

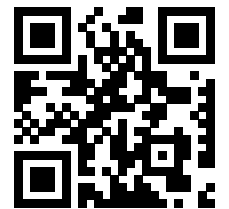
# CAPITAL EQUIPMENT<sup>1</sup> NEWS

For informed decision-making

JULY 2024



“LEADING TRANSPORT OPERATORS ARE NOT BORN.  
**THEY ARE MADE.”**



**TRANSPORT:** Road safety is a crucial concern to all players in the transport industry

**EQUIPMENT TRENDS:** Five equipment trends in 2024

**ELECTRIC TRUCKS:** Daimler Truck Southern Africa launches its battery electric trucks

**PARTS DISTRIBUTION**

Hino South Africa wins for  
13<sup>th</sup> consecutive year

PAGE 26



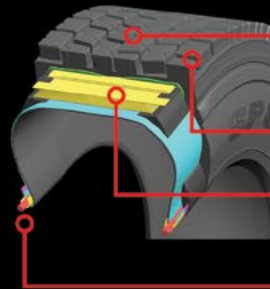
# DUNLOP SP835A DELIVERS PREMIUM PERFORMANCE AND THE LOWEST CPK

In these tough times, there's a locally-made class leader with up to 18% more mileage\* to help you reduce your fleet costs.

TAKE THE ROAD



## TREAD



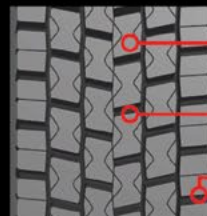
**Cut and low rolling-resistant compound**, developed for high mileage in long-haul highway applications, increases mileage and reduces fuel consumption.

**Tread construction** improves heat dissipation, increasing case life for more retreadability.

**Revised breakers angle** improves ground contact pressure distribution, enhancing uniform tread wear.

**Steel filler reinforced bead** gives even wear performance.

## PATTERN



**Partial abrasion** reduced during block movement.

**Different lug groove angle** helps minimise stone retention.

**Shoulder block tie-bar** reduces heel and toe wear, increasing driver comfort.

\* Subject to vehicle application and routes.

**PRODUCT LIFE WARRANTY 8 years**

**TRUCK TYRE INSURANCE 18 months**  
All Road Hazard Guarantee

Visit [www.dunlop.co.za](http://www.dunlop.co.za) for full T&Cs

 **DUNLOP**





# CONTENTS

## FEATURES

### 02 COMMENT

The risks facing the transportation and logistics sector

### 08 COVER STORY

Leading transporters are not born. They are made.

### 10 ELECTRIC TRUCKS

Daimler Truck Southern Africa launches its battery electric trucks

### 14 FLEET MANAGEMENT

Netstar celebrates 30 years in the South African telematics industry

### 16 EQUIPMENT TRENDS

Five equipment trends in 2024

### 18 SUPPLY CHAIN

Accelerating transformation to keep pace with the next-generation of supply chain

### 20 TRANSPORT

Road safety is a crucial concern to all players in the transport industry

### 22 LIFT TRUCKS

40 years of partnership: Goscor Lift Trucks and Crown Equipment

### 24 FLEETS IN SOUTH AFRICA

Fleet Management in South Africa

### 26 PARTS DISTRIBUTION

Hino South Africa wins for 13<sup>th</sup> consecutive year

## NEWS

### TRANSPORT NEWS

- 04 How to raise the bar in port operation efficiency and productivity
- 04 Daimler Truck Southern Africa appoints new Vice President for Sales & Marketing
- 05 FAW Trucks Southern Africa empowers future leaders
- 05 Futuroad Expo gears up to welcome visitors from Sub-Saharan Africa
- 06 How necessary is your next trailer service?
- 06 Strategic association with the Chartered Institute of Logistics and Transport: SA
- 07 Volvo's electric trucks reach 80 million kilometres in five years

### CONSTRUCTION NEWS

- 28 Unlock unrivalled comfort, durability and protection
- 28 DEVELON launches new, expanded digital platform
- 30 4<sup>th</sup> edition of "On the way up"
- 30 Konecranes synthetic wire rope offers total

### MINING NEWS

- 31 From smart mining to portable crushing from Weir at Electra Mining Africa
- 31 Integrated range of eco-efficient solutions for crushing and screening
- 32 Tru-Trac showcases groundbreaking conveyor innovations
- 32 Terex launches MAGNA for large-scale quarrying and mining operations

Capital Equipment News is published monthly by Crown Publications

**Managing Editor**  
Wilhelm du Plessis  
capnews@crowns.co.za

**Writer**  
Juanita Pienaar  
jpienaar@crowns.co.za

**Advertising manager:**  
Lizelle Francis  
lizellef@crowns.co.za

**Design:**  
Ano Shumba

**Publisher:**  
Karen Grant

**Deputy publisher:**  
Wilhelm du Plessis

**Circulation:**  
Karen Smith

PO Box 140  
Bedfordview 2008  
Tel: (011) 622-4770

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

Printed by Tandym Print

The views expressed in this publication are not necessarily those of the editor or the publisher.



Total circulation Q1 2024: 13 679

[www.crown.co.za/capital-equipment-news](http://www.crown.co.za/capital-equipment-news)



# THE RISKS FACING THE TRANSPORTATION AND LOGISTICS SECTOR



**T**he transport and logistics industry has been facing various challenges that were exacerbated by the COVID-19 pandemic. These challenges, which include commercial and operational aspects, combine with the growing number of global geopolitical conflicts to create a situation where supply chain issues seem to be the least of the industry's concerns.

Every year Aon, a global professional services firm providing a broad range of risk, retirement and health solutions, compiles its 'Global Risk Management Survey' which highlights the top risks faced by the transport and logistics industry. This year the respondents listed a cyber-attack or data breach as the top potential risk. In the current context, and with the rapid increase in the use of technology to

monitor fleets and production, this is a very real risk.

However, because South Africa lags behind the rest of the world with the use of technology across the board (generally speaking), the report lists the top risks for South Africa's respondents.

*Business interruption* can affect various industries simultaneously but can also affect regions and play havoc with supply chains. This risk's affect often lingers for years.

## Economic slow-down and slow recovery

Transnet's underperformance in recent times has had an impact on exports while rapid inflation was exacerbated by extreme weather conditions such as droughts and floods. The local economy has slowed over time and has had an impact on revenue stream and supply chains. All this often leads to retrenchments and the ability of companies to invest in capital equipment, compounding the effect in transport and logistics.

