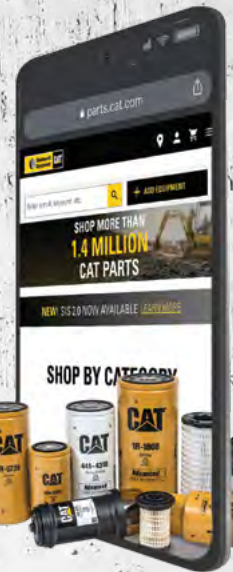


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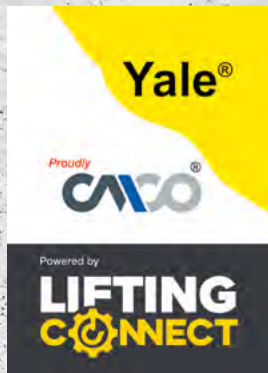
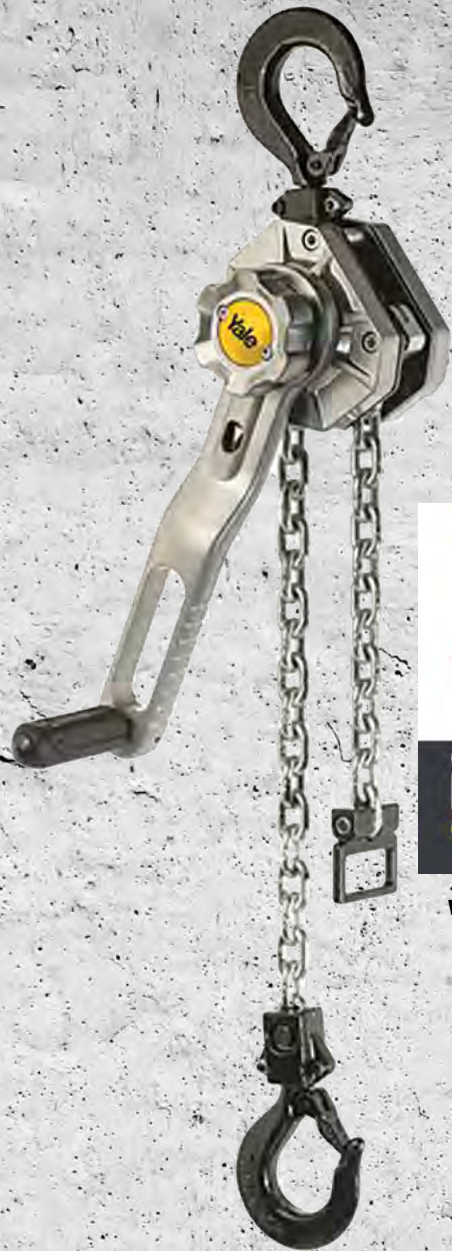
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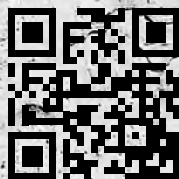
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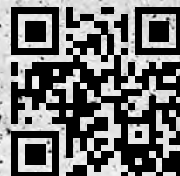
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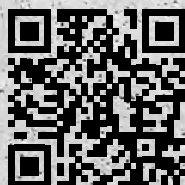


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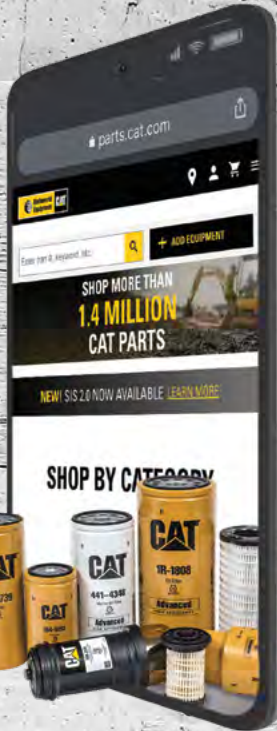
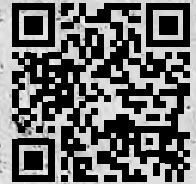
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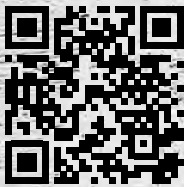


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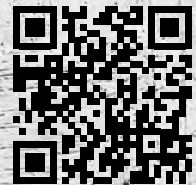
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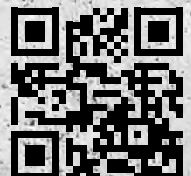
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# REFLECTING ON A RESILIENT CAPITAL EQUIPMENT MARKET IN 2021

**D**espite all the headwinds that suppliers of capital equipment have had to contend with this year – principally the global semiconductor shortage, supply chain challenges and the rising costs of shipping – there is a general sentiment that the performance of the market in 2021 has been nothing short



Munesu Shoko – Editor



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of remarkable.

Notwithstanding the apparent trend to extend equipment lifecycles by fleet owners during these uncertain times, the new equipment market has experienced a strong rebound, with some of the yellow metal equipment and commercial vehicle suppliers even reporting record revenues this year.

As you will see in this edition of **Capital Equipment News**, Daimler Trucks & Buses Southern Africa (DTBSA) is one of the companies that has recorded stellar sales performances this year. At the time of writing, the company expected to post a record R8-billion in revenue for the year. Having lost the No 1 spot in the extra-heavy commercial vehicle market for a short while, DTBSA also expected to regain its market-leading position this year, with a total of about 4 000 units and a 19% market share.

The number of big-ticket new machine handovers that I have attended this year is, to me, also a true reflection of the resilience of the market. For instance, as part of its fleet expansion programme, Tharisa Minerals on 16 November took delivery of two Cat 785 trucks from Barloworld Equipment. The two trucks formed part of a larger order of 14 Cat mining machines.

At the handover, Emmy Leeka, Barloworld Equipment Southern Africa CEO, remarked that the order demonstrated the resilience and growth prospects in the mining sector. Tharisa Minerals, a long standing customer of Barloworld Equipment and the world's only co-producer of both platinum group metals and chrome concentrates, has recently invested in new mining equipment to boost its existing fleet – a clear indication

of a positive forecast.

In October this year, I was also part of a small media delegation that was invited by Babcock to attend a handover of 35 trucks to leading Mpumalanga-based mining logistics company, VR Cargo. Having taken delivery of 10 DAF XF 480 trucks in September this year, the company received a further 35 units on 26 October as part of its 80-truck deal with Babcock. Launched under the 'pure excellence' theme, the new DAF range has been living up to its billing, with recent big-ticket sales to some of the prestigious fleet operators in the country. The 80-truck VR Cargo deal comes on the back of yet another landmark deal of 100 XF 480 trucks with another big mining logistics company in South Africa.

The market resilience has also been apparent in the materials handling sector. Shumani Industrial Equipment reports that the demand for forklifts grew significantly in 2021, largely on the back of orders cancelled in 2020 now filtering through. In one of the milestone deals this year, the company recently clinched a major contract to supply close to 50 forklifts to logistics service provider, Liquor Runners, on behalf of a leading beer producer in South Africa.

This resilient market landscape has overcome a host of challenges, and the current positive run promises to continue into 2022 on the back of a favourable commodity cycle and a rebounding construction market. At present, the fundamental backdrop is favourable for the capital equipment rally to continue, even in the face of the current fourth COVID-19 wave and the agitation around the Omicron variant that has gripped the world.



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# SCANIA



Erik Bergvall, new MD of Scania Southern Africa.

## NEW MD FOR SCANIA SOUTHERN AFRICA

**Following Scania's global decision to integrate several changes to its commercial operation, which will see a strengthened strategic transformation across Scania Group's regional hubs, the company has announced the appointment of Erik Bergvall as the new MD for Southern Africa. Bergvall takes over from Fabio Souza, who will return to Brazil at the end of the year as the MD of that market, writes *Munesu Shoko*.**

**B**ergvall has served in numerous senior leadership roles during his 14-year career with Scania. Most recently he was MD, Scania Middle East where he delivered strong growth in both vehicle sales and after sales, while introducing several new sustainable transport solutions to the Gulf region.

Prior to this, Bergvall was regional director, responsible for the Northwest Region at Scania Germany. He holds a Master of Science in Industrial Engineering and Management from the Linköping University of Technology in Sweden.

Bergvall's focus as MD for Scania Southern Africa will be on strengthening Scania's customer proposition, with particular emphasis on the launch of new innovations designed to increase customer profitability and operating efficiencies.

As southern Africa's transport industry looks to adapt and embrace the benefits of digitalisation aimed to improve efficiencies, reduce costs and

increase service levels, while reducing the impact on the environment, Bergvall is well positioned to support both Scania's internal team and a strong growth in customer rollout.

Scania Southern Africa's increased ability to support its customers' business growth through one-on-one partnerships, unrivalled fuel efficiency and advanced technological innovations are heralding a new era for local transport operators. While driving these changes, Bergvall is looking forward to building on Scania's reputation as a leader in the local transport industry. Bergvall will take up his position in January 2022.

### **Focus on aftermarket**

The new MD arrives at a time when Scania Southern Africa continues to invest in its support network. The company believes that key to supporting the sustainable profitability of the transport sector is ensuring transport operators have convenient access to the maintenance and repair services they require to maximise uptime. With a footprint of over 45 dealerships, Scania has built a formidable service and repair network that ensures customers have access to world-class workshop facilities.

The addition of a new independently-owned dealership in Polokwane, located close to major roads, provides Scania customers located locally, as well as across the greater Limpopo region, with sales support for both trucks and buses, access to state-of-the-art workshop facilities, a full complement of vehicle servicing equipment and highly-trained technicians.

"As an independently-owned dealership, we are proud to support the management team's entrepreneurial spirit and the new job opportunities the dealership will create," says Marius Steenkamp, GM Operations, Scania Southern Africa.



The new MD arrives at a time when Scania Southern Africa continues to invest in its support network.

“Skills development is a key focus with nationally recognised apprenticeships and master technician qualifications available to new recruits. “Scania is committed to skills transfer and welcomes the opportunity to make these available at our new Polokwane dealership,” adds Steenkamp.

Scania’s long-time concentration on maximising vehicle uptime ensures that trucks are available to perform their intended function. Focusing on uptime rather than on avoiding downtime is a paradigm shift. By following a downtime focused or reactive approach, customers approach dealers with a problem that needs to be fixed. Embracing uptime goes beyond preventative maintenance.

“It requires an understanding of a customer’s business, the operating constraints, schedules and deadlines,” says Steenkamp. “The end result of our uptime approach is to ensure our customers benefit from a reliable and valuable partnership that works together to maintain an optimal operating schedule. Every dealership in our network follows this approach and Scania Polokwane is the latest addition to ensuring that our customers, no matter where they are located, enjoy the same level of service that affords them every opportunity to maximise their profitability.” 🌟

**QUICK TAKE**

Scania has announced the appointment of Erik Bergvall as the new MD for Southern Africa



Bergvall takes over from Fabio Souza, who will return to Brazil at the end of the year as the MD of that market



Bergvall has served in numerous senior leadership roles during his 14-year career with Scania



With a footprint of over 45 dealerships, Scania has built a formidable service and repair network that ensures customers have access to world-class workshop facilities in South Africa



The Wirtgen soil stabilisers homogeneously mix the previously distributed cement into the road bed at the required depth.



## COLD RECYCLING CENTRAL TO DELIVERING NIGERIAN ROAD PROJECT

**In a landmark project, the Wirtgen Group has supplied a large fleet of machines deployed for the environmentally friendly reconstruction of 375 km of road using the cold recycling method in Nigeria. By Munesu Shoko.**

**T**he Nigerian Federal Ministry of Works and Housing extended the scope of the contract agreed with Julius Berger Nigeria Plc (JBN) from rehabilitation to reconstruction of the A2 dual carriageway highway. The route connects the capital city Abuja in central Nigeria with Kano, in the north of the country. Instead of the ad hoc rehabilitation performed up to now, the project now foresees the complete reconstruction of all lanes and the hard shoulders.

