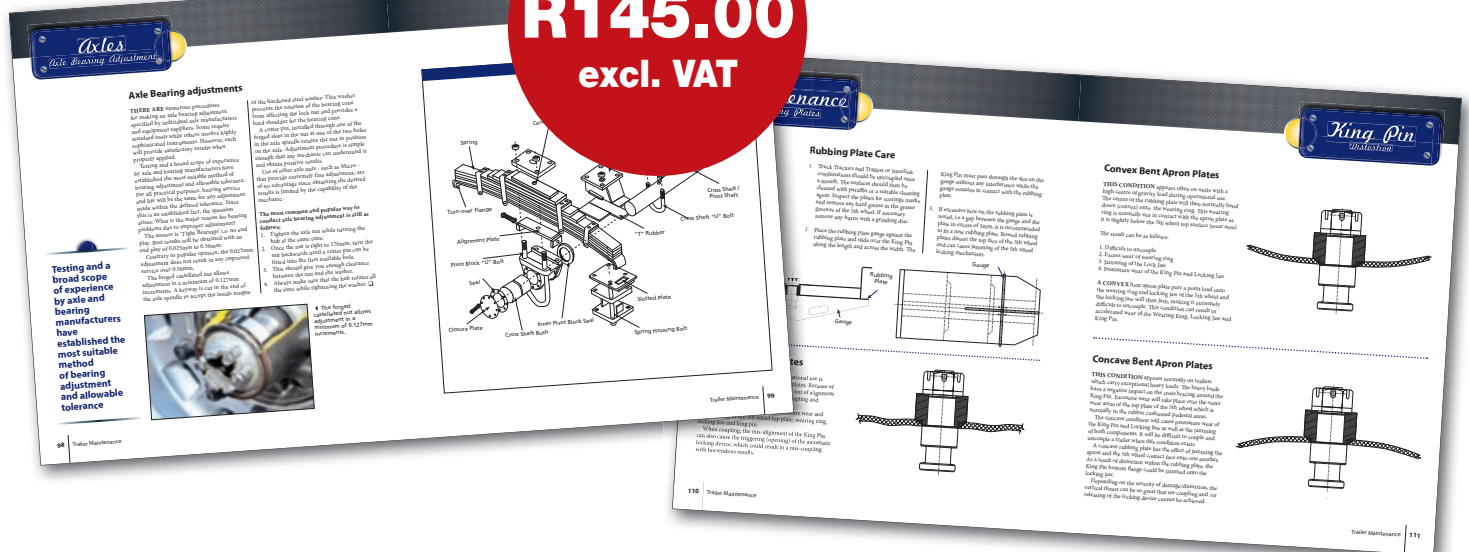
FleetWatch has followed the growth of GRW since its inception back in 1995 and wow, talk about proudly South African. Well, GRW is it for not only have they built top class products for the South African market, but they have shown that South Africa can compete on the world stage as a leader. Salute to GRW! □



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When will smart driving licences be printed?

The on-going lack of clarity in the acquisition of printing equipment to deliver new smart card driving licences for the country is concerning and raises many unanswered questions on the processes followed by the Department of Transport (DoT) in securing this equipment. This is the opinion of the Automobile Association (AA) stating that citizens have a right to know what processes were followed and how much it will cost.

The Association says it takes note of recent media reports, and of a statement by the Department, on the process of securing this equipment. In a statement released on Sunday 9 June, the DoT noted, "... the Department is on track to deliver a new driver's licence card and printing equipment for the country amid the initial challenges of finding suitable service provider/s."

The AA questions what these challenges are and how the DoT has since resolved these. "Importantly, we must also ask how the Government Printing Works (GPW) – whose mandate it is to print sensitive national security documents – was involved in this process. The GPW has proven technical expertise to print cards such as these as it already prints the national ID cards used by millions of South Africans," the Association says.

When asked by the AA about the GPW's involvement, the DoT

responded by saying: "Once Cabinet gave approval of the card design, the Department was obliged by law to follow a competitive, transparent and fair tender process, which did not give advantage to any specific service provider."

The AA says its first concern is that, in its view, the process has not been transparent. "In addition, we believe the printing of new smart card driving licences should not be very different from printing national ID cards. And, if there are significant differences, surely the GPW would be able to make provision for this. These are experts in their field with a proven track record and not involving them in this process seems a waste of time, resources and, ultimately, money.

"If the decision is to secure new equipment from an outside source, were all the factors of not using the GPW – and the costs of not printing 'in-house' – fully explored? If they were, what was the outcome of this exercise, and if they weren't, why not?" the AA asks.