## Exchange rate fluctuations

Even though there was some improvement after the general elections, the volatility in the Rand does not bode well for exports or imports.

## Supply chain or distribution failure

This risk is far wider than merely ensuring goods reach harbours for export or that goods reach their destinations from harbours. This also includes the availability of talent, whether suppliers are still solvent, ESG aspects in the company's supply chain and the growing concern of cyber-attacks.

## Commodity price risk/scarcity of materials

Supply chains have become increasingly global and sensitive to conflicts and other issues. A conflict – whether it is a war or a price war – in one area has a direct bearing on transport and logistics in another.

In this issue we do not focus on the problems faced by the transport and logistics sector. Instead we focus on some of those aspects that enable the logistics and transport sectors to be more effective such as Netstar's telematics for security solutions and how Webfleet strives to make the transport industry safer and more profitable.

In addition, this issue is packed with news on new equipment, innovations and achievements in the transport and logistics sectors. 🌟

“  
The local economy has slowed over time and has had an impact on revenue stream and supply chains.  
”

**Wilhelm du Plessis -  
MANAGING EDITOR**



capnews@crowm.co.za



@CapEquipNews



Scan QR CODE to  
visit and read our  
latest news





# THEY ARE BOTH **MADE TO LEAD**



When a transport operator, with just four trucks, learns how to use data to save more fuel than his competitors, he is made. When a farmer learns he can use seasonal cash flow to pay for new trucks, he knows it is a deal made especially for him. He is made. When a bus operator's customers compliment him on his vehicle's quality and comfort, he understands that they were made for each other. When a sustainability pioneer uses data to watch his carbon footprint drop, he can already see the difference he's made. When a fleet manager can rely on technologically leading safety features to keep his drivers safe, he knows he's made the right call. When a procurement manager calculates how Preventative Maintenance can minimise downtime, his decision is made. When a driver can access 24/7 roadside support, with just one phone call, his day is made.

**It's why we know.  
Leading transport operators aren't born.  
THEY ARE MADE.**

#MadetoLead



# SCANIA

## How to raise the bar in port operation efficiency and productivity

In the ever-evolving world of maritime logistics, optimising the efficiency and productivity of port operations is essential for staying competitive. With global supply chains becoming increasingly complex, port operators are under pressure to improve efficiency, productivity, and safety.

Lenny Naidoo, acting National Operations Manager at Heavy Lift, a division of CFAO Equipment SA, says the solution to meeting these requirements lies in harnessing the potential of innovative and advanced technologies from reputable global manufacturers.

"At Heavy Lift, we specialise in the sale of heavy-duty forklifts tailored for container handling in port operations. As an industry leader in material handling and industrial equipment, we know all too well the challenges facing our customers, and that is why we remain committed to providing them with optimal technological solutions to streamline their operations and ensure maximum efficiency and productivity."

While fully autonomous machinery may still be on the horizon, current technological advancements, such as those offered by Konecranes and Terberg, are revolutionising port operations.

To this end, predictive maintenance has become indispensable in reducing downtime and enhancing operational efficiency. Here, advanced monitoring systems track machinery usage in real time and predict when maintenance is required based on operating hours. This allows for precise planning and ensures that machinery is

served before issues arise - maintaining peak performance and minimising disruptions.

"Transparency and accountability are also key to driving productivity," adds Naidoo. "Features such as Konecranes' CheckApp system and Terberg Connect platform enable drivers to perform daily checks on their equipment via smartphones or tablets, where they can log issues, and upload pictures or videos. This real-time information is accessible to supervisors and managers, streamlining maintenance processes and ensuring swift responses. By eliminating delays associated with paper documentation, the system keeps everyone informed and responsible."

Data analytics and real-time insights are becoming indispensable in various operational metrics. The MD4 display in the cabins of Konecranes equipment offers drivers critical information on performance, including the number of boxes lifted, fuel consumed, idling times, and speed. This data empowers operators to make informed decisions, therefore greatly improving overall productivity and efficiency.

Safety is a core component of Heavy Lift's mandate, and its equipment solutions have an array of features to meet this commitment. This includes electronic scales to prevent overloading by displaying cargo weight, as well as geofencing technology that sets speed limits in specific areas and cautions drivers to slow down. Additionally, tyre pressure monitoring systems ensure optimal tyre pressure, which greatly reduces wear and tear,



and ultimately, saves additional costs.

"The real-time data provided can also help in identifying port congestion and bottlenecks, allowing for greater planning and resource allocation. In doing so, this not only reduces congestion but speeds up operations and productivity," explains Naidoo. With training and development being critical components to driving safety, efficiency and productivity in all material handling operations, Konecranes provides online training modules for both technical staff and equipment operators. These modules ensure employees are up-to-date with the latest practices and technologies, creating a well-informed workforce capable of operating machinery safely and efficiently.

"The integration of advanced technologies in port operations is not just enhancing efficiency and safety, but also contributing to significant cost savings. By embracing predictive maintenance, transparency, continuous training, and data analytics, ports are setting new standards in their operations. These innovations ensure that port operations are more efficient, productive and safe - meeting the ever-evolving demands of the global supply chain," concludes Naidoo. 🌐

## Daimler Truck Southern Africa appoints new Vice President for Sales & Marketing



Olaf Petersen, new Vice President for Sales and Marketing.

DTSA announced the appointment of Olaf Petersen as their new. This follows Maretha Gerber's - who previously held the position - promotion to President and Group CEO of DTSA earlier in the year. Olaf brings a wealth of knowledge and international experience from various Mercedes-Benz and

Daimler Truck markets across the world and is committed to the continuation of DTSA's sales and marketing efforts.

Petersen holds degrees in Engineering and Business from universities in Germany, UK and Spain and joined the Daimler company in 1998. Over the past 26 years he was responsible for various roles in Sales, Service, Marketing, Product Management and Body Builder Management across the brands Mercedes-Benz Vans, Mercedes-Benz Trucks and Mercedes-Benz Buses in Germany, Singapore, Australia, Indonesia, USA and Arab Emirates. In his previous position since 2019, he was responsible for Sales and Marketing for Mercedes-Benz Trucks and FUSO at Daimler Truck Middle East and Africa in Dubai.

"I am thrilled to have Olaf onboard the DTSA team. His extraordinary and extensive

experience within Daimler speaks for itself, and I am confident that he will grow our brands Mercedes-Benz Trucks and FUSO in the Southern Africa region. I wish him all the best in his new role," said Maretha Gerber, President and Group CEO Daimler Truck Southern Africa.