The reconstruction of the Abuja-Kaduna-Zaria-Kano Road (AKR) is part of the Trans African Highway, a network comprising transcontinental road construction projects in Africa. The aim is to stimulate the African economy through the construction of a well-developed network of road-based trade corridors, for example, by establishing better connections between the economically weaker regions of the north and the economically stronger southern regions.

### **Environmentally-friendly tech**

Nigeria, Africa's largest economy, attaches increasing importance to the use of environmentally friendly technologies in the expansion of its infrastructure. From the beginning, the environmentally-friendly cold recycling method was considered as the preferred alternative to conventional road construction methods.

The proposed use of this method was one of the factors that led to JBN winning the contract. The completion of the reconstruction project is scheduled for Q2/2023, and the completion deadline for special structures is set for early May 2024. Despite the tight schedule, JBN is optimistic that the project can

The enormous 16,4-t capacity of the Vögele mobile feeder assures an uninterrupted supply of mix to the road paver.



## QUICK TAKE

From the beginning, the environmentally-friendly cold recycling method was considered as an alternative to conventional road construction methods

The proposed use of this method was one of the factors that led to JBN winning the contract

Two complete cold recycling and paving fleets with a total of 45 machines had already been ordered at the start of the project

These included large milling machines and soil stabilisers from Wirtgen, cold recyclers and spreaders from Streumaster, Kleemann mobile impact crushers, Wirtgen cold mixing plants, Vögele asphalt pavers and mobile feeders and rollers from Hamm



be delivered on time, thanks to the time saved by the cold in-plant recycling method.

Depending on the application, the cold recycling process involves mixing foamed bitumen into the existing construction materials 'in-place', namely with an in situ cold recycler, or 'in-plant', with a mobile cold recycling mixing plant located close to the construction site. In the case of this mammoth project with a travelling construction site, the contractor decided that the 'in-plant' method would be the best option.

The newly produced bituminous mix is known as BSM (bitumen-stabilised material). After paving and subsequent compaction, BSM is characterised by long-term durability and high load bearing properties. Viewed from a long-term perspective, BSM has other advantages: the foamed bitumen which is mixed in leads to selective adhesion within the cold recycling layer and thus prevents cracking. As part of the pavement structure, the permanent layers prepared in this way form an ideal foundation for final asphalt surfacing with considerably reduced layer thicknesses or fewer layers.

JBN has adopted this construction method as the best long-term solution and sees it as a real innovation in the Nigerian road construction sector: "Cold recycling



An ideally coordinated team: the Kleemann MOBIREX MR 110Z EVO2 impact crusher reduces the milled material to the required grain size. Parallel to this, the KMA 220 processes crushed milled material to a new mix and loads it directly onto trucks.



Wheel loaders feed the crushed material to the Wirtgen KMA 220.

enables optimal use of existing construction materials and conserves valuable resources. This is why we are the first construction company in Nigeria committed to exploiting the full potential of this technology for our company and our clients," explains project director Benjamin Bott.

**Fleet expansion**

Two complete cold recycling and paving fleets with a total of 45 machines had already been ordered at the start of the project. These included large milling machines and soil stabilisers from Wirtgen, cold recyclers and spreaders from Streumaster, Kleemann mobile impact crushers, Wirtgen cold mixing plants, Vögele asphalt pavers and mobile feeders and rollers from Hamm.

Some 30 more machines were shipped

to Nigeria in the course of the fleet expansion, "because we have been convinced by the efficiency and durability of the machines in the past. On top of this, we had the outstanding aftersales service here in Nigeria. This plays a major role in maintaining high machine availability, and is essential for assuring the smooth running of mega-projects like this," says Bott.

**Cost-effective construction methods**

The work continued with an outstandingly low carbon footprint, even after the expansion of the project. In this sense, the benefits of the method lie primarily in the enormous potential for saving energy in materials processing. As there is no need to dry or heat the base materials, fuel consumption can be reduced by 10 to 12 €

per tonne in comparison with conventional rehabilitation techniques. The almost complete recycling of the surface layer corresponds to a reduction of construction material transportation needs of up to 90%. At the same time, 90% of the costs for resources and 100% of material disposal costs can be saved.

This results in a significant reduction in fuel consumption and lower CO<sub>2</sub> emissions. Above all, the cold recycling method also enables savings of up to 50% of the binding agents required – which continues to be the largest cost factor in road rehabilitation projects. Thanks to the special properties of BSM, cold recycling technology leads to extremely low costs throughout the service life of roads – as is the case with the Abuja-Kaduna-Zaria Road in Nigeria. ♻️

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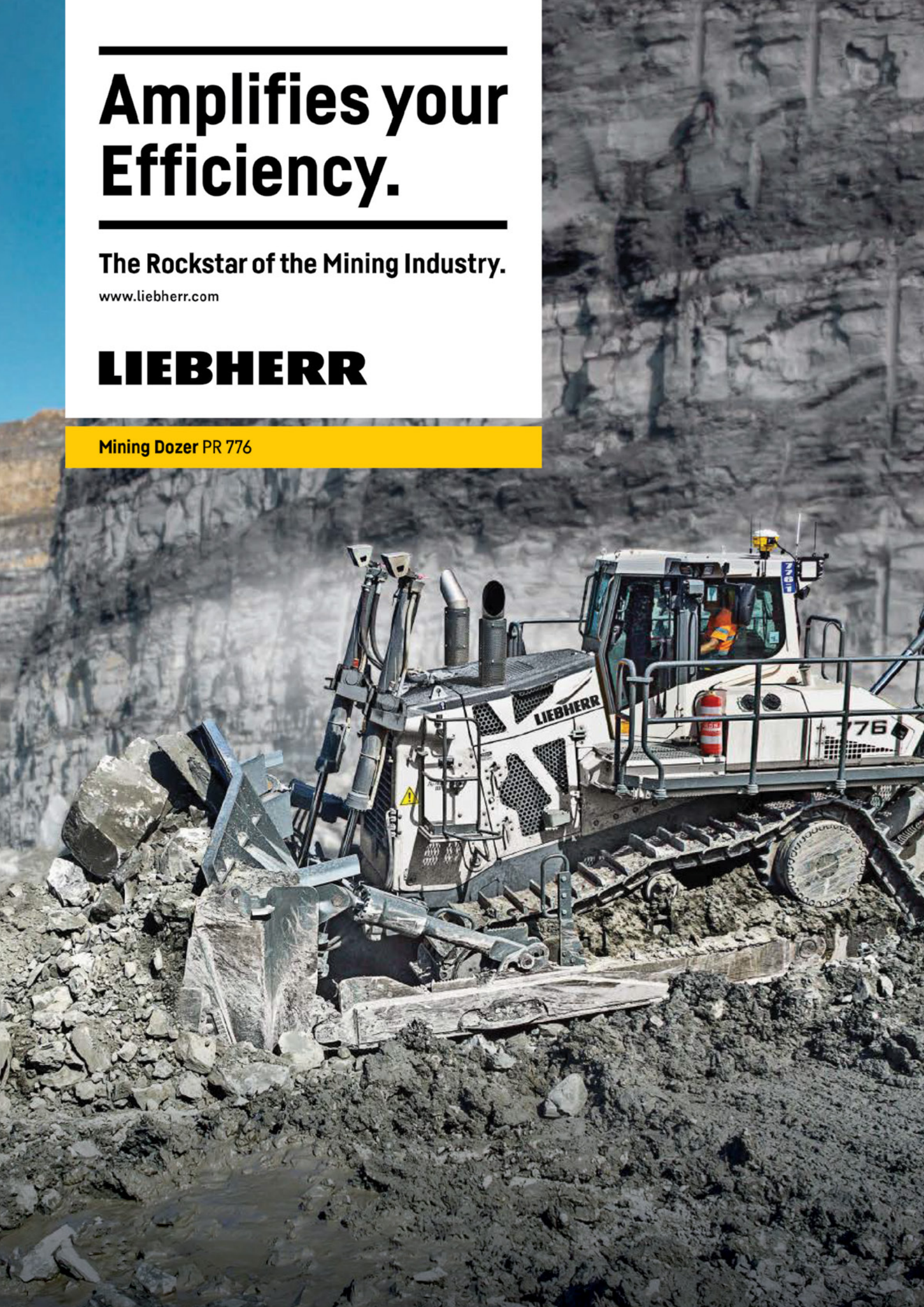
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The Mercedes-Benz Actros has been at the forefront of the sales revolution this year.

# NEW DAWN FOR DAIMLER TRUCKS & BUSES SOUTHERN AFRICA

Following Daimler AG's global separation into two pure-play companies, Daimler Trucks & Buses Southern Africa (DTBSA) has announced a new business structure, which sees the company transition into a completely independent wholly-owned subsidiary of Daimler Truck AG, with effect from 1 December 2021, writes *Munesu Shoko*.

**E**arlier this year, Daimler AG announced plans to divide its business into two separate companies – one dedicated to passenger cars and the other to manage its heavy truck and bus business,

which has long been part of the company's structure.

As part of the new structure, Michael Dietz, CEO of DTBSA, explains that the company will for the first time have a dedicated captive finance and mobility

service business – Daimler Truck Financial Services South Africa (DTFS). As a wholly-owned subsidiary of DTBSA, DTFS will play a fundamental role in driving sales with tailor-made financing, leasing and mobility solutions, increasing retention and building customer loyalty, which enables a commercial vehicle-dedicated and customer-centric support to the market.

Currently operating out of four sites across South Africa, DTBSA will relocate to a dedicated commercial vehicle campus to be built in Centurion, while assembly plant operations will remain in East London.

A complete separation of Mercedes-Benz Cars and DTBSA assembly operations in the East London production plant is well underway, explains Gladstone Mtyoko, vice president, Manufacturing at DTBSA. The DTBSA production plant will however continue to operate from the main location with clear and seamless integration of Mercedes-Benz and FUSO brands. It will retain the same level of access to the key production areas – the harbour, depots/storage centres, testing ground and training academy.



The Daimler Trucks & Buses Southern Africa team at a recent media briefing outlining the new business structure.



Daimler Trucks & Buses Southern Africa has announced a new business structure following the separation of the global entity



With effect from December 1, 2021, Daimler Trucks & Buses Southern Africa will transition into a 100% dedicated commercial vehicle business with customers at the core



Daimler Trucks & Buses Southern Africa invests up to R1-billion into the new setup



As part of the new structure, Daimler Trucks & Buses Southern Africa will for the first time have a dedicated captive finance and mobility service business – Daimler Truck Financial Services South Africa

TAKE

QUICK

A significant investment of up to R1-billion, explains Peter Kendzorra, executive director and CFO of DTBSA, has been made available to roll out the new business structure and to ensure continuity in operation, adequate resources and suitable working infrastructure for the DTBSA business.

The new set-up will comprise Sales and Marketing, Customer Service & Parts (CSP), Own Retail and Manufacturing Plant, as well as value-added services, which include TruckStore, FleetBoard, Mercedes-Benz Uptime, Service24h, TruckParts and FUSO Value Parts (FVP).

The company will leverage its strong network across the region to further grow its business and provide unparalleled aftermarket support to customers operating in the region. Through its regional network of 39 dealerships, DTBSA has a strong support footprint in South Africa, Zimbabwe, Botswana, Eswathini, Mozambique, Namibia, Malawi and Lesotho.