The AA says the DoT is obliged to find the best solution - at the best cost to South Africans - to produce the new smart card driving licences and owes citizens an explanation of how it is doing that.

"The fact that the DoT says the process '... did not give advantage to any specific service provider' is a somewhat nebulous answer to a specific question on the GPW's involvement and should be interrogated more thoroughly as this saga unfolds," the AA notes.

Extension of validity period

The AA also asked the DoT to clarify the issue of the extension of the validity period of driving licences from the current five-year period to either eight or ten years. In August 2022, the then Minister of Transport Fikile Mbalula indicated that research – and input from provincial Departments of Transport – supported extending the validity period of driving licences from five to either eight or ten years.

The AA is among several civil society organisations to call for such an extension as a means of alleviating



▲ The AA wants answers on the processes followed by the Department of Transport in securing printing equipment to deliver new smart card driving licences for the country; and why the Government Printing Works (GPW) is not being used; and to clarify the issue of the extension of the validity period of driving licences from the current five-year period to either eight or ten years; and...and...and....

pressure on Driving Licence Testing Centres (DLTCs), and as a cost saving measure to motorists who would only have to pay to renew their cards every eight or ten years.

"But we have now been told this proposal has not been tabled to Cabinet. We must question why a move that is supported - and which would benefit South Africans - is not being considered and implemented. We must again ask the DoT to take the country into its confidence and explain why this did not happen, apart from simply saying it will 'issue a statement on the matter at an appropriate time', as it did with the latest query from the AA," the Association says.

"Unfortunately, there have been too many issues around the delivery of driving licence cards to South Africans in the past and the acquisition of new equipment to print new smart card driving licences should not continue this trend. We call on the DoT to provide answers to South Africans to show that they have considered this matter carefully and with due reflection on the costs involved in this exercise. □



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Positive growth in the road freight sector

After declining notably in the first two months of the year, the Ctrack Transport and Freight Index (Ctrack TFI) increased in March and April to reach an index level of 123.4, an increase of 2.8% compared to March's level, and 1.5% above year-ago levels.

Except for the two sub-sectors (sea freight and storage & warehousing) that declined, activity in all other sub-sectors advanced on a monthly basis, led by notable increases in air freight and road freight. Similarly, compared to a year earlier, four sub-sectors increased during April, while only the road freight and pipeline transport sub-sectors declined.

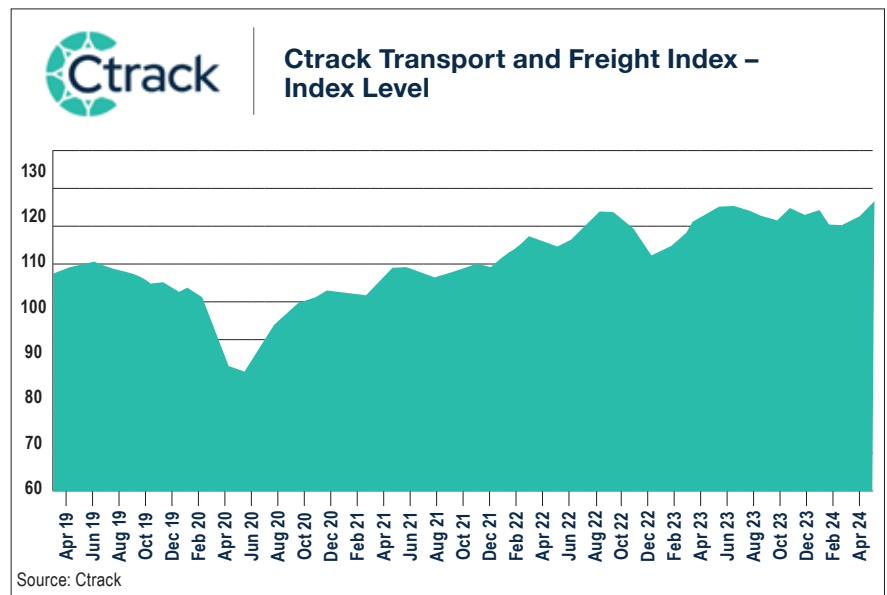
The heavily weighted Road Freight sub-sector, which has grown notably in recent years and currently accounts for 83.6% of all freight payload in South Africa, recovered in April, the second consecutive positive monthly growth rate following a downward trend that lasted almost a year.