"I have worked in many markets across the world in the past and I am really grateful to get the opportunity to now join the DTSA team. I look forward to engaging with DTSA's customers, industry stakeholders and network partners in the strive to provide not only the best product on the market but also the best service and value offering. I am fully committed to maintaining the strong market positions for our brands Mercedes-Benz Trucks and FUSO in the Southern Africa region," says Petersen about his new appointment. 🌐



## FAW Trucks Southern Africa empowers future leaders

FAW Trucks Southern Africa, a leading name in the automotive industry, recognised the future of the brand by inviting the youth to a Youth Day event as part of the company's Youth Month festivities.

The occasion buzzed with activity as young participants enjoyed a fun-filled afternoon, fostering connections and exploring the essence of FAW Trucks Southern Africa through interactive experiences.

Centred on the theme "Our Future Driving Force," the event underscored the potential of young people to emerge as innovators and pioneers within the FAW Trucks Southern Africa brand.

### Addressing societal challenges

While unemployment continues to be a challenge on a national level, it is within FAW's communities that it experiences this firsthand. FAW Trucks Southern Africa plays a pivotal role in its community by actively engaging in initiatives that directly impact the social climate. For instance, during Nelson Mandela Day 2023, FAW partnered with local charities to provide crucial aid, demonstrating their

commitment to uplifting the community. Moreover, the FAW Coega PE plant, situated in a community developmental zone established through a CSR initiative by the Eastern Cape government, exemplifies FAW's dedication to local development. By employing a significant number of community members, including youth from the area, FAW not only supports economic growth but also enhances social resilience. These efforts not only address pressing issues such as unemployment but also contribute to a more inclusive and prosperous society.

### Shaping the future together

As FAW celebrated Youth Month, it recognised that the youth are not merely the leaders of tomorrow, but the architects shaping our shared future.

### A commitment to excellence

As South Africa charts a path toward a



future marked by innovation and economic resilience, FAW Trucks Southern Africa's dedication to nurturing local talent underscores its pivotal role in shaping a brighter tomorrow. This commitment aligns seamlessly with national strategies aimed at harnessing youth potential for sustainable development. By supporting local talent and promoting economic growth, FAW Trucks Southern Africa remains at the forefront of creating a tomorrow where innovation and opportunity converge. 🌟

## Futuroad Expo gears up to welcome visitors from Sub-Saharan Africa

Futuroad Expo, Africa's premier trade fair for the truck, bus and commercial vehicle sector, is gearing up for its upcoming event taking place from 19 to 21 November 2024 at Nasrec Expo Centre, Johannesburg. Organisers are expecting an increase in visitors from across Sub-Saharan Africa, building on the attendance seen in 2023.

"Just over 6 000 visitors attended Futuroad in 2023, excluding those who participated in conferences and workshops," says Tracy Gounden, Business Development Director at Futuroad. "This number reflects a growing interest in the expo, particularly from sub-Saharan Africa. We saw a slight increase in visitors from other countries last year, and this year we're expecting a jump of at least 30%."

This growth aligns with the rising trend of intra-Africa trade. According to the African Continental Free Trade Area (AfCFTA), intra-African trade currently sits at around 18%, with significant potential for further growth. Futuroad Expo recognises this potential and is committed to facilitating connections between businesses across the continent.

"The increased attendance from

Sub-Saharan Africa signifies a growing appetite for the products and services showcased at Futuroad," says Gounden. "This includes not just traditional trucks, but also electric vehicles, commercial vehicles, light commercial vehicles, and motorcycles – all essential components of a thriving intra-Africa trade network."

Futuroad offers a comprehensive platform for industry professionals, with a variety of events - including conferences and workshops - attracting visitors from across Sub-Saharan Africa. In addition to the highly anticipated Conference organised by the Chartered Institute of Logistics and Transport's South Africa and Zimbabwe branches, attendees can participate in the Township Mechanics Workshop, skills development workshops, the Motor Industry Workshop Association Conference, the e-hailing conference, new product launches, tyre competitions, as well as SMME development workshops.

To further amplify its reach, Futuroad recently embarked on a successful roadshow across key African markets.

"This year, we have visited Nigeria (Lagos), Ghana, Kenya, Rwanda, and Zimbabwe, with Mozambique and Zambia to come," continues Gounden. "The

purpose was to invite relevant buyers from garages, workshops, fleets, and logistics companies to attend Futuroad and Automechanika, the afterparts expo. Many of these buyers currently travel internationally to source their products, and Futuroad offers them a convenient and efficient solution within Africa."

The roadshow garnered significant enthusiasm from potential attendees. "Participants were excited about the opportunity to attend the expos," says Gounden. "We built strong relationships and support, and it has become clear that sourcing products in Johannesburg is an attractive proposition for them. As a result, these countries send more visitors. We also have a close working relationship with the automotive associations in these countries." A strong delegation from Mozambique is also expected.

Futuroad Expo 2024 promises to be a landmark event, showcasing the latest trends and technologies in the commercial vehicle sector. "With its strong focus on connecting businesses across Sub-Saharan Africa, the expo is well-positioned to play a key role in driving intra-Africa trade and propelling the continent's economic growth," concludes Gounden. 🌟

## How necessary is your next trailer service?

Heavy duty trucks and trailers form the backbone of the transportation industry and require critical attention from owners, drivers, and fleet management partners.

A key component of trucks and trailers that enables these journeys, are tyres, but failures such as burst tyres, can result in costly breakdowns. And with almost 400 000 heavy duty vehicles on South African roads, there is a high risk that breakdowns could lead to accidents involving injuries or loss of life with the average passenger vehicle on the road.

While trucks may receive favourable attention with regular servicing and maintenance, can trailer maintenance be skipped for a year – or even two?

Keith Phelps, Group Manager: TBR (Technical) at Dunlop Tyres South Africa, disagrees. “There is a general perception in the transport industry that trailers, and their tyres, don’t need the same amount of maintenance as the truck. A trailer’s mechanical condition will affect the overall tyre performance and fuel consumption,” says Phelps.

### Neglecting trailer and tyre care

Neglecting trailer maintenance, and its tyres, can result in wear and tear that compromises the structural integrity of the trailer.

“Between 65% to 75% of irregular wear on tyres in heavy duty vehicles arises due to trailer impact. In these instances, the axles are not square to the chassis rails and are out of square, and not running parallel to each other, which will result in the axles fighting each other causing the truck to lean, or pull, towards one side of the road,” says Phelps.