### Heralding a new dawn

According to Dietz, the separation of Daimler AG into two separate companies heralds a new dawn for DTBSA, allowing for full entrepreneurial freedom and ultimate customer dedication, while unlocking full potential for the company.



Michael Dietz, CEO of DTBSA, says the new structure heralds a new dawn for DTBSA.



Peter Kendzorra, executive director and CFO of DTBSA, expects the company to regain its No 1 position in the Extra Heavy Commercial Vehicle market this year.

Dietz says the historic milestone represents the start of a profound reshaping of DTBSA. With a truck and bus dedicated as well as a customer-centric corporate structure going forward, the company is well-placed to drive a sustainable transport system to better serve the growing business needs of the southern African market.

"This is indeed a massive turning point for us as DTBSA and a huge investment for the southern Africa market. We have done some ground-breaking changes previously, such as the establishment of DTBSA as a legal entity in 2019 and, more recently, the founding of our very own captive financial mobility services, DTFS," says Dietz.

"I firmly believe that the new setup promotes the necessary focus on our core business, creates favourable conditions for us to be more competitive and accelerates the development of key technologies for us to continue to provide cutting-edge products and services to fulfil the special needs of our customers. The independence is fully aligned with our growth strategy and further strengthens our foothold within the markets we operate in. As we gear up to a smooth transition, our commitment to all who keep Africa moving remains unchanged," adds Dietz.

As the new era kicks in, DTBSA will soon be enhancing its existing product portfolio with what Dietz terms exciting new offerings that cover all the segments of the market, from long haul and distribution to construction and mining. As part of that process, the first eCarter has arrived in South Africa, as DTBSA aims to be a pacesetter in the electrification revolution locally.

### Record year in sight

The new structure comes at a time when DTBSA envisages a record year in 2021. At the time of writing, the company expected to post R8-billion in revenue for the year.

Having lost the No 1 spot in the Extra Heavy Commercial Vehicle (EHCV) market for a short while, Kendzorra tells Capital Equipment News that the company expects to regain its market-leading position this year, with a total of about 4 000 units and a 19% market share. DTBSA expects to end the year on No 2 in the Heavy Bus market, losing its pole position in a market that has been heavily affected by the COVID-19 pandemic.

Kendzorra expects market recovery to continue unabated in the next two years. "We expect the market to return to pre-COVID levels by 2023. Leveraging our new business structure and, more importantly, our dedicated finance arm, DFSA, we have a strong forecast of 5 000 units in the EHCV market by 2023. We have lots of confidence in our business," he says.

Kendzorra has seen a strong penetration of the company's own captive finance this year, and expects that to continue as the market continues to rebound. "Every second bus or truck we have sold this year has been financed by our own in-house finance, representing a 50% penetration rate," he says.

Commenting on the record year, Maretha Gerber, vice president: Sales and Marketing at DTBSA, says the company's positive reaction to the pandemic at the

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Maretha Gerber says the company's positive reaction to the pandemic at the start of the year was a key factor in achieving a stellar sales performance in 2021.

start of the year was a key factor in achieving a stellar sales performance in 2021.

"As the wise say, 'it's not about how we fall but how we get back up again'. After a tough 2020, we regrouped as a team and said, how do we react to these tough market conditions? We knew from the onset that our team was the backbone of our business, and despite the tough business conditions at the time, we retained all our employees because we expected the market to rebound at some point, given South Africa's overreliance on trucks to move goods," she says.

"We also forward-ordered significant stock which, at the time, was a bit risky, but we were confident that, although customers were somehow choosing to sweat their assets, they would at some point need to replace them. It was a bold decision at the time, but it has paid off, especially given the current disruptions in the supply chain and the global shortage of stock among all the OEMs," adds Gerber.

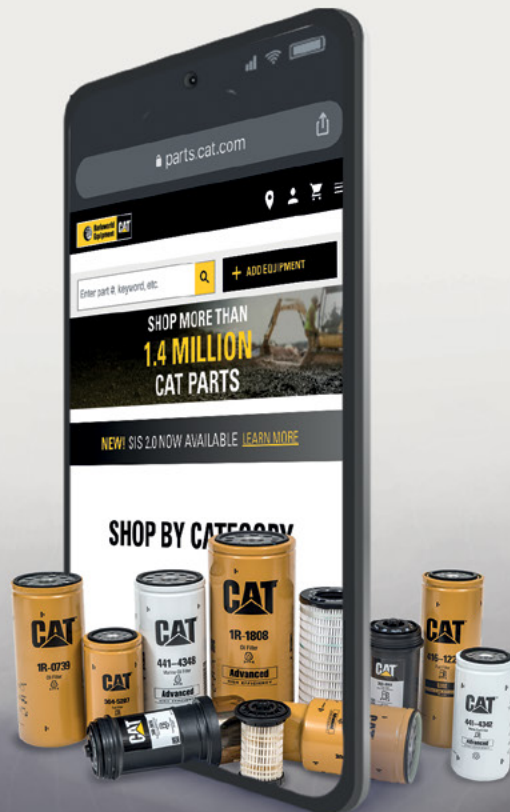
From a model perspective, Gerber tells **Capital Equipment News** that the Actros has been at the forefront of the sales revolution this year. While it has always been the company's best performing truck, Gerber says the company's focus on offering solutions to the different sectors of the market, not only the traditional long haul, but construction and distribution as well, has been a key sales driver for the Actros.

The same approach has been adopted on the FUSO side of the business, where solutions are being offered across all segments of the market, including light, medium and heavy duty trucks. We have managed to plug all the gaps wherever a need or new trend was identified," concludes Gerber. 🌐

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Scania promotes the fitment of genuine parts to get the most out of clients' vehicles.

## THE PROS AND CONS OF 'SWEATING' ASSETS FOR EXTENDED LIFETIMES

**A current trend in the capital equipment market is for fleet owners to extend the lifecycle of their current assets to postpone having to purchase new assets. This feature looks at how these extended lifecycles are driving the aftermarket business for OEMs and dealers in terms of service and maintenance contracts, and at the advantages of using 'genuine' OEM parts during services. By Mark Botha.**

**S**cania South Africa area manager: Commercial Services Russell Pinard says the company's aftersales business has seen some good growth this year, attributed mainly to customers keeping their vehicles for longer for various different reasons.

"This option," he says, "has only been possible thanks to maintenance being carried out by the OEM, as opposed to

alternative suppliers. This prolongs the life of vehicles and allows customers to see the benefit of owning a Scania for even longer."

Powerstar National Parts Manager Paul Fryer says the company understands the importance of extending the lifecycles of its customers' trucks and the company's whole supply strategy through its dealer network is based around this regime.



Scania's aftersales business has seen good growth in 2021.

"Availability is key, coupled with affordability, as well as competent dealers across the SADC region who ensure adequate support to all our customers," he says.

### Service and maintenance contracts

In terms of service and maintenance contracts, Pinard says the demand for Scania repair and maintenance (R&M) contracts is at an all-time high, with more than 80% of new vehicles being sold with agreements in 2021. He says customers are seeing the benefits of R&M contracts, which include a higher resale value for vehicles with R&M agreements.

Other benefits include greater discounts on parts and labour and the fact that Scania's agreements are billed based on actual kilometres on a monthly basis, which aligns with the customer's cashflow.

"In the case of large repairs, our customers do not take any risk as these are covered

### QUICK TAKE

Maintenance being carried out by the OEM as opposed to alternative suppliers prolongs the life of vehicles



The demand for Scania repair and maintenance (R&M) contracts is at an all-time high



The aftermarket is rife with alternate replacement parts, which makes it difficult for fleet owners to be sure that they are getting the parts they need



Scania encourages its customers to extend ('sweat') the lifetimes of current assets



by the agreement. Our customers also have the benefit of spreading their maintenance and repair costs over the life of the contract, so enabling them to manage cashflow more effectively," he says.

"With our large portfolio of contract offerings we are also able to offer contracts for used vehicles in their second or third life and beyond, accommodating various customers

and their specific requirements."

Powerstar's Fryer agrees that demand for service and maintenance contracts is on the increase, depending on the application and affordability.

"We offer set contracts and buy-back options after a certain timeframe," he says. "This is becoming increasingly popular among fleet owners." He says the customer also



“Sweating assets is something we actually promote among our customers.”

Russell Pinard, Scania South Africa area manager: Commercial Services



“The aftermarket is rife with alternate replacement parts, which makes it difficult for fleet owners to be sure that they are getting the parts they need.”

Paul Fryer, Powerstar national parts manager

TALKING POINTS



Scania encourages maintenance carried out by the OEM to prolong vehicle life.

has no concerns about price increases year-on-year as the service and/or maintenance contract is purchased or financed up front.

### Genuine parts

Addressing the importance of fitting genuine parts in the quest to squeeze more life out of assets, Fryer says the aftermarket is rife with alternate replacement parts, which makes it difficult for fleet owners to be sure that they are getting the parts they need, especially when their procurement is motivated by cost savings.

“As an OEM, we understand the financial challenges in operating in these unprecedented times and deliberately kept regular maintenance and service replacement genuine parts pricing as low as possible.” He says all parts include a standard warranty and are backed by qualified and trained technicians across the company’s dealer network, making this an “easy decision” for customers.

Pinard says it is very important for Scania’s customers to fit genuine parts if they intend on getting the most out of their vehicles.

“Genuine parts have been specifically designed for our vehicles and tested to the highest standards. Our parts come standard with a factory warranty. It is also imperative that these are fitted by qualified technicians to maintain the integrity of the parts and ensure that there is no consequential impact as a result of poor fitment.”

He says Scania’s large footprint of dealers is another way to assist customers to access this level of quality where workmanship is guaranteed to be of the highest standard, and where the latest repair methods are used by means of diagnostic tools and equipment.

### Sweating assets

According to Pinard, Scania encourages its customers to extend (‘sweat’) the lifetimes of current assets: “This is something we actually promote among our customers. Opting for a quality product often comes with a slightly higher capital outlay, and the length of operation is crucial in order to maximise the benefit of a reduced total cost of ownership.

He says that, with Scania’s various service solutions offered, its customers have the ability to be as flexible as possible when it comes to deciding how long they should keep vehicles in their operations without having to substitute uptime.

Fryer adds that ‘sweating’ asset life has been the practice among many Powerstar customers over the years.

“Our construction range of vehicles lends itself to this due to the durability of the vehicles and the low cost of service and parts replacement,” he says. 🌱



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VR Cargo took delivery of 35 DAF XF 480 trucks at a handover ceremony held at the Mbombela Stadium in Mpumalanga on October 26, 2021.



## NEW DAF RANGE PROVING ITS METTLE IN BULK MINING LOGISTICS

**M**ining logistics is a tough application for any truck, but chrome handling is unforgiving. Any truck deployed in this application should prove its knack to take the ‘heavy beating’ of this abrasive concentrate. For this reason, logistics operators in the mining sector ought to choose truck brands that have proven their mettle in this harsh application.

Babcock’s recent sale of 80 DAF XF 480 Smart trucks to VR Cargo, one of the leading side-tipper operators in the mining sector in South Africa, is proof that the brand is fast paying its school fees and proving its mettle in the bulk mining logistics sector.

A few years after being crowned International Truck of the Year 2018 by an independent jury of leading road transport journalists from 23 European countries, the DAF XF range finally hit South African shores in March this year. Launched under the ‘pure excellence’ theme, the range is living up to its billing, with recent big-ticket sales to some of the prestigious fleet operators in the country. The 80-truck VR Cargo deal comes on the back of yet another landmark sale of 100 XF trucks to another big mining logistics company in South Africa.