Road freight increased by 4.5% on a monthly basis in April vs 1.2% in March, following the fourth consecutive monthly decline in the preceding months. Heavy vehicle traffic on both the N3 and N4 toll routes (class 3 & 4 trucks) increased in April by 2.9% and 14.5% m/m, respectively. Heavy vehicle traffic on the N4 toll route spiked in March (+47.4% m/m) given that trucks were forbidden to ▶ 68

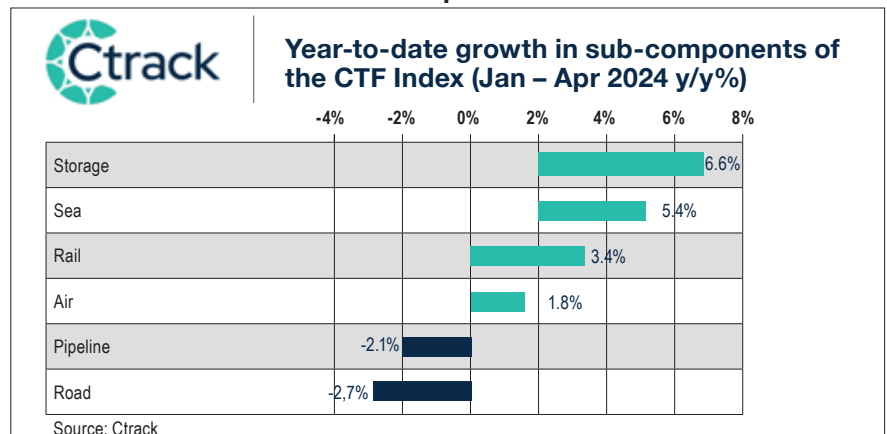


▲ The Road Freight sub-sector currently accounts for 83,6% of all freight payload in SA.

Graph 1



Graph 2



CTrack FREIGHT TRANSPORT INDEX

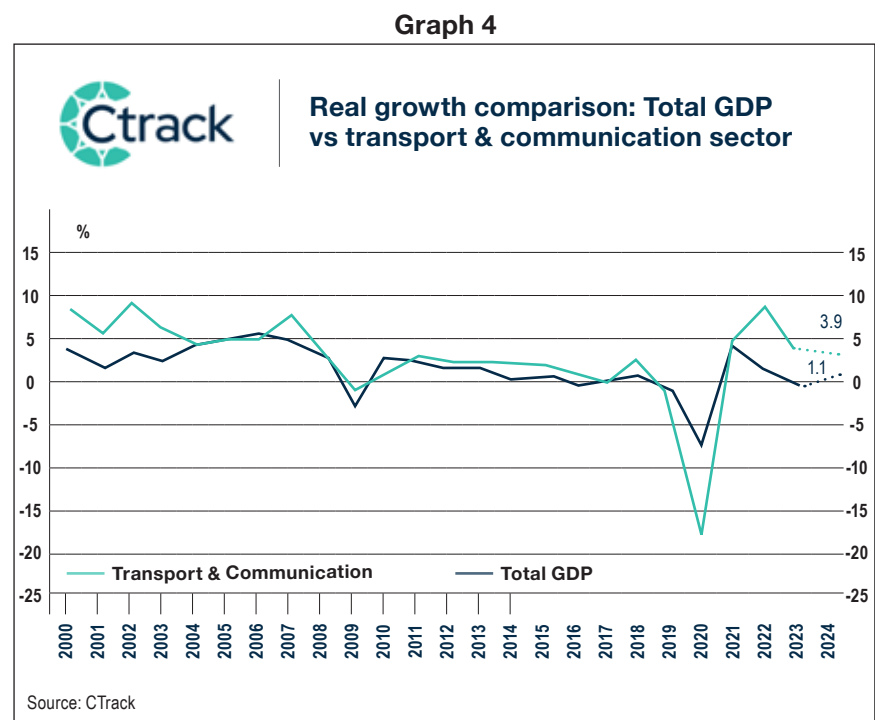
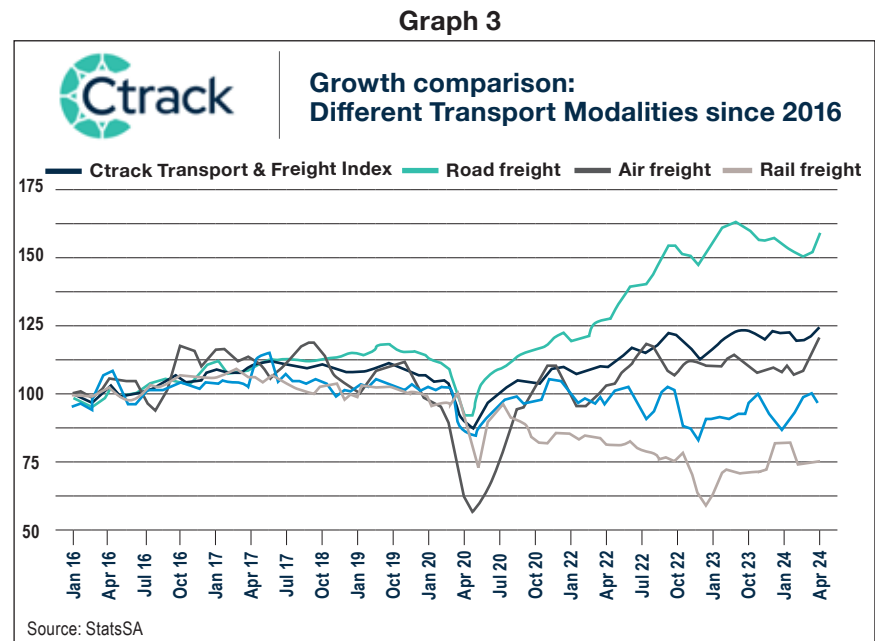
► 68 travel on the R36 Bambi-Mashishing route due to the poor condition of the road - an on-going issue.