This is how improper trailer care can impact the overall health of a truck:

- **Structural issues:** Over time, the trailer’s chassis frame and body can develop cracks, rust, or weakened support points. This can compromise the trailer’s integrity and even lead to trailer detachment from the main vehicle if the kingpins are not checked on a regular basis.
- **Malfunctioning brakes:** Worn-out brakes on a cargo trailer can cause jerky stops. ABS braking systems being disconnected on the trailers increases stopping distances and poses a significant safety risk when emergency stopping occurs.
- **Improper tyre maintenance:** Underinflated, unevenly worn, or damaged tyres can lead to blowouts, reduced fuel efficiency, and compromised handling.

- **Suspension problems:** A failing suspension system can cause excessive bouncing and swaying, potentially damaging the cargo.

### The need for preventative maintenance

Saving on the trailer service merely results in having to replace tyres due to a neglected trailer.

Key areas to focus on maintenance include:

- **Pressure:** Check pressure with a reliable gauge, inflating to the manufacturer’s recommendations. Cold inflation pressure is recommended.
- **Brakes:** A qualified mechanic should inspect and service trailer brakes annually. Brake linings and brake drums must be checked regularly.
- **Suspension:** Look for signs of wear on shock absorbers or leaf springs. Check the suspension system if you notice any bouncing or swaying whilst towing.
- **Weight Distribution:** Ensure proper weight distribution to prevent overloading the trailer’s axles and the towing vehicle’s capacity.
- **Securing Cargo:** Use appropriate tie-downs and straps to secure your cargo within the trailer, preventing it from shifting during transport. 🚚

## Strategic association with the Chartered Institute of Logistics and Transport: SA

JC Auditors (JCA) recently announced its strategic association with the Chartered Institute of Logistics and Transport: South Africa (CILTSA) to advance Environmental, Social, and Governance (ESG) sustainability practices in the logistics and transport sectors. This partnership will be prominently featured at the upcoming CILTSA ESG Conference, titled “From Data to Decisions: Utilising ESG Data for Smarter Business Strategies,” scheduled for 25 July at the Fairway Hotel, Spa, and Golf Resort in Johannesburg. As global ESG trends continue to reshape the corporate landscape, businesses face mounting expectations from consumers, investors, and regulators to adopt and demonstrate sustainable and responsible practices. The modern consumer demands more than just verbal commitments; they seek tangible, measurable, and credible actions towards sustainability.

JC Auditors (JCA), widely recognised for its SANAS-accredited and IAF-aligned certification services, acknowledges the crucial role that International Organisation for Standardisation (ISO) standards play

in enabling a business to meet these ESG demands. ISO standards provide a comprehensive framework that supports businesses in setting, achieving, and reporting on their sustainability goals, aligning perfectly with ESG principles.

Oliver Naidoo, Managing Director of JC Auditors (JCA), highlights the importance of this partnership: “Incorporating ISO standards into a business’ ESG strategy allows the company to offer a robust and reliable mechanism for assessing and enhancing sustainability performance. Standards like ISO 14001 for environmental management and ISO 45001 for occupational health and safety provide clear requirements for setting objectives and targets, which are crucial for effective KPI reporting. This not only ensures compliance, but also builds credibility and trust with the various business stakeholders.”

ISO standards can be used as a tool kit to guide a business through the intricate process of implementing sustainable practices. They provide structured methodologies for identifying and managing risks, enhancing operational efficiency, and

improving quality, safety and environmental performance. By integrating these standards, companies can systematically address their ESG objectives, leading to improved transparency, accountability and credibility.

The partnership between JCA and CILTSA aims to promote the adoption of these standards across various business sectors. Leveraging the expertise of both organisations, the collaboration seeks to drive ESG initiatives that result in meaningful and measurable improvements in sustainability performance.

“As we move forward, it is essential for businesses to not only understand but also embrace the principles of ESG,” added Naidoo. “Our partnership with CILTSA, showcased at the upcoming ESG Conference, will empower organisations to meet these growing expectations and achieve their sustainability goals through the effective implementation of ISO standards.”

The CILTSA ESG Conference on 25 July promises to be a pivotal event, offering valuable insights into how businesses can utilise ESG data to formulate smarter business strategies. 🌱



## Why Public Private Partnerships (PPPs) are essential for sustainable public transport

The quest for a sustainable and integrated public transport sector in South Africa continues to face significant challenges. Misalignment of transport and mobility policies, disparate funding models, ageing infrastructure and resources are primarily self-created barriers to developing effective transportation networks. This is evidenced by the numerous extensions to public transport commuter contracts - for which the majority are still extended, as opposed to negotiated or put out to tender. However, these challenges are not insurmountable if the drive for sustainable transport solutions is elevated on the national agenda.

The complexity of aligning multiple stakeholders with different objectives has led to a disjointed approach that often fails to meet the diverse needs of the country's commuters. Notwithstanding the soundly crafted policies, implementation has been slow and inconsistent, leading to a perception that transport is a low national priority, yet it should be prioritised if the country is to progress economically. When transport is readily available, access to opportunities increases exponentially.

Industry stakeholders have been struggling to fulfil the collective mandate for a functional public transport system for over 30 years due to numerous litigations and challenges to the implementation of subsidy and policy changes, as well as the lack of approved

Integrated Transport Plans (ITPs). Yet this is not a battle that needs to be fought alone. The private sector has the means, ability, and appetite to collaborate with the government to develop sustainable, long-term solutions.

Public-Private Partnerships (PPPs) formalise the much-needed collaboration between the government and the private sector, bringing all stakeholders to the table. This approach eliminates fragmentation, allowing everyone to work towards a common goal while achieving commercial, social and transformation objectives.

### Solutions that can be trusted

PPPs hold significant potential to transform the transport landscape, delivering a successful and sustainable transport network that will deliver the inter-operability and integration for seamless mobility that South African commuters need, in addition to building confidence in changing travel behaviour and choices.

Neither the government nor the private sector has the complete resource capacity to implement the necessary solutions independently, but the power lies in working together. Meaningful and sustainable change in the public transport ecosystem will be achieved through a partnership approach, when the government and private sector actively engage in a formal and well-thought-out plan of action.



Public-Private Partnerships (PPPs) formalise the much-needed collaboration between the government and the private sector, bringing all stakeholders to the table.

If implemented and managed well, PPPs may prove to be a viable process for leveraging the expertise and knowledge required to deliver on inherently sound policies, maintain infrastructure, and generate funding - all needed to inject renewed energy into a sector entangled in a quagmire of competing ideologies.