Having received an initial 10 units in

**As part of an 80-truck deal, Babcock on 26 October delivered 35 DAF XF 480 trucks to leading Mpumalanga-based mining logistics specialist, VR Cargo, adding to the 10 units handed over in September this year. The big-ticket deal is testimony to the rapid traction the new DAF XF range is gaining in bulk mining logistics since its local launch in March this year, writes *Munesu Shoko.***

September this year, VR Cargo took delivery of a further 35 units at a handover ceremony attended by **Capital Equipment News** on October 26, 2021 at the Mbombela Stadium in Mpumalanga. The trucks have been deployed in a side-tipper application, transporting chrome concentrate from Mpumalanga to Maputo, Mozambique.

Speaking during the handover of the 35 trucks, Mark Gavin, sales director for Babcock’s Transport Solutions business, highlighted the significance of the deal: “Of greater significance to us is that VR Cargo is definitely one of the most prestigious fleet operators in the country. They are the yardstick of excellence in bulk mining logistics, and being trusted to be part of their fleet is such a privilege and a big step for Babcock and DAF towards our quest to grow our market share.”

### Breaking barriers

VR Cargo’s purchase of 80 DAF trucks is therefore ground-breaking for Babcock and DAF. Even Shaun van Rooyen, MD of VR Cargo, stresses that the decision to go the DAF route was no easy resolution, but worth exploring.

“I would like to commend the Babcock team for their hard work, which has earned them the right to be part of our 215-truck fleet. The deal comes at a time when we are actually at the highest point of our relationship with our existing supplier, but we believe it’s important to have at least two brands in our fleet. It creates healthy competition between two strong

The trucks have been deployed in a side-tipper application, transporting chrome concentrate from Mpumalanga to Maputo, Mozambique.



## QUICK TAKE

As part of an 80-truck deal, Babcock on 26 October delivered 35 DAF XF 480 trucks to leading Mpumalanga-based mining logistics specialist, VR Cargo, adding to the 10 units handed over in September this year



The trucks have been deployed in a side-tipper application, transporting chrome concentrate from Mpumalanga to Maputo, Mozambique



A key competitive edge for Babcock was the ability to offer a total solution to the customer



The 80-truck VR Cargo deal comes on the back of yet another landmark sale of 100 XF trucks to another big mining logistics company in South Africa



OEMs (original equipment manufacturers) and hopefully we can get the benefit of it as a customer," he says.

Asked why the company opted for DAF, Van Rooyen says the total value offering was right. "The product was right for our application, the price of the asset was just right, the maintenance cost was correct, the financing terms were in line with our expectations and most importantly, the commitment from Babcock was encouraging. I believe DAF is an upcoming brand in the local transport industry, and we want to be part of their growth. I am also sure that Babcock's and VR Cargo's values align, and this is the beginning of a long, mutually-beneficial relationship," adds Van Rooyen.

### Total solution

A key competitive edge for Babcock was the ability to offer a total solution to the customer. Financed by Babcock Financial Services, the VR Cargo deal also includes a maintenance contract, on-site servicing, driver training and Babcock's telematics system, Executrax, as standard. Marius Barnard, MD of Babcock's Transport Solutions business, says it was important for Babcock to provide a total cost of ownership-focused business solution tailored to VR Cargo's specific needs.

"Together, Babcock and DAF were able to offer a total transport solution to the customer through a range of professional services that enabled VR Cargo to select the



“I would like to commend the Babcock team for their hard work, which has earned them the right to be part of our 215-truck fleet. The deal comes at a time when we are actually at the highest point of our relationship with our existing supplier, but we believe it’s important to have at least two brands in our fleet.”

Shaun van Rooyen, MD of VR Cargo



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Mark Gavin, sales director for Babcock’s Transport Solutions business



“We have traditionally been a business that sold good metal, but we have changed that approach to offer a total solution to the market.”

Marius Barnard, MD of Babcock’s Transport Solutions business

TALKING POINTS

right vehicle, secure financing and maintain the fleet at peak efficiency,” says Barnard.

Drivers are indispensable when it comes to achieving the highest level of transport efficiency, adds Barnard. The DAF driver training courses available through Babcock will help VR Cargo drivers reduce fuel consumption and increase road safety. Drivers who complete these courses are said to realise economy improvements of up to 10% and adopt a safer, more relaxed driving style.

“We have traditionally been a business that sold good metal, but we have changed that approach to offer a total solution to the market. We are now talking about total cost of ownership, and are combining this top product that has already proven itself in Europe with captive financing, driver training, maintenance contracts and fleet management into a single package to help our customers achieve competitive per-kilometre rates,” says Barnard.

**Efficiency matters**

Babcock sales executive Fayyaz Adam says fuel efficiency was also a key factor in VR Cargo’s buying decision. At the launch of the new range in March this year, Babcock reiterated that as part of the ‘pure excellence’ launch theme, the new DAF range placed a strong focus on a combination of six different parameters: uptime, total cost of ownership, safety, comfort, the environment, and most importantly, the driver.

Following local tests conducted from 4 July 2020 to 20 February 2021, the new DAF trucks showed an average 10% reduction in fuel consumption compared with the previous ranges. Babcock brought in three test vehicles – the CF 430 TT (Lean), the XF 480 TT (Smart) and the XF 530 TT (SuperSpace+) – which together ran a combined 300 000 km on local roads and



averaged 2,5 km per litre of fuel.

VR Cargo was one of the few companies that put the new DAF range through its paces well before it was officially launched locally. Following 100 000 km of testing, the XF 480 range proved its mettle with significant fuel savings.

“The fuel consumption figures translate into significant savings for long distance operations, where up to 60% of overall running costs are directly attributed to fuel consumption. At the centre of the new trucks’ efficiency are the high torque, optimised drivelines, high-efficiency rear axles and enhanced electronics performance. A new aerodynamic design completes the package and contributes to overall fuel efficiency,” says Adam.

**Technical upgrades**

Commenting on what makes the XF 480 (Smart) tick, Dean Temlett, GM – Technical Services at Babcock’s Transport Solutions business, says at the heart of the vehicle’s fuel efficiency is the new Paccar MX-13 Euro engine that produces significantly more power and torque (up to 2 500 Nm on the 480 hp version) than the previous model. This is courtesy of a new common rail engine design with injection pressures of up to 2 500 bar (20% greater than before) and a compression ratio of 18,5:1.

“While much of the reliable engine DNA remains the same, some of the benefits of the Euro 6 engines have been incorporated in the new engine configuration and have proven longevity since introduction and testing in South Africa in 2014. This includes



The 35 units form part of large order of 80 DAF trucks.

a robust VTG (Variable Turbo Geometry) turbocharger, as well as a significantly larger radiator and intercooler boasting over 15% higher cooling capacity," says Temlett.

Further along the driveline, he adds, is a new ZF 12-Speed Traxon Direct-Drive gearbox with a 100 Nm higher input torque rating and a 7.5% lower single-reduction differential ratio. The combination of these new driveline elements has been proven to contribute to fuel savings of up to 12.5% in long-haul interlink applications in South Africa.

The new single bend chassis beams have provided increased space for the larger intercooler and radiator, while also permitting greater structural rigidity. Additional sound dampening at strategic locations and the new XF Space cab have also significantly improved driver comfort. "Drivers who have experienced our demo trucks have raved about how much quieter and comfortable the drive is, almost similar to a modern luxury car," says Temlett.

"The new interior and ergonomics further improve the driver's experience with intuitive features that don't overwhelm them or make driving a truck complicated. A new instrument cluster and display with driver coaching improves the driver's understanding of how to achieve better vehicle performance and fuel efficiency. Drivers who are new to the DAF product can therefore adapt quickly with a bit of driver training and achieve results rapidly," he says.

Additional active safety features such as the new Lane Departure Warning system (LDWS), Adaptive Cruise Control (ACC) and Advanced Emergency Braking System (AEBS) ensure maximum driver safety when traversing challenging situations. "It's therefore not just a great looking truck, but a truck that protects, performs and excels on South African roads; it's 'pure excellence' at its best," adds Temlett.

The Smart spec, he adds, is the most common model variant in the range; it is competitively priced with the best blend of value added features for the majority of long haul transport contexts in South Africa – hence the name 'Smart' as Babcock and DAF keep the specifications sensible to cover the broadest range of on-highway transport needs in the market, at the right price.

"This model suited VR Cargo not only because they are one of the smartest operators in the business, but because they understand total cost of ownership extremely well and they were convinced that the DAF XF 480 Smart was the right truck that would generate the greatest reward for the business at the end of the vehicle's first life," concludes Temlett. 🌐



The Smart spec is the most common model variant in the range.



From left: Babcock sales executive Fayyaz Adam; Marius Barnard, MD of Babcock's Transport Solutions business; Shaun van Rooyen, MD of VR Cargo; and Mark Gavin, sales director for Babcock's Transport Solutions business.



Reducing environmental impact is a key tenet of the Rokbak brand.

## ROKBAK'S ROAD TO ZERO LANDFILL AND CARBON NEUTRALITY

As the eyes of the world focused on Glasgow during the COP26 UN Climate Change Conference this November, Rokbak is reflecting on its own journey towards a more sustainable future.

**R**educing environmental impact is a key tenet of the Rokbak brand, which is making significant reductions in carbon emissions, as well as energy and material use, at its plant in Motherwell, Scotland with the full support of parent company Volvo Group.

In November Paul Douglas, MD of Rokbak, delivered a keynote address at the National Manufacturing Institute Scotland's (NMIS) 'Manufacturing a Net-Zero Future' conference where he highlighted the crucial role companies can play in delivering more sustainable factory operations. Douglas also stressed the importance of collaboration



"The targets we have set ourselves at Rokbak and Volvo Group are tough, but I believe they are achievable. Volvo has shown its willingness to invest, and our staff and customers are also keen to do their bit."

Karen Anne Duffy, HSE & Sustainability manager at Rokbak's Motherwell plant

TALKING POINT

# HOW ROKBAK IS MAKING ITS FACTORY MORE SUSTAINABLE

**ROKBAK**

To reduce natural gas consumption, primarily used for space heating, fire-retardant curtains partition off smaller areas that are easier to heat.

The large, metal roller doors are being replaced. New roller doors with motion sensors will automatically move up and down quickly to reduce heat loss.

The admin building and other annexes have moved to electric heating and cooling, while other areas will switch to electric-powered systems in 2022.


Rokbak are installing submeters across the site to provide greater visibility over electricity use and to empower teams to reduce unnecessary consumption.

Recycle bins are employed to recycle all steel and wood, with food waste going for composting. This will ensure that at least 95% of waste is being diverted from landfill.

Rokbak is working with suppliers to reduce consumption, requesting to receive goods on reusable stillages and refillable containers.


Rokbak is making its factory more sustainable.

QUICK TAKE




Reducing environmental impact is a key tenet of the Rokbak brand, which is making significant reductions in carbon emissions, as well as energy and material use at its plant in Motherwell, Scotland

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A first major step towards reducing carbon emissions came in 2019, when the plant switched to a green tariff with its electricity supplier

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The next big step for Motherwell is to tackle natural gas consumption, which is primarily used for space heating

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Volvo Group has committed to reducing operating emissions by 50% by 2030 and achieving net zero by 2040

and partnerships and Rokbak is working closely with its suppliers and customers in order to make a real impact.

A first major step towards reducing carbon emissions came in 2019, when the plant switched to a green tariff with its electricity supplier. The contract includes a Renewable Energy Guarantee of Origin (REGO) certificate to ensure all electricity delivered to the site genuinely comes from renewable sources – and is anticipated to reduce the plant's carbon footprint by 900 tonnes per year.