On top of that, renewed troubles at South African ports, notably the Durban port (which saw a 25% drop in container handling during April and similarly for other cargo handling partly due to adverse weather conditions), resulted in additional traffic on the N4 as trucks rediverted towards the Port of Maputo.

South Africa needs to accelerate its efforts to revive the rail network in order to reverse some of the road freight back to rail freight. While the sub-sector remains the backbone of logistics in South Africa, it comes at an ever-increasing cost to the economy as transport via road remains notably more expensive than transport via rail, while South African road infrastructure buckles under the increased heavy vehicle traffic.

Following four consecutive months of growth, April turned out to be a horrendous month for the Sea Freight sub-component. A combination of terrible weather, equipment breakdowns and a system failure dominated port operations during April. At the Port of Cape Town, nature's merciless effect was particularly impactful, as more than 60 operational hours were lost in the second week of the month, while equipment breakdowns, a system failure, and adverse weather constituted the majority of delays in Durban (source: BUSA/SAAFF Cargo Report).

Elsewhere, stormy conditions also lashed the ports of East London and Gqeberha, where operations were characterised by strong winds, rain and vessel ranging. Overall, for all ports in South Africa, the number of containers that landed dropped by 17.9% m/m, and worse, the number of containers shipped dropped by 32.5% during April. Other cargo handled (excluding vehicles) also declined by 11.6% in April. Given that these declines were largely due to adverse weather conditions,



activity has bounced back in subsequent weeks. Year-to-date sea freight is still up by 5.4% on the corresponding period in 2023 – see graph 2.

Sea freight remains one of the main focus areas of South Africa's structural reform efforts and some of the shorter-term interventions at ports are starting to bear fruit. Encouraging media reports suggest that Transnet Ports Terminals

(TPT) has pulled out all stops to facilitate a successful "reefer season" for the citrus industry. As the key facilitator of the sector's imports and exports, Transnet is an essential partner in ensuring that fresh produce reaches key markets on time. With the industry forecasting a 15% increase in citrus export volumes in 2024, TPT has taken special measures to ensure that this year's "reefer

CTRACK FREIGHT TRANSPORT INDEX



Table 1
Change in Ctrack Transport and Freight Index in April 2024

April 2024 Percentage change between	Rail	Road	Pipeline	Sea	Air	Storage and handling	Ctrack TFI
April 2024 vs April 2023 (y/y)	4.5%	-1.4%	-0.5%	6.8%	7.2%	9.5%	1.5%
April 2024 vs March 2024 (m/m)	0.3%	4.5%	0.6%	-2.8%	7.1%	-0.8%	2.8%
Quarter to April 2024 vs. Quarter to January 2024 (q/q)	1.9%	4.7%	-1.3%	3.1%	13.1%	-1.8%	3.7%

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

season” is a success. Given that citrus exports represent a crucial part of our country’s agricultural exports, accounting for more than 50% of overall agricultural exports and contributing R43bn annually to GDP, this is commendable.

Slowly, but surely, progress is made to improve productivity and efficiency at ports. Hopefully, more of these stories will soon surface as anecdotal evidence of a much-needed turnaround at our port operations.

Air Freight sub-sector

The Air Freight sub-sector increased by 7.1% in April, following an increase of 4.4% in March, reaching the highest index level on record. On a quarterly basis, the air freight sub-sector is up by a notable 13.1%, contributing handsomely to the overall logistical sector recovery. While the underlying components subsided slightly in April, activity remains at elevated levels. A case in point is the cargo load on planes that spiked by 50.4% m/m in March. Subsiding by 9% m/m in April, still renders the load carried in April 37.0% higher than in February. Furthermore, the International Air Transport Association (IATA) continued to report strong industry-wide air cargo demand, with double-digit annual growth in cargo tonne-kilometres (CTK) for the fourth consecutive month.