Real change can be brought about by working with the private sector through concession agreements or long-term investment mechanisms. South Africa needs a sustainable, reliable, efficient and punctual integrated multi-modal transport system daily. This is critical to promoting mobility and creating growth opportunities.

A new approach is needed to create a blueprint for the future. 🌀

## Volvo's electric trucks reach 80 million kilometres in five years

Volvo's electric trucks have driven more than 80 million kilometres or 2 000 laps around the world since Volvo launched its first electric truck models in 2019. These trucks have reduced CO<sub>2</sub> emissions and at the same time improved the working environment for drivers significantly.

New monitoring data for Volvo's fleet of electric trucks reveal that they have driven more than 80 million kilometres in commercial traffic around the world since 2019. Covering the same distance with equivalent diesel-powered trucks would have consumed more than 25 million litres of diesel and in the process tailpipe carbon dioxide emissions have been reduced by 68 000 tons.

"I am happy to see how transport companies are embracing the benefits of electric trucks in daily operations. The transport sector represents 7% of global carbon emissions and battery-electric trucks are an important tool to reduce the climate footprint. Thanks to many early adopters we can already now see the

huge potential of this technology," says Roger Alm, President Volvo Trucks.

### Five years of electric know-how

Volvo's early entry in the electric truck segment has built a unique expertise in electric zero-emission transport – learnings that are used in the development of Volvo's next-generation electric offers. The benefits of electric trucks go beyond the environmental gains – drivers are experiencing a significantly better working environment with much lower levels of noise and vibrations

### Growing electric presence globally

Volvo Trucks' global deliveries of electric trucks increased by 256% to 1 977 trucks in 2023 and the company sees continued interest from customers in 2024. In Europe, more than half of the electric truck customers chose a Volvo during the first quarter of this year – Volvo's share of the electric truck segment was 56%. In



the United States, Volvo represented 44% of all sold electric trucks.

Volvo has so far delivered more than 3 500 electric trucks to customers in 45 countries on six continents. During 2023, Volvo Trucks expanded its electric truck presence as it delivered its first extra heavy electric trucks to Latin America, with vehicles going to customers in Brazil, Chile, and Uruguay. Volvo also became the first truck maker to deliver battery-electric in Morocco, South Korea, and Malaysia, as well as the first to introduce extra heavy electric tractor models in South Africa. 🌀



# LEADING TRANSPORT OPERATORS ARE NOT BORN. THEY ARE MADE.

An increased demand for road transport, largely driven by the rail service challenges South Africa has faced, has left many local supply chains heavily reliant on road fleet operators. This increased demand has led to growing pains as the industry adjusts.

QUICK

TAKE



The adoption of innovative capabilities is allowing progressive operators to move faster than competitors, introduce differentiated services and adopt new systems.

TALKING POINT



"The factors that will determine the leading transport operators in the near future are very different from those that have traditionally been accepted as benchmarks for success."

Erik Bergvall, MD, Scania Southern Africa

"The factors that will determine the leading transport operators in the near future are very different from those that have traditionally been accepted as benchmarks for success," says Erik Bergvall, MD, Scania Southern Africa. Historically, transport businesses have been considered easy to replicate. Transport operators had access to the same trucks, trailers and routes. Now the transport industry is on the brink of a sig-





Scan for more information

analytics and predictive modelling are enabling transport operators to respond efficiently to disruptions, while staying ahead of the curve.

Data sourced from sensors and cameras is enabling significant cost efficiencies. By tracking factors such as vehicle idling, route planning and driving styles, fuel saving improvements can be made. Data-led predictive maintenance supports cost savings by identifying issues before they cause downtime. Long-term data tracking can measure these improvements, so operators can accelerate their efforts. Transport operators who win at cost efficiencies are made.

Data is also playing a significant role in helping transport operators to reach their sustainability goals. Sustainability is no longer a fringe concern. It is a driving force. To reduce the environmental impacts of transport operations, real-time data insights are key. Data can support operators to decide how and where to start their transition to sustainable vehicle solutions. Metrics include lifetime usage and average daily utilisation rates. Sustainable vehicles are designed to maximise fuel economy and total cost of ownership, while reducing harmful emissions. They have a significant role to play in assisting transport companies to optimise efficiencies that will deliver a competitive advantage.

Growing pains can be overcome with a supportive relationship between transport operators and OEMs. Customers are seeking value for money and trusted relationships for the whole life cycle of a truck or bus. The ability to make product advancements work for customers, coupled with a deep understanding of how value-added services, that leverage data, can optimise fleet operational efficiencies, will position OEMs as valued partners in building South Africa's new transport leaders. 🌱



Data is also playing a significant role in helping transport operators to reach their sustainability goals. Sustainability is no longer a fringe concern. It is a driving force.



The potential for fleets to harness intelligent insights from diverse data sources is revolutionising fleet management.



Customers are seeking value for money and trusted relationships for the whole life cycle of a truck or bus.

nificant transformation driven by technological advancements, sustainability measures and evolving consumer demands. The operators who lead this shift will gain a competitive advantage that slow adopters will find difficult to match.

Simply adding more trucks to a fleet is no longer enough. Transport operators need to increase efficiencies too. The adoption of innovative capabilities is allowing progressive operators to move faster than competitors, introduce differentiated services and adopt new

systems. Increasingly, the ability to collect, understand and apply data intelligence, from vehicles and other assets, will mean the difference between operations as usual and operational transformation.

"Leading transport operators aren't born," says Bergvall, "they are made". Technology is playing a pivotal role in supporting transport companies to adapt and thrive. The potential for fleets to harness intelligent insights from diverse data sources is revolutionising fleet management. Real-time tracking, data



## DAIMLER TRUCK SOUTHERN AFRICA LAUNCHES ITS BATTERY ELECTRIC TRUCKS

**Daimler Truck Southern Africa has introduced two battery electric truck ranges. This move puts the company on track for its goal of having 100% CO<sub>2</sub> neutral trucks and buses by 2050. *Capital Equipment News'* Juanita Pienaar spoke to Maretha Gerber (President and Group CEO). She conveyed further insights about the debut of these two series, underscoring the adoption of battery electric trucks as a pivotal move in the pursuit of zero emissions.**

**D**aimler Truck Southern Africa has introduced two new battery electric truck ranges, the eActros and eCanter. This move not only diversifies the options available for electric trucks but also brings cutting-edge technology to the South African market. As the global push for carbon-neutral trucks and buses intensifies, Daimler Truck's initiative is pivotal in driving innovation in battery electric vehicles.