Some 54 submeters are now being installed across the site to give greater visibility over electricity use and empower teams to drive their own efficiencies. Operational since the end of October, they give the teams insight into where electricity is used and how targeted action can be taken towards reducing unnecessary consumption.

The next big step for Motherwell is to tackle natural gas consumption, which is primarily used for space heating. The admin building and some of the other annexes have already moved over from gas to electric heating and cooling, while other areas will switch to electric-powered systems in 2022. That will leave the factory and the warehouse, which will also require new roofing and insulating cladding.



Paul Douglas, MD of Rokbak.

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**Improving the here and now**

While this long-term project is in development, the plant has implemented two key measures to reduce gas use in the factory and warehouse. First, it has been compartmentalised into smaller working areas that are easier to heat – partitioned off by fire-retardant curtains. This is in contrast to the previous layout with just a single, large open plan layout.

Elsewhere, the large, corrugated metal roller doors are being replaced. The previous doors had to be manually winched up, so were often left fully or partially open, allowing heat to escape. The new roller doors are equipped with motion sensors, automatically moving up and down and therefore reducing heat loss.

Furthermore, the plant is about to finalise a contract for green gas, which comes from landfill, food processing or composting sites. It is difficult to quantify the carbon reduction this switch will achieve, but it is another step in the right direction. The plant is also finalising a contract to replace its forklift trucks with electric models, which will save about 75 tonnes of CO<sub>2</sub> per year.

**Landfill free manufacturing**

When it comes to reducing material waste, the site is now practically landfill free and will soon apply for Volvo Group certification for demonstrating that at least 95% of waste is diverted from landfill. All steel and wood is recycled with food waste going for composting.

Rokbak is also actively working with its suppliers to reduce the amount of materials consumed in the first place, such as requesting to receive goods on reusable stillages instead of wooden pallets and asking oils or lubricants to be delivered in larger containers that can be refilled or repurposed.

**Net zero by 2040**

All these changes fit into the larger context of Volvo Group's environmental mission, which in November 2020 became one of the first big equipment manufacturers to sign up to Science Based Targets. Volvo Group has committed to reducing operating emissions by 50% by 2030 and achieving net zero by 2040.

At the COP26 UN Climate Change Conference in November, Volvo Group president Martin Lundstedt attended as a member of the Swedish presidential mission. Rokbak is keen to see strong progress post COP26 and will continue working on its own local roadmap to meet global Volvo Group targets for carbon neutrality.

“The targets we have set ourselves at Rokbak and Volvo Group are tough, but I believe they are achievable. Volvo has shown its willingness to invest, and our staff and customers are also keen to do their bit,” says Karen Anne Duffy, HSE & Sustainability manager for the Motherwell plant. 🌱



# What are drugged employees costing your company?



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Epiroc promotes and introduces the 10:20:70 training and development model to its customers.

# THE IMPORTANCE OF RESKILLING THE WORKFORCE POST-COVID-19

To emerge stronger from the COVID-19 crisis, companies should start focusing on reskilling their workforces now. As the Fourth Industrial Revolution (4IR) evolves, skills development becomes even more important given the changing skill sets. This feature explores the importance of reskilling the workforce and the role played by industry in providing customer training to stay abreast of these changing times. By *Mark Botha*.

**O**n the importance for fleet owners to reskill their workforce in order to emerge stronger post COVID-19, Epiroc Regional Automation Manager Eeje van Jaarsveld says the outbreak of the pandemic has highlighted the importance of data and the current inability to understand and use data “in a meaningful manner”.

He says COVID-19 has forced organisations to reduce numbers on ground, and so remove a large part of their first line of defence when it comes to machine

maintenance, for example.

“To fill this gap, we need virtual eyes and ears where we once had people on the ground. These ‘eyes’ and ‘ears’ are provided to us by sensors on our machines generating data. However, this data is not worth much unless you know how to interact with it and to take action based on what the data tells you.”

The biggest gap in the market currently centres around skilled personnel who understand how the ecosystem in which our machines operate has changed because of Covid-19.

Epiroc Technical Training Manager, Parts and Service Hannes van Deventer says organisations should invest in detailed training needs analyses among the workforce to identify all training gaps and then build a training plan for the organisational needs.

“This plan must then be implemented and executed with specific deadlines to ensure that upskilling the workforce will ensure continuity and success going forward, with new digital technology and automation introduced in the workplace.”

He says it is therefore also of great importance for fleet owners to have the correct job profiles and job descriptions for each position “as the workplace has changed from the office environment to people’s homes, cars or anywhere they may find themselves.”

Meltus Badenhorst, GM Technical Services at Bell Equipment, notes the importance for fleet owners to reskill their workforces post-COVID-19, particularly in terms of ‘soft skills’ as work is no longer created and delivered at the same location.

“COVID-19 has forced us into this new scenario and shown us that certain functions don’t have to be performed where the work is created – they can be performed remotely. Working remotely has highlighted the need to train people on self-management and being self-motivated and driven.

“For fleet owners, the vehicle and opera-



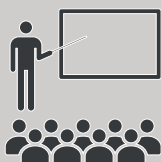
Training at a Bell Equipment facility.



COVID-19 has forced organisations to reduce numbers on ground, and so remove a large part of their first line of defence when it comes to machine maintenance



Strong training regimes in the capital equipment sector focusing on the importance of data, how it is collected and what impact it has on an operation's overall competitiveness and profitability are critical



Company owners need a different filtered set of data and must be trained in interpreting it and in how the data can be used and applied



Knowledge imparted to individuals is around 10% gained through theoretical training, and 20% gained through coaching and mentoring programmes while the remaining 70% is gained by on-the-job training

TAKE

QUICK

tor must be on site but all the other support teams that keep the operation going don't necessarily need to be on site and this calls for an increase in soft skills training."

He says fleet owners must identify how COVID has affected their businesses and look at what activities have changed and can still change.

"Some fleet owners may realise that some activities are now irrelevant. For example, the person counting loads with a manual paper-based system can be replaced by a telematics system like Bell Fleetm@tic, giving you a connected vehicle that can report back on how many loads it tips per day."

That person may have been removed from site because of the headcount allowance due to COVID-19 protocols and can now be reskilled in basic computer skills and in how to access and interpret the Bell Fleetm@tic system for the number of loads or tips in a shift.

"It's important to innovate and reskill the people who are no longer on site so that the operation can still achieve the same outcomes – the fleet operator still wants to know how many loads an ADT hauled and how many refuels a machine has had at the end of the day."

He says certain activities can no longer be performed in the same way as pre-COVID-19. Safety meetings, for instance, must now be convened remotely and operators and workers can use apps to be educated on the safety topic for the day.

"In South Africa, computer literacy plays an important role in the Fourth Industrial Revolution (4IR)," he says. "Before, a 20 or 30% digitally literate workforce was adequate but now you need close to 100% digital literacy among workers in order to facilitate the adoption of technologies in the future."

### The tech revolution

According to Van Jaarsveld, the 4IR is based on data and its analysis.

"The most fundamental aspect of 4IR is therefore ensuring that we have data available on which to base any analyses. The biggest hurdle to 4IR is unavailability of accurate, quality data."

He says data and its quality depend on people maintaining the infrastructure installed to acquire the data and, secondly, to calibrate the sensors that provide the data to ensure accuracy of the data received – a significant gap in the current workforce.

"Strong training regimes in the capital equipment sector focusing on the importance of data, how it is collected and what impact it has on an operation's overall competitiveness and profitability,



Epiroc plays a critical role in training its customers.

as well as how that relates back to sustainability and job security, are therefore critical to create the mindset shift needed in the industry,” says Van Jaarsveld.

Badenhorst sees the building blocks of the 4IR as artificial intelligence, the use of augmented reality for training material, 3D printing and drones.

“Big data and the Internet of Things (IoT) enhance the customer’s experience in the capital equipment sector.” He cites the example of Fleetm@tic, a data-driven digital interface on Bell Equip-

ment’s vehicles, which requires the customer to be trained along the whole user chain.

“The operator must know how to operate the machine in the correct manner so the data can be generated and captured; the fleet manager must receive training on how to interpret that data – where exception reports and fault codes are generated or if driver abuse is presented, the fleet manager can analyse and use this information remotely to improve efficiency.”

Company owners need a different filtered set of data and must be trained in interpreting it and in how the data can be used and applied. This will allow them to know whether the fleet is within the profitable cost-per-tonne range.

“Further to this, we also need to train the dealers so that they can analyse the data and determine when services are due, be able to predict what parts are needed and plan to have them available in time.

“As an OEM, Bell Equipment uses the data to improve the product to achieve better uptime for the end-user. The need for strong training regimes relates back to the use and interpretation of big data.”

**Customer training**

Van Jaarsveld says Epiroc plays a critical role in training its customers but notes that any knowledge imparted to an individual is around 10% gained through theoretical training, and 20% gained through coaching and mentoring programmes while the remaining 70% is only gained by on-the-job training.

“Unfortunately, there is no substitute for experience,” he says. Van Deventer says that, as a training organisation, Epiroc plays a critical role in ensuring that its customers’ workforces are trained and developed on the equipment and technology offered to them.

“We assist our customers with the recommended profiles for either the operator or the artisan operating or maintaining the equipment. As a department, we also promote and introduce the 10:20:70 training and development model to our customers, meaning that theoretical training alone or only practical, on-the-job training is not enough to become an expert.”

He says the 10% training relates to the theoretical aspect, which is followed by the 20% from coaching and mentoring programmes. The individual then receives the remaining 70% of training through on-the-job exposure.

“Using this model will ensure that, from the theoretical aspect to the physical work done by the trainee, individual development will have a greater impact in terms of retention as well as productivity



“Organisations should invest in detailed training needs analyses among the workforce to identify all training gaps and then build a training plan.”

Hannes van Deventer, Epiroc technical training manager, Parts and Service



“In South Africa, computer literacy plays an important role in the Fourth Industrial Revolution.”

Meltus Badenhorst, GM Technical Services, Bell Equipment



“We need virtual eyes and ears where we once had people on the ground. These ‘eyes’ and ‘ears’ are provided to us by sensors.”

Eeje van Jaarsveld, Epiroc regional automation manager



Inside the Epiroc control tower.

in every department where it is introduced.”

“Bell Equipment’s role,” says Badenhorst, “is to create awareness that we’re moving towards a digital world and to let customers know what solutions are available to assist them with their production and maintenance goals.

“Once they become aware, they will realise that they must reinvent some career paths within their companies. You no longer need a person to perform physical surveying, but can train them in drone piloting skills and use this technology to perform remote surveying from the safety of their office or home.”

He says the 4IR is also an era of constant disruption where a person can be trained in the use of a software program or app which can be updated or replaced at any time by different software or a new, more efficient app. An example could be a parts administrator who can be reskilled to operate a 3D printer to print basic parts that needn’t be kept in stock,” he says. “It is a process of constant reskilling.”

### Demand for training

“Every client we interact with,” says Van Jaarsveld, “requires some form of training. The demand is always there but the willingness to pay for training is sometimes lacking at some of our customer sites.”

Van Deventer says training and development discussions vary from customer to customer.

“When we discuss the introduction of new equipment and technology, the demand for training is high to ensure that the workforce is trained. There will always be a demand for training as experienced employees leave customers’ employ and new recruits must be trained.”

He says that, although the price of training is considered to be high, an untrained workforce unfamiliar with the equipment will result in more downtime, production losses and unnecessary replacement of costly components, whereas a trained workforce will result in a substantial cost reduction and productivity improvement. Training and upskilling are therefore an essential investment.