International CTks expanded by 11.4% YoY globally, supported by all regions and major trade lanes, with carriers from the Middle East, Africa, and Asia at the helm. According to its latest report, the growing air cargo demand is

a reflection of buoyant traffic on international routes, helped by the rapidly increasing demand for e-commerce services. Overall, air cargo demand appears set to continue the upward trend in CTks that started last year.

The Rail Freight sub-sector continues its very gradual recovery, increasing by 0.3% m/m in April followed by 1.2% m/m in March, only partially recovering from a weak January and February. For the first four months of 2024, rail freight increased by 3.4% compared to the corresponding period in 2023 (See graph 2). Though off an extremely low base, progress has been made despite many on-going challenges plaguing the sector.

One of President Cyril Ramaphosa’s key reforms under Operation Vulindlela has been rail reform, with the aim to provide additional capacity to Transnet and reverse the detrimental trend of

moving goods from rail to road. The inability of Transnet to rail out South African exports has cost anywhere from R150-billion, as calculated in 2022 by the Minerals Council South Africa, to R1-billion a day as calculated by Jan Havenga, Professor of Logistics and Supply Chain Management at Stellenbosch University. Rectifying the under-performance of the rail network

will have tangible benefits for the economy, from higher employment, and higher tax collection to a higher economic growth rate and a stronger rand exchange rate.

The Storage and Handling sub-sector of the Ctrack Transport and Freight Index declined further by 0.8% on a monthly basis in April, but remains 9.5% above year-ago ▶ 70

▼ One of operation Vulindlela’s key reforms is to rejuvenate rail and reverse the trend of moving goods from rail to road.



CTRACK FREIGHT TRANSPORT INDEX

► 69 levels. Inventory indicators declined in April, while total transshipments, both landed and shipped containers, declined by almost a third on a monthly basis in April.

Lastly, the transport of liquid fuels via Transnet Pipelines (TPL) increased by 0.6% m/m in April but still declined by 1.3% and 0.5% on a quarterly and annual basis, respectively, partly reflecting the sluggishness of the economy.

Transport sector a negative contributor to Q1 2024 GDP

The economy contracted by 0.1% q/q seasonally adjusted in Q1 2024 (vs revised growth of 0.3% in Q4 2023), with six of the ten sectors contracting on a quarterly basis these being the mining, manufacturing, construction, electricity production and transport & communication sectors.

A 1.5% quarterly drop in the Ctrack TFI during March signalled a potential negative contribution from the transport & logistics sector, exactly what materialised in the GDP release on 4 June. The transport & communication sector has frequently been an outperformer among the other sectors, like in Q4 2023 when the transport sector grew by 3.1% q/q seasonally adjusted vs. overall GDP growth of a mere 0.3%.



However, in Q1 2024, the transport & communication sector under-performed the broader economy, contracting by 0.5% q/q seasonally adjusted vs the overall GDP contraction of 0.1%. Although a sluggish start to the year, real growth for the transport and communication sector is still forecast to outperform the broader economy in 2024.□

Sea freight remains one of the main focus areas of South Africa's structural reform efforts and some of the interventions at ports are starting to bear fruit.

Footnote: The Ctrack Transport and Freight Index is compiled by independent economist Elize Kruger and is issued to the market by cTrack as a useful performance gauge of the South African logistics and supply chain industries.



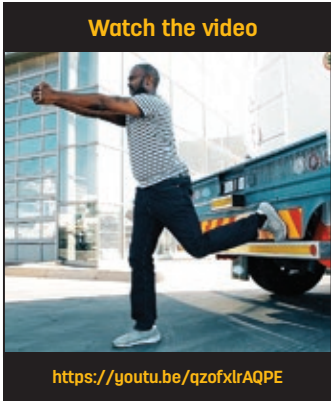
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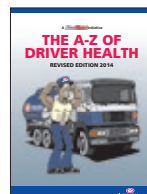
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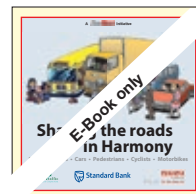
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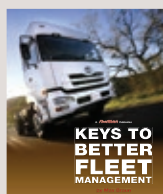


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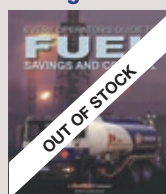
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