### **Advancing electric truck technology**

The eActros, equipped with e-Axles, represents a major advancement in electric truck technology. The e-Axles

enhance efficiency, thereby extending the vehicle's range.

The launch of electric trucks like the eActros and eCanter is significant in an industry that is working towards continuously improving battery performance, increasing driving range, reducing charging times, and minimising environmental impact.

Daimler Truck Southern Africa is committed to meeting customer needs and lowering operating costs through technological improvements. This is evident in their new electric truck offering.

Even so, the suitability of battery electric trucks depends on specific operational needs. For some, they may be the ideal solution, while for others, alternative





## TALKING POINT



"While 2050 may seem just around the corner, it is still a quarter of a century away. Considering how rapidly technology advances and how people adapt to it, achieving this goal is feasible".

Maretha Gerber - President and Group CEO of Daimler Truck Southern Africa.



sustainable technologies might be more appropriate.

### Unique challenges in the South African market

Despite the potential of battery electric trucks, their adoption in South Africa faces unique challenges.

One significant challenge is the scarcity of charging points along major routes in South Africa. Unlike first-world countries where robust charging infrastructure already exists, South Africa is still in the early stages of developing the required network of charging stations.

Companies considering a shift to electric fleets may be concerned about potential downtime due to vehicle charging. Daimler Truck Southern Africa addresses this with the aid of Charger Management Systems and eConsulting services. By incorporating these services, Daimler Truck Southern Africa ensures that operators can schedule charging efficiently, with no downtime, and maximise productivity.

The eActros can be charged in as little as 1 hour and 15 minutes while the eCanter can be charged in 1 hour



Companies considering a shift to electric fleets may be concerned about potential downtime due to vehicle charging.



DTSA's two new battery electric truck ranges, the eActros and eCanter diversifies the options available for electric trucks but also brings cutting-edge technology to the South African market.



Legislative changes are necessary to make battery electric trucks competitive in the South African market.



The company is prepared to introduce zero-emission long-haul vehicles as soon as the necessary legislative amendments are made.

## QUICK TAKE



and 30 minutes.

According to Gerber, a truck can be charged while cargo is being loaded, off-loaded, or when the truck is parked overnight. No human intervention is required. As long as the charger is connected to the truck before the driver leaves, the software will ensure that the truck is charged the correct amount and in a cost-effective manner, for example when off-peak electricity tariffs apply.

Another challenge faced by companies looking at including electric trucks in their fleet is the total cost of ownership (TCO). Currently, the total cost of ownership is higher for electric trucks compared to their internal combustion engine (ICE) counterparts. This higher TCO is primarily due to the increased tare weight and extended length required to accommodate battery packs.

Legislative changes are necessary to make battery electric trucks competitive in the South African market. In Europe and other parts of the world, legislation has adapted to allow for the higher

unladen mass of electric trucks, making them more viable for long-haul routes.

South African legislature should reconsider both the maximum allowable unladen mass of trucks as well as the legally allowed truck length for electric trucks to be considered a viable long-haul option.

This is because battery electric trucks aren't only heavier than internal combustion engine (ICE) trucks, but they are also longer in order to accommodate the battery packs. Once long-haul application trailers are connected to electric battery trucks, they exceed the legally allowed length for trucks in South Africa.

Overcoming the hurdles faced by South African companies looking at rolling out electric fleets will require collaborative efforts from all industry stakeholders. These stakeholders include the

**One of the most significant advantages of battery electric trucks is their potential to drastically reduce CO<sub>2</sub> emissions.**

government, public and private sectors, associations, and OEMs.

### The advantages of battery electric trucks

One of the most significant advantages of battery electric trucks is their potential to drastically reduce CO<sub>2</sub> emissions. Traditional ICE trucks produce 2.63 kg of CO<sub>2</sub> for every liter of diesel burned, leading to substantial emissions over their operational lifetime. In contrast, battery electric trucks operate with zero carbon emissions, making them a crucial element in the fight against climate change.

Daimler Truck is steadfast in its goal to achieve 100% CO<sub>2</sub> neutral trucks and buses by 2050. Gerber states that, "While 2050 may seem just around the corner, it is still a quarter of a century away. Considering how rapidly technology advances and how people adapt to it, achieving this goal is feasible".

The company is prepared to introduce zero-emission long-haul vehicles as soon as the necessary legislative amendments are made.

The eActros is currently available for sale while the FUSO eCanter range will only be available once customer trials have been concluded. The next-generation FUSO eCanter range will be available for sale in 2025.

The launch of the eActros and eCanter in South Africa is a significant step towards sustainable and innovative transportation solutions. While challenges remain, Daimler Truck Southern Africa's proactive approach and commitment to technological advancement and environmental conservation pave the way for a greener future in the trucking industry. Through collaboration and continuous innovation, Daimler Truck Southern Africa's goal of carbon-neutral trucks by 2050 is well within reach. 🌟



**EFFICIENCY.  
RELIABILITY.  
EXCELLENCE.**



Scan this QR code or visit  
[www.manitou.com](http://www.manitou.com) for more  
information.

## **MT-X RANGE**

The Manitou MT-X Telehandler range offers an efficient solution for material handling tasks, delivering reliability and agility on the construction site.

- Working outreach of up to 13 metres
- 4 to 18 metres lifting height
- Lifting capacity of 2 to 4 tonnes
- Wide range of versatile attachments

The ergonomic driver's cab, complemented by the JSM system, ensures operator comfort and control, minimising fatigue during extended operation.

A complete range of services are available at all stages of your machine's life, giving you peace of mind while you focus on the job.

**End-to-End Solutions: Sales • Services • Training • Parts**

Tel: +27 10 601 3000

Email: [info.msa@manitou-group.com](mailto:info.msa@manitou-group.com)

Represented throughout the African continent through our network of dealers.

[www.manitou.com](http://www.manitou.com)

 **MANITOU**  
HANDLING YOUR WORLD





# NETSTAR CELEBRATES 30 YEARS IN THE SOUTH AFRICAN TELEMATICS INDUSTRY

Netstar, South Africa's leading telematics and car security solutions provider, is celebrating its 30<sup>th</sup> anniversary. *Capital Equipment News'* Juanita Pienaar spoke to Grant Fraser, Netstar Group's Managing Director. He provided insight into how the group meets the unique needs of the South African freight, logistics, and transport market.