Badenhorst says the demand for online and digital training services has increased and, as the adoption rate increases, more customers are expected to enrol and equip their staff for a digital world.

Adoption to the changes that the 4IR brings to the yellow-metal industry can be slow but as an OEM we can play a part in awareness and education of our customers, allowing them to have a connected product experience that is more efficient and convenient. 🌐



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## bauma CONEXPO AFRICA to be discontinued



The management of Messe München GmbH has decided to discontinue bauma CONEXPO AFRICA as an independent event.

Messe München GmbH has announced the discontinuation of bauma CONEXPO AFRICA as an independent event.

In a statement, Katharina Schlegel, exhibition director bauma trade fairs abroad, said the coronavirus (COVID-19) pandemic had and still has a huge impact on the business activities for all trade show organisers worldwide

and certainly also for Messe München GmbH.

"In August, you were informed about the cancellations of all planned shows in 2021 due to the pandemic and the restructuring activities of our company group. During 2021 the trade fairs air Cargo Africa, analytica Lab Africa, bauma CONEXPO AFRICA, IFAT Africa and food & drink technology Africa (fdt Africa)

were cancelled," she says.

The further development of the pandemic, adds Schlegel, as well as the political and economic parameters for the construction and mining industry will stay unforeseeable for the upcoming years, especially when looking at the scope of not only South Africa, but the sub Saharan Africa region at large.

"As it has always been the key goal to make bauma CONEXPO AFRICA a show for the sub Saharan Africa region, it seems very unlikely under the current conditions to meet the requirement of the industry in the future," she says.

"In the light of these market conditions, the management of Messe München GmbH has decided to realign its market activities and to discontinue bauma CONEXPO AFRICA as an independent event."

"We would like to take the opportunity to thank our exhibitors and partners for all your support in developing bauma CONEXPO AFRICA over the past years. As part of the world's leading trade fair bauma in Munich, which will take place from October 24 to 30, 2022, we offer a timely platform on which we want to show the prospects of the markets in the SADC region." 🌐

## Bosch Rexroth SA Group of Companies appoints new CEO



Chris Riley, newly-appointed CEO of Bosch Rexroth South Africa Group of Companies.

The Bosch Rexroth South Africa Group of Companies has appointed Chris Riley, current GM of Tectra Automation, as the new Group CEO, effective 1 January 2022. In addition to this role, Riley has been appointed as the Bosch Rexroth Group leader of Sales Unit for Africa. He succeeds Tillmann Olsen, who has been at the helm of the group since January 2018.

Riley holds a BSc Degree in Mechanical

Engineering and a Master of Business Degree. He brings a wealth of experience to the group with 25 years across Africa, the Middle East, Asia, Europe, UK and the United States.

Riley knows the positive impact of industrialisation in Africa and understands the role the technologies and expertise within the Bosch Rexroth SA Group have to play in driving Africa forward, and looks forward to being part of this process. 🌐

## New name for Hytec Services Africa



Hytec Services Africa, a Bosch Rexroth South Africa Group company, has been renamed Bosch Rexroth Africa Development, effective October 2021.

Bosch Rexroth Africa Development brings the full range of the group's hydraulic, pneumatic and automation products to customers across Africa through its strong distribution and partner networks.

The new name aligns Bosch Rexroth Africa Development with the group's ethos: Move Now, Drive Tomorrow, Shape Africa. 🌐

## Hyundai and Doosan to compete under Genuine tie-up

An intermediary holding company, Hyundai Genuine, has been established, following the purchase in August of Doosan Infracore, by Hyundai Heavy Industries Group. Doosan Infracore has since been renamed Hyundai-Doosan Infracore. Hyundai Construction Equipment and Hyundai-Doosan Infracore will continue to operate under their own management systems, competing as sister companies within the global equipment market.

Hyundai Genuine's intention is to rank among the Global Top 5 construction equipment manufacturers, capturing 5% of global markets by 2025.

This will initially be achieved through the development of integrated excavator and wheeled loader platforms by 2025 that will be utilised by both companies.

The two manufacturing businesses will combine their research and development efforts, to increase technological competitiveness, while sales strengths will be increased through mutually complementary ranges of machinery.



Hyundai Genuine's intention is to rank among the Global Top 5 construction equipment manufacturers by 2025.

Further ahead, new investment will be increased, to secure next-generation business activities. The plans include the development of hydrogen engines for construction equipment, further mergers and acquisitions, investment in start-up businesses and closer industry-university cooperation, to develop

market-leading expertise in automation and electrification.

Hyundai Heavy Industries Group chairperson Kwon Oh-gap has vowed to develop the construction equipment business as a core sector of the group, a decision that will be backed by further investment at group level. 🌐

## Yanmar CE unveils its first electric mini excavator prototype

Yanmar Compact Equipment has introduced its first electric mini excavator prototype, the new SV17e. The innovation represents an important strategic step in the transformation for Yanmar Compact Equipment.

"Our aim, together with our dealer partners, is to build stronger relationships and create even greater customer value," says CEO, Giuliano Parodi. "Our transformation will embrace our entire business and will encompass new products with alternative fuel technologies. The SV17e prototype is a clear demonstration of our intent to build a sustainable business for our customers and dealer partners."

The SV17e mini excavator competes in the 1,5 to 2 t segment. Powered by efficient electric drive and hard working 48-volt batteries with fast charging capability, it's a quiet, zero emission machine designed to meet the most demanding emissions restrictions. In-line with Yanmar Compact Equipment's commitment to create an exceptional customer experience, the appeal of SV17e goes beyond simply being an electric machine. The design and engineering team have set out to build a machine which offers the highest levels of comfort, ergonomics and operational power, precision, and control.

"Our prototype is significant because it demonstrates our capability to bring the

The SV17e mini excavator competes in the 1,5 to 2 t segment.



quality and reliability of our highly respected conventional engine technology into the arena of electrification," explains director Product Management EMEA, Cedric Durand. "But we have gone further. As always, the operator is at the heart of this machine, and we have challenged ourselves to deliver the comfort, power, control and precision which we believe will surpass the expectations of

professional operators."

In preparation for its sales start at bauma 2022, the prototype SV17e is currently undergoing Yanmar's vigorous product testing regime. These tough field tests are uncompromising in their thoroughness to ensure an uncompromising level of durability and reliability in the design and engineering. 🌐

## Low cost-per-hour operation with new Cat 120 GC motor grader

Complementing the Cat motor grader offering, the new Cat 120 GC Motor Grader offers the right balance of high-performance features with reduced fuel consumption, low maintenance costs and easy-to-operate controls. Excelling in low- to medium-duty applications, the new 120 GC delivers reliable, low-cost operation in a range of applications that include government and municipal work, county road maintenance, and finish grading.

Its powershift transmission and balanced machine design ensure appropriate drawbar power to the ground with the fuel-efficient Cat C4.4 engine. Adapting engine power and torque to application demands, the 120 GC features electronic throttle control to improve grading productivity. With precisely matched engine power ranges for the standard rear-wheel drive and optional all-wheel drive, standard Eco mode operation increases fuel economy up to 5%, lowering owning costs. The hydraulic cooling fan, with optional reversing fan for high debris applications, only runs when necessary to further reduce fuel consumption.

With its familiar steering wheel and lever layout consistent with the 120, 140 and 160K models, the efficient hydraulic system provides more precise and predictable control for a consistent grade. Its transmission with torque converter eliminates the need for an inching pedal, so only throttle and brake pedals are required to simplify operation. The drive system's no-spin differential automatically unlocks in the turn to eliminate required input from the operator. The parking brake automatically engages when the machine is in neutral and the service brake is disengaged.

Built with long-life machine structures



The 120 GC offers 3 m, 3,7 m, and 4,3 m moldboard options to meet a range of road coverage requirements.

for reliable operation, the 120 GC's standard drawbar circle moldboard increases durability with hardened circle teeth and replaceable wear inserts protecting main component structures. This design stays factory tight to provide long-term precision grading, while the circle drive slip clutch option protects the drawbar, circle and moldboard from potential damage if the machine strikes an immovable object. Easy to maintain, the available Circle Saver option reduces daily greasing requirements and repairs to the circle and pinion. The grader's new front axle design maximizes bearing life to minimize maintenance.

A narrow machine width of 2,4 m plus cab choice of standard or low-profile to reduce overall transport height to 3,12 m improves machine transportability. For operating comfort, the cab offers an option between mechanical or air suspension seat, while the control console and steering wheel easily adjusts to the operator's preference. Pressurised to prevent debris entry, the cab's

optional HVAC system circulates fresh air to keep the windows from fogging

A range of options are available to increase machine flexibility and meet specific customer requirements. The optional Digital Blade Slope Meter shows the operator the grade without relying on manual grade checkers. Available all-wheel drive increases traction and efficiency, while the increased engine power that comes with the option improves performance on slopes and with poor underfoot conditions.

The 120 GC offers 3 m, 3,7 m, and 4,3 m moldboard options to meet a range of road coverage requirements, and a newly redesigned mid-mount scarifier improves visibility to the attachment while decreasing overall machine length. Improving machine performance, the 120 GC features a common front bolster for a choice of front lift group, counterweight, or front blade option, which aids in spreading more material faster. The rear of the machine accommodates a ripper or tow hitch option. 🌟

## New grader wear pads give long life

A leading civil and infrastructure engineering contractor installed Vesconite Hilube wear-resistant U-shaped wear pads on graders in Nigeria.

The company found the wear pads operated well with some chiselling wear on the shorter edge of the U-shaped pad after 535 hours of use. The wear pads acted as guides that were bolted in place on the grader assembly.

The blade assembly, in turn, slid left to right on the guides with the assistance of hydraulic cylinders behind the blade assembly.

The wear pads are essential in the lateral movement of the grader blades, which are responsible primarily for the levelling and

shaping of roads and building sites.

Vesconite application engineer Juan van Wyk notes that Vesconite Hilube was particularly useful in this sliding application since it is self-lubricating, so the grader assembly could easily move horizontally for reach in this dirty, inaccessible location, and for the placement of the windrow (built-up road-building material).

Vesconite Hilube was also valued because of its wear properties, since regular placement and movement of the blade was required in often dusty and muddy conditions.

Van Wyk notes that considerable load was placed on the guides of each grader. In addition to the 2,5 t blade assembly weight

distributed over five guides, the blade pushes 2,5 t of material and is exposed to a cutting resistance of 2,5 t on the other side of the guide.

Vesconite Hilube wear pads coped well with the considerable compression and tensile strengths that were needed: "There was no distortion under load, even when wet," Van Wyk says.

The Vesconite Hilube wear pads replaced bronze wear pads of the same U-shaped design, ensuring that the Caterpillar graders, which they were installed on and which are designed for power, performance, reliability and wear-resistance, continued to operate in tough arduous conditions. 🌟

## Specialised in-house skills underpin engineering success

Investing in its people – their technical expertise and experience – has for decades been the foundation of Metric Automotive Engineering's success. Today, the company continues to train and upskill its artisans, who are in many ways the backbone of the economy.

"This is why our ongoing investment in our people and their skills creates the real asset underpinning our technical capability," says Yorke. "In the same way that we re-invest in our world class equipment, we are constantly upgrading our skill sets and empowering new employees."

He highlights the vital role in South Africa's economy for structured and closely supervised learning of trades, which Metric Automotive Engineering has been systematically conducting for decades. From the previous apprenticeship system to the current learnership programmes, the company's technical staff have grown into demanding senior positions. They also then assume responsibility for passing on their knowledge to new learners.