TALKING POINT



"We are exceptionally proud that our products and services are in high demand globally, delivering them in Southeast Asia, Australia, and now Italy".

Grant Fraser, Netstar Group's Managing Director.

**S**peaking on the significance of Netstar's service offering to the South African market, Fraser notes: "Netstar moves rapidly in the South African market and is solving the unique combination of security and value-added services". He continues to add, "We are exceptionally proud that our products and services are in high demand globally, delivering them in Southeast Asia, Australia, and now Italy".

Over the past 30 years, Netstar's technology has evolved from basic location tracking to near real-time video using the latest mobile satellite networks. These advances have enabled more proactive services, allowing customers to operate more efficiently and securely, supported by data insights and global bureau services.

Netstar's extensive use of data analytics and innovative solutions provides significant benefits to companies in the transport, freight, and logistics sectors. By improving fleet management, enhancing driver behaviour, reducing downtime, strengthening security, and promoting driver safety, Netstar helps companies to navigate the challenges of today's dynamic environment. As the need for these features continues to evolve, Netstar remains at the forefront,



### Netstar in construction

Some aggregate producers currently use some of Netstar's highly specialised mining products and solutions in the more robust environments in which they operate.

Netstar's 360-degree proximity detection system, for example, can be installed on Heavy Mining Equipment (HME) or Light-Duty Vehicles (LDV) operating in open mines or complex construction sites.

According to Fraser, "the Netstar CAPS unit allows mines to digitally monitor their vehicle to vehicle and vehicle to personnel interactions, which can be displayed on a map thus allowing for informed decision making, strategic changes to traffic management or training of their personnel to alleviate dangerous operation of their HME".

Other Netstar products like the Collision Avoidance System, CAPS LDV Unit, and CAPS Personal Unit can be used to improve safety and efficiency on complex construction sites.

delivering cutting-edge solutions that drive efficiency and security in the industry.

### Netstar's offering to the transport and logistics sectors

Data analytics have become a crucial tool for companies in the transport, freight, and logistics sectors. This is particularly true for the South African market. Netstar, a leader in telematics and fleet management solutions, utilises extensive data analytics to optimise its own operations and provide valuable insights to its customers about theirs.

Netstar employs two primary types of data when it comes to the transport and logistics sector. Video data is gathered from cameras mounted on and in the vehicles with additional information being collected from GPS and various other sensors.

These telematics data are instrumental in helping transporters manage their business. The data assists companies in pinpointing their fleet's location, optimising routes with the traffic-aware routing feature, and gaining visual insights into situations through video surveillance.



By leveraging these data streams, companies can make informed decisions that enhance operational efficiency, reduce costs, and improve the safety of drivers, vehicles, and cargo.

In terms of safety and security, Netstar has introduced innovative solutions such as battery-operated devices that have a three-year battery life. The company's Nb-IoT devices track vehicles, trailers, and other high value assets.

The recently launched StarTag device is designed for lower value assets. With specialised sensors like temperature sensors, these devices can monitor the location and state of an asset.

Additionally, motion sensors in the StarTag devices notify customers of unauthorised movements, activating world-class technology to recover the assets should the need arise.

Camera services monitor fuel usage, track potential incidents of fuel theft, and ensure the safety and security of drivers, vehicles, and cargo.

### Monitoring driver behaviour

Driver behaviour is a critical factor in the transport and logistics sectors, impacting both safety and efficiency. Netstar's combination of video telematics and data analytics provides deep insights into driver behaviour. The company's services monitor driver behaviour such as speeding, lane changing, acceleration, and cornering. The integration of advanced Artificial Intelligence with camera systems allows for real-time monitoring, enabling proactive intervention.

Driver Status Monitoring alarms (DSM) record driver behaviour. AI programmes identify specific visual cues that are

associated with risky driver behaviour. These visual cues include driver behaviour like driving while drowsy or distracted driving situations.

Once this behaviour is identified, an alarm will sound. The driver is then informed and instructed to cease their distracted driving behaviour or to pull over if they are tired. If the driver fails to do so, feedback is sent to the Global Fleet Bureau. A team member from the Global Fleet Bureau will then phone the driver to advise them of their behaviour and let them know of safe rest stops nearby.

Netstar's Global Fleet Bureau plays a crucial role in the company's service offering, shifting the focus from reactive analysis to incident prevention. This proactive approach has proven to be a game-changer, improving overall driver behaviour and reducing the likelihood of incidents occurring.

### Netstar and Putco

The partnership between Netstar and Putco, a prominent bus operator, showcases the impact of Netstar's fleet management solutions on driver safety. By installing the Netstar Fleet Management system, Putco achieved an almost 70% reduction in recorded accidents and a 36% decrease in claims. Jack Sekwaila, Putco's Executive Group Operations Manager, highlighted the system's role in enhancing safety beyond mere tracking, demonstrating the tangible benefits of Netstar's solutions.

Netstar's quick adaptation to the South African underscores its commitment to innovation. The high demand for Netstar's products and services globally reflects their effectiveness and versatility. 🌟



## FIVE EQUIPMENT TRENDS IN 2024

**The US construction industry is witnessing a significant transformation, driven by the integration of international trends into large-scale construction and infrastructure projects. This shift is not just about adopting new techniques but reimagining how we build for the future. Here's a look at five of the top international trends making their mark on U.S. construction projects. By CONEXPO-CON/AGG**

### **Modular construction from Europe**

One of the most impactful trends is modular construction, particularly from European innovators. This approach involves constructing sections or modules off-site in a controlled factory setting before transporting them to the construction site for assembly. This method drastically reduces construction time, minimises environmental disruption and can significantly cut down waste. In the US, this is particularly transformative for urban developments and infrastructure projects where minimising on-site construction time is crucial due to traffic and community impact. The new Las Vegas "Sphere" utilised modular construction.

### **Green building techniques from Scandinavia and Singapore**

Sustainability is a major focus globally, and the US is drawing significant inspiration from Scandinavian countries and Singapore. Scandinavian countries have long been leaders in sustainable building practices, focusing on energy efficiency and the use of sustainable materials. Singapore's approach to integrating nature with urban development through biophilic design principles is also gaining traction. These practices are now being applied in large US projects, aiming to achieve LEED

certifications by incorporating green roofs, energy-efficient systems and materials that reduce carbon footprints.