"We work closely with the Manufac-

turing, Engineering and Related Services Sector Education and Training Authority (Merseta) to achieve the required competency-based outcomes," he says. "At the same time, our learning process aligns with our ISO accreditation to ensure that the expertise we generate is globally competitive."

The training of new entrants through to journeyman status – or artisans – has been central to Metric Automotive Engineering's business model since day one. The meticulous sharing of experience and skills from the company's 'custodians of knowledge' has allowed a steady supply of committed experts to gain the best value from its leading-edge machinery.

"Customers have always been able to rely on the quality of our workmanship, as the depth of our skills base allows us to apply all the necessary ISO checks for optimal results," he says. "This is also the basis of our culture of quality, where each person on our workshop floor feels the pride of being part of a smoothly functioning environment."

The learning process ensures that a wide



Continued investment in technology and resources allows artisans at Metric Automotive Engineering to hone their skills.

range of skills is covered, giving each learner a rounded capability and an integrated understanding of the workshop equipment and processes. This contrasts with an approach that leaves staff overly focused on a limited number of tasks – restricting their growth and abilities.

"Our multi-skilled approach rather gives our artisans greater variety and fulfilment in their work and career development," says Yorke. "It also gives our workshop greater capacity to absorb high work-flows while still ensuring that customers receive high quality results." 🌐

## South Africa at forefront of PDS and CPS technology evolution

Mine safety has been greatly enhanced by proximity detection systems (PDS), thanks largely to the technology's evolution in South Africa – where Booyco Electronics has remained at the centre of key technological advances. Working with local and global bodies, the company has rapidly developed solutions that now promise even more flexibility and stability.

"When we were established in 2006, PDS was an exciting technology helping address mining companies' heightened concern with health and safety – arising from incidents of collisions between vehicles and pedestrians on mines," says Booyco Electronics CEO Anton Lourens. "Our equipment began as essentially a pedestrian detection system only, but has fast grown into much more powerful solutions for mines."

PDS offerings have also become more than just a range of disparate product lines from various producers, he says. Rather, the whole field is now increasingly integrated into global efforts to enhance interoperability – in the interests of applying PDS and CPS solutions more effectively on various mobile equipment and trackless mining machines.

"We began by developing a very low frequency (VLF) solution for underground operations, as this technology was based on a magnetic field that could travel through the rock between tunnels or haulages," he says.



Proximity detection systems or Collision Prevention Systems have come a long way in the last decade, with South Africa based Booyco Electronics at the centre of key technological advances.

"Initially, our CWS500 system – focused on 'collision warning' – would simply alert the operator that there was a pedestrian located in a potentially hazardous position, close to the machine."

As this technology rolled out to the industry, it quickly became clear that customers were looking for more functionality. This led Booyco Electronics to develop the next level of PDS – the CWS800 range that included vehicle-to-vehicle interaction. The company's first five years saw the rapid evolution of features on the CWS hardware platform, including the addition of global positioning

system (GPS) technology to make it applicable in surface mines.

"This also created the basis for us to develop the ground-breaking CWS900 system in 2010, which went beyond being a warning system to actually stopping a vehicle automatically in the event of danger," he says.

"This opened the door to developing 'collision avoidance' systems, and was a breakthrough in terms of our ability to begin meeting the Level 9 requirements of best practice as formulated by the global Earth Moving Equipment Safety Round Table (EMESRT)." 🌐

## Epiroc and DDE extend partnership

Epiroc South Africa recently extended its longstanding agreement with Demolition and Drilling Equipment (DDE) in a bid to continue building on the partnership's success in growing the hydraulic attachments market in South Africa and to further strengthen the service offering to customers.

Effective from October 2021, the extended agreement, which will be revisited in 2026, covers Epiroc's complete Hydraulics Attachment (HAT) range: rig-mounted hydraulic hammers, breakers, grabs, drum cutters, deconstruction equipment, spare parts, kits, consumables as well as ground engaging parts for all of the above.

DDE director, Robin Jackson, says that the extended agreement will serve to reinforce and grow the relationship between the two companies. "Moreover, this latest agreement brings DDE closer on-board, helping to further bolster customer focus, support, and response times for Epiroc's Hydraulic Attachment range."

"Looking from an inward perspective, our mandate is to sell products, remain market leaders in the mining and industrial space and grow market share in other segments where our products are used," continues

Jackson. "Outwardly we remain committed to improving existing customer relationships and to building new ones by always putting customers first. Epiroc's state-of-the-art equipment is amongst the best in the market and let us not forget that Epiroc invented the hydraulic hammer. But while you can have the best product, you will never succeed if excellent after-sales service does not follow, an area I firmly believe DDE will add a lot of value going forward."

The extension also provides certainty and therefore confidence in the additional investment DDE needs to make and indeed is already making to grow the Epiroc product within the company. Premises, equipment and personnel complement are continuously reviewed and right-sized to meet product and customer demand. DDE have been renting out half its premises located in Jet Park, Boksburg, just behind Epiroc. As from 2022, DDE will now be taking over the entire premises in order to accommodate the increased Epiroc business, including new products, sales and especially service activity.

"In addition to doubling the existing Epiroc physical floor space, we are also adding



Epiroc South Africa recently extended its longstanding partnership agreement with Demolition and Drilling Equipment.

additional sales and service resources which will help to increase focus on the hydraulic attachment product range." Jackson adds that extra personnel will help to significantly add to the service and field support available to all customers, to meet their objective of growing the hydraulic attachment market in South Africa. 🌐

## Fully mechanical Cat D8 GC dozer delivers easy maintenance

The new Cat D8 GC bulldozer is designed to fit a variety of customer business needs with solid dozing/ripping performance, simplified options for a lower initial purchase price, and fully mechanical systems for easy maintenance.

Cost-effective to own and operate, customers can expect up to 10% lower owning costs compared to the D8T. The D8 GC dozer replaces the D8R with 220 kW (303 hp) of nominal net power and an operating weight of 37 557 kg.

The D8 GC is powered by the well-known Cat 3406C DITA engine. A three-speed planetary powershift transmission and Caterpillar exclusive torque divider ensure that more useable power gets to the ground for solid all-around performance in a wide variety of applications. These mechanical components make up a robust power train that is easy to diagnose and maintain, even in remote locations.

For a lower initial purchase price, customers can choose new options such as General Duty undercarriage, a simplified fixed ripper and a basic 4-LED light package. Dozing performance and competitive fuel efficiency help contribute to lower overall owning costs.

Everything about the D8 GC is designed to help make it easy to own. Simple mechanical systems and widely available parts help



Everything about the D8 GC is designed to help make it easy to own.

make maintenance and repairs easier. Major components are modular for easy maintenance and repair access.

Individual radiator cores can be quickly replaced for ease of service. Exclusive new Cat hydraulic and power train oil filters offer extended service intervals to save time and money. Product Link telematics help simplify maintenance by tracking machine location and service hours.

The elevated sprocket helps make maintenance easier with modular components that are easy to remove/install for service. Segmented sprockets are easy to replace. The undercarriage is optimised with strong structures for stability and durability.

A Desert/High Abrasion package is avail-

able from the factory to enhance machine performance in extremely sandy or abrasive underfoot conditions. The cooling system is designed for high debris environments, with easy access for cleanout. The specially coated fan and radiator help resist abrasion and a core protection grid helps keep debris out of major systems. A high ambient fluids package helps handle the heat, while the sealed bottom guard and added seals to help keep fine abrasive particles out of components.

For extreme cold weather work, the D8 GC can be outfitted from the factory with features like heavy-duty batteries, arctic undercarriage and thinner oil for better lubrication in extreme conditions. 🌐

## Astec Industries enters into dealer partnership with MANTRAC Group

Astec Industries has announced a new dealer partnership that will deliver significant benefits to customers by enhancing the supply, distribution, support and after-sales service of Astec's world-class material solutions product range in numerous African countries, as well as in Iraq and Russia's Ural and Volga regions.

Through its Africa and Middle East business units, Astec has entered into a strategic alliance with Unatrac, which includes MANTRAC group, one of the world's largest Caterpillar (CAT) dealers. The group was founded in the 1950s and has established itself as a distributor and service provider of industry's leading brands and premium products.

The new distribution partnership will see Unatrac, including MANTRAC and DELTA groups, offering sales and support services in Nigeria, Ghana, Sierra Leone, Liberia, Kenya, Tanzania, Uganda, Egypt, Iraq and the Ural and Volga regions in Russia for all of the equipment in Astec Industries' Material Solutions division. This division encompasses Astec's premium range of crushers, screens and feeders, as well as

washing, classifying and material handling solutions, modular plants and rock breaker technology that has a strong reputation for its technology, quality and reliability.

"This agreement demonstrates Astec's commitment to exceeding the expectations of customers in these regions. We want to ensure that in addition to having access to Astec's exceptional material solutions products, our aggregate and mining industry customers have the peace of mind, ease and convenience of an experienced and outstanding in-country presence," comments Douglas Mouton, Astec Industries regional sales manager – East Africa & Middle East. He notes that the move also forms part of Astec Industries' strategy to increase its global footprint.

In addition to its recognised expertise and technical service, Unatrac will leverage the proficiency and networks of its subsidiaries and partners in the regions covered. M. Eltobshy, Group Technical Manager at Unatrac, says that the organisation has well-established in-country partners across its territories, all of which have deep local



Astec's FT400 mobile cone crusher.

knowledge, experience and expertise.

"We chose to partner with Astec Industries based on the group's technical capabilities and world-class equipment, as well as its excellent support and commitment to its customers through its global presence and network," he expands. "Our aim is to offer mines and quarries in our Unatrac territories a full package, from earth moving equipment and crushing plants to power systems. The alliance will add enormous value for both Unatrac (including Mantrac Group and Delta Group) and Astec's customers in these regions. We look forward to embarking on this exciting journey with Astec and know that it will be a mutual success." 🌐

## Biggest Sykes pump yet from Integrated Pump Rental

Demonstrating its depth of in-house expertise and technical capability, Jet Park-based Integrated Pump Rental recently delivered its largest pump ever – a Sykes MH300 auto-prime unit. This giant's ability to pump 500 ℓ per second means that it can empty an Olympic-sized swimming pool – containing 2,5-million ℓ – in just 1,3 hours.

Driven by a Kirloskar DV8 engine, this auto-prime Sykes pump unit was fitted with a custom engineered fuel tank and skid, according to Steve du Toit, rental development manager at Integrated Pump Rental.

"The sheer scale of the project is demonstrated by the unit's final dry weight of about 8 tonnes," says du Toit. "Measuring nearly 7 m long, this pump set is 2,5 m wide and 2 m high."

With a pumping capacity of 500 ℓ per second at a head of 40 m, the Sykes MH300 has been delivered to a customer in the mining sector where it will dewater an open pit to ensure that no flooding occurs during the rainy season. The presence of abrasive particles in the water required that the inside of the pump be coated with tungsten, while the stainless steel wet end would resist acidity.

"Effective dewatering demands that you don't just keep up with the required volumes, but that you keep ahead of them,"



With a pumping capacity of 500 ℓ per second at a head of 5 m, the Sykes MH300 has been delivered to a customer in the mining sector.

he says. "For this application, there was no better pump than this one."

The Sykes MH300 is the top of Sykes' medium-head range, with a 300 mm – or 12-inch – suction or discharge. This compares with the 6-inch suction of the well-known Sykes CP150 model popular among contractors. A generous 3 000-ℓ fuel tank was included in the design to allow for long running time, and this reduces the monitoring and refilling necessary by mine personnel.

Built in less than two months at Integrat-

ed Pump Rental's modern facility, the pump's vacuum capabilities were extensively tested in-house before delivery.

"The pump was built for plug-and-play on site, with an auto-prime function for added ease of use," du Toit says. "Supplied with the necessary pipework, it can be easily connected and immediately operated."

Du Toit highlights that Integrated Pump Rental also conducts project work in addition to renting and selling its locally built pump units – providing a one-stop shop for customised pumping solutions. 🌐

## Rhenus commits to 100% carbon neutral LCL product by 2030



Jan Harnisch, global chief operating officer at Rhenus Air & Ocean.

Achieving carbon-neutral global LCL services within a decade is part of the Rhenus strategy to spearhead the industry's transition to sustainable logistics.

The Rhenus Group, a leading global logistics service provider, will neutralise the carbon emissions of all of its less-than-con-

tainer-load (LCL) products by 2030. Starting from 2022, cargo shipped with the Rhenus Consolidation Box out of Hilden Gateway (Germany) will be carbon neutral, with no additional costs to customers. The service will progressively roll out through all gateways in which Rhenus operates worldwide.

As one of the leaders in the logistics industry, Rhenus has full responsibility for its actions and decisions. Sustainability is a priority in the company's business. That is why Rhenus would like to transform the existing services into environmentally friendly options to shape a better future for customers and partners.

"We are not only striving to make logistics simple for our customers, but also doing our part to support the environment, such as investing in sustainability projects," says Jan Harnisch, global chief operating officer at Rhenus Air & Ocean.

With green thinking firmly established throughout the Rhenus operations, the carbon-neutral LCL product marks a new milestone in its sustainability strategy.

The Rhenus Group launched the world's first CO<sub>2</sub> reduction program for airfreight, RHEGREEN, in 2019. Since 2015, Rhenus has undergone an annual assessment by, and received the Silver Status for several years from EcoVadis, an independent agency that evaluates corporate social responsibility-related activities in accordance with international standards.

On-going green logistics efforts worldwide include a seven-year continuous annual tree-planting activity in India, climate-neutral warehouse locations with green infrastructure like renewable energy and LED lighting as well as electric mobility and recyclable packaging, energy management system implementation across Germany and the Netherlands and a Rhenus Group Corporate Forest to support agroforestry projects. Rhenus continues to explore green ideas and new technologies, in collaboration with research institutions, partners and customers, to make the global supply chain more sustainable. 🌱

## Trio of successful dealerships fly the FAW trucks flag in KwaZulu-Natal

Apart from ensuring that sales keep ticking over, FAW Trucks' 22 dealerships across South Africa play a significant part in ensuring that the brand's stellar reputation for providing reliable, durable and cost-effective products to South African customers in the commercial vehicle market remains intact. These committed sales and service centres are also tasked with providing service and support of the highest quality.

In KwaZulu-Natal the responsibility falls on three vital links in the FAW Trucks dealership footprint, with customers able to turn to centres in either Pinetown, Port Shepstone or Richards Bay with their sales or servicing needs.

The Pinetown FAW branch is strategically situated along the N3 route to Johannesburg. It was established in 2010 and dealer principal, Mike Williams, has been at the helm of the impressive facility since 2013.

"FAW Trucks has achieved great success in South Africa since 1994 and I am convinced that sales figures will continue to climb as the brand gains even further traction on the local market. As one of the dedicated representatives in the province we are committed to doing our part in ensuring continued success," says Williams.

On the South Coast, the brand is proudly represented by FAW Port Shepstone, which falls under the umbrella of Thompson

Motors. This family business has a proud heritage stretching back to the 1950s and with Richard Thompson overseeing the commercial vehicle side of the business, FAW Trucks has gained a strong and loyal customer base in the region.

"Much like our business, FAW Trucks has a long history in South Africa and as one of three dealerships in the province we take the responsibility of upholding its reputation for strength, reliability, ease of operation and value for money very seriously. As a result, we are constantly pushing ourselves to do better, ensuring that we provide customers with dedicated service and support of the highest quality," says Thompson.

"I am proud to say that we have proven to our customers that they can rely on us to support them in every step of their ownership experience, from the purchase phase and all through the lifetime of their trucks. And when the time comes to replace vehicles or expand their fleets, they confidently return to FAW Trucks."

The last of the formidable threesome of



In KwaZulu-Natal the responsibility falls on three vital links in the FAW Trucks dealership footprint.

FAW Trucks dealerships in KwaZulu-Natal is situated in Richards Bay and forms part of the ETTC group of companies. Established in 1992 and focusing exclusively on the truck market, the group was quick to realise the potential of FAW Trucks.

"A few years ago, we started noticing that customers who would normally buy used trucks from us were showing more interest in new FAW products because of the great value for money they represent. After doing some research we discovered that FAW had a proven track record around the globe and was making great inroads in the local market. It was then that we decided to add the brand to our operations, and we haven't looked back since," says Corrie Barnard, director of ETTC. 🌱

## TATA awards scholarships and donations worth R2,4-million

TATA International Africa recently handed over donations to worthy causes, as well as scholarships to 32 deserving young postgraduate students from South African universities, to the value of R2,4-million, at the 2021 Tata International Africa Scholarship Programme Virtual Handover Event.

The universities include the University of the Free State, University of KwaZulu-Natal, Nelson Mandela University and the University of the Witwatersrand. The scholarship handovers are usually held on university campuses at their graduation ceremonies. However, this year they were held virtually, due to the pandemic.

The online event was an exciting and motivating affair, comprising a performance by the Quavo Vocal Group and an inspirational keynote address from TATA International Africa's CEO, Len Brand. Representatives from each university also gave addresses and pre-recorded messages of gratitude and encouragement from scholarship recipients from previous years were screened.

"Today we honour some of South Africa's brightest and most promising young minds,

potential future leaders that we hope will serve and uplift communities in the years to come," said Brand.

"Education is extremely empowering and transformative. It has an amazing ripple effect, with the potential to not only uplift individuals, but also the communities in which they live and work, and ultimately society at large. Our objective is to help increase the number of young people primed to take up leadership roles in business, government, and civil society. We are committed to empowering and transforming lives through education which is one of the key components of the TATA business values and its belief system," added Brand.

The scholarships are given to beneficiaries who have a proven academic track record during their graduate years. All fields of study as well as faculties are taken into consideration. Students must be accepted via the respective university's academic or development foundation and must pass the university's academic criteria for acceptance.

The amount that each student receives covers the student's tuition fees, stipend



Len Brand, CEO of TATA International Africa.

(living costs), books and accommodation for the year of study. TATA postgraduate scholarships contribute to the country's objective of increasing the number of postgraduate scholars primed to take up leadership positions in business, government and civil society in the country. 🌟

## Trained and certified truck drivers create safer roads

As many as 9 969 South Africans lost their lives on South Africa's roads in 2020, according to latest Road Traffic Management Corporation (RTMC) figures, translating to an alarming average of over 27 road-related deaths every day. As traffic volumes continue to increase with eased lockdown restrictions, these fatalities are likely to skyrocket again – unless companies and professional drivers play their part by investing in better driver training, warns Innovative Learning Solutions (ILS) MD, Arnoux Maré.

"Safer roads begin with trained drivers. Even the most effective road safety designs, such as speed limits and traffic calming circles, can only deliver results within the ambit of motorists' behaviour. It is therefore crucial that companies and professional drivers ensure that they are equipped to handle the various demands and perils of navigating South African roads," he says.

Significantly, an increasing proportion of accidents are the result of human error as opposed to environmental or vehicular factors. Notably, RTMC statistics reveal that human factors were responsible for 73,6% of all fatal crashes in 2014, before steadily rising to 85,6% in 2020, pointing

to the need for urgent intervention and expert training in curbing the number of fatal crashes.

In its National Road Safety Strategy 2016 – 2030, the Department of Transport therefore notes, "The current K-53 system being taught to new drivers is deemed outdated and an improved solution must be developed cognisant of the changes due to modernity, and responsive to producing better drivers."

"This is where companies should be leading by example, by investing in their drivers' training and skills development to safeguard their assets and to prevent loss of life. Additionally, if independent operators are not supported by large organisations, truck, bus and taxi drivers need to take pride in their work by investing in their own training as part of their professional development," notes Maré.

"Every motorist is responsible for contributing towards safer roads but for professional drivers, it is also paramount that they understand how to get the best out of their vehicle and can ensure the safe and timely delivery of their cargo while mitigating road accidents. This mammoth task is attained through abiding by the law and the consistent application of training." 🌟



Arnoux Maré, MD of Innovative Learning Solutions.

# SIGNS OF GROWTH IN CONSTRUCTION FOLLOWING PANDEMIC DOWNTURN

**Employment in the construction sector has grown by 17% in the past year with more than 156 000 new jobs created in the 12 months leading up to the second quarter of 2021; however, it should be noted that this improvement/growth is coming off a low base in Q2 2020 when there was a lockdown and very low activity taking place.**

**“T**hese are encouraging signs that construction and engineering is recovering from the economic downturn and the impact of the pandemic, and benefit from expected higher levels of investment in infrastructure,” says Bongani Dladla, the acting chief executive of the Construction Industry Development Board (cidb).

However, there has been sharp decline in employment since 2017 and the number of people working in both formal and informal construction is currently at the same level as in 2014.

The quarterly figures are based on own research conducted by the cidb through its SME Business Conditions Survey, as well as the quarterly labour force survey and quarterly employment statistics released by StatsSA.

## Important player

Dladla says the construction industry is an important player in job creation with an impact on a range of other sectors such as manufacturing, mining, transportation, real estate, and business services.

Construction is one of the industries that have higher employment shares relative to its contribution to the gross domestic product. The sector accounts for 8% of total formal employment while its share of nominal GDP is 2,5%.

Between the second quarters of 2020 and 2021 the number of people employed in construction increased by 156 000 on a year-on-year basis and 143 000 on a quarter-on-quarter basis.

The figures show that employment in the formal construction sector accounts for 65% of jobs in the industry and 35% in the informal construction sector, says Dladla. Since 2009 jobs in the informal sector grew by 3,5% while there was a decline of 0,4% in the formal construction industry.

By the end of the second quarter of 2021 the formal construction sector employed

some 476 185 with the bulk of people – 56% - working in civil engineering and some 38% in general building.

The effect of the downturn, the COVID-19 lockdown and the lack of demand for construction is reflected in the job losses that were experienced in the sector. At the end of 2021Q2, StatsSA Quarterly Employment Statistics (QES) showed that construction employment declined by -2,4% year on year, -6,4% in civil engineering and 3,4% general building.

“Construction constitutes 16% of employment in the informal sector, which is a significant contribution,” says Dladla. During the period under review there was an 11% growth in job opportunities on a year-on-year basis.

## Default option

Studies by the International Labour Organisation show that the informal sector tends to grow during economic crises because it acts as a default option for survival or maintaining income, this is also reflected in the growth of the construction informal sector as compared to the construction formal sector.

The informal sector includes the self-employed in micro-businesses that are not registered for income tax or VAT as well as short-term and casual employees. Most of these enterprises have linkages with the formal sector through subcontracting and the provision of labour-only services.

Dladla says the cidb’s research indicates that the shortage of skills is one of the biggest constraints for business growth experienced by contractors. This shortage also drives up the cost of labour resulting in decreased profit margins for small and medium contractors. The cidb B.U.I.L.D Programme announced by Public Works and Infrastructure Minister in 2020, is designed to provide workplace learning opportunities to university and college graduates to grow skills for the construction industry. 🌱



Bongani Dladla, the acting chief executive of the Construction Industry Development Board.

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