### **Advanced technology and automation from Japan and Germany**

The use of advanced technology and automation, particularly from Japan and Germany, is revolutionising US construction sites. Japanese robotics and automated technology are being employed to perform repetitive or hazardous tasks, thereby increasing safety and efficiency. Similarly, German precision in engineering and construction technology is enhancing the quality and speed of infrastructure projects. These technologies include automated paving machines, robotic machines and sophisticated building information modelling (BIM) systems that allow for precise pre-construction simulations.

### **Adaptive re-use from the United Kingdom**

The UK's focus on adaptive reuse - repurposing old buildings for new uses - is a growing trend in the US as well. This trend is particularly relevant in urban areas where historical preservation is paramount. Adaptive reuse not only conserves resources but also revitalises communities and reduces urban sprawl. Projects



involving the conversion of historic factories into residential lofts or old warehouses into commercial spaces are examples where this trend is merging sustainability with heritage conservation.

### Bamboo construction from Asia

The traditional Asian use of bamboo is finding a new footing in US construction, particularly in large-scale projects seeking sustainable and resilient materials. Bamboo's tensile strength and flexibility make it a suitable alternative to both concrete and traditional steel in certain applications, while its rapid growth cycle makes it an exemplary renewable resource. This emerging trend is seen in both temporary structures like scaffolding and in permanent features like bamboo-reinforced concrete.

### Overcoming challenges

While the integration of these trends offers numerous benefits, it also comes with its set of challenges. Regulatory hurdles, supply chain complexities and the initial high costs of technology and materials are significant barriers. Moreover, there is a learning curve associated with adopting new techniques and technologies.

However, the long-term benefits - reduced construction times, lower overall costs, improved safety and sustainability - are compelling incentives for U.S. contractors to navigate these challenges. Training and development, along with strategic partnerships and investments in R&D, are crucial for adapting to these changes.

### Looking ahead

As we look toward the future, the ongoing collaboration between international innovators and US construction firms is set to reshape the industry. This global exchange of ideas and practices not only enhances the U.S. construction landscape but also contributes to a more sustainable and efficient global construction practice.

The continued evolution of the industry depends on its ability to embrace these innovations and adapt them to local contexts and regulations. With sustainability and efficiency at the forefront, the future of US large-scale and infrastructure projects looks both promising and groundbreaking.

### How to get started?

#### Invest in training and development

To effectively adopt new construction methods and technologies, investing in training and professional development for your team is crucial. This includes training

QUICK TAKE



One of the most impactful trends is modular construction, particularly from European innovators.



Green Building Techniques are still gaining traction – this obviously includes the equipment that was used to build the building.



Regulatory hurdles, supply chain complexities and the initial high costs of technology and materials are significant barriers. Moreover, there is a learning curve associated with adopting new techniques and technologies.



When investing in new technologies, always consider the sustainability and return on investment (ROI).

on modular construction techniques, understanding and implementing advanced technology and automation, and the basics of sustainable materials like bamboo. Consider partnerships with educational institutions or specialised training programs to build your team's skills.

#### Partner with international experts

Building relationships with companies and experts who are already proficient in these international trends can accelerate your learning curve and implementation process. For instance, collaborating with European modular construction firms or technology providers from Japan can provide firsthand insights and access to proven technologies and methodologies.

#### Start small

If you're new to any of these trends, start with smaller, less risky projects to build confidence and understanding among your team. This approach allows you to manage risks better and learn from each project phase before scaling up to

more significant, more complex projects.

#### Engage stakeholders early

From project inception, engage with all stakeholders, including community members, government bodies and environmental groups. Early engagement is essential for projects involving green building techniques or adaptive reuse, as these projects often require more extensive approvals and can benefit from community support and input.

#### Focus on sustainability and ROI

When planning to use new materials like bamboo or investing in new technologies, always consider the sustainability and return on investment (ROI). Analyse how these materials can improve project durability, efficiency and environmental impact while also considering the economic benefits in the long term. This dual focus will not only enhance project outcomes but also help justify the initial investments to stakeholders. 🌱

**“The use of advanced technology and automation, particularly from Japan and Germany, is revolutionising US construction sites.”**

long term. This dual focus will not only enhance project outcomes but also help justify the initial investments to stakeholders. 🌱

# ACCELERATING TRANSFORMATION TO KEEP PACE WITH THE NEXT-GENERATION OF SUPPLY CHAIN

The global supply chain is experiencing myriad disruptions including geopolitical tensions, price increase of raw materials, natural disasters, shortage of key components, increased backlogs, and the rapid technological developments such as the explosive rise of generative AI (Gen AI) – to mention a few. As we move through this period of continuous disruption, the ability to adapt and rethink operations becomes even more critical. *By Mohammed Suliman, Operations lead for Accenture, Africa*

**T**raditional benchmarks, processes and ways of working are no longer enough and will only prevent companies from maintaining competitive advantage and capitalising on new opportunities. Instead, executives and leaders must prioritise and build a new set of capabilities, mapped directly to their key business goals and powered by a strong digital core. This includes integrated, dynamic solutions that are backed by secure cloud, data and AI tools and technologies. Next-generation capabilities span supply chain, operations and technology enable companies to continuously reinvent their networks to adapt more readily to changes as they happen and adopt new technologies seamlessly as they emerge.

It's a big challenge. Our research found that most companies' supply chain network capabilities have a long way to go to reach next-generation maturity. Only a small fraction (10%) of companies, which we define as "leaders" in our study, have applied or are applying the most advanced, technology-powered capabilities needed to deliver multi-dimensional business value.

Importantly, these leaders are accelerating their investments in highly sophisticated capabilities – especially those further enabled by Gen AI – to move beyond existing best practice. For example, our research finds that leaders are investing in next-generation capabilities at four times the rate of other companies.

In doing so, they are poised to quickly pull ahead of all others. Given the business transformation speed facilitated by such capabilities, the gap will only widen, making it imperative for all companies to act today to avoid being left behind. Their first actions should be to put in place the key enablers of greater maturity, which are crucial to getting the absolute most from existing and new technologies. These enablers include a modern and connected IT landscape,



advanced data platform, a localised sourcing as well as production footprint and organisational agility.

As our research shows, with more "mature" supply chain capabilities, companies will be better positioned to survive and thrive in today's new environment. They will be able to manage against and even predict what may come next. They will become more agile, resilient, sustainable and efficient through the promise of AI and other emerging technologies – which are at once a force of change and an answer to solving pressing challenges.

By "mature," we mean the extent to which a company embraces evolving technologies that continually optimise complex, real-time variables for quick, smart action. When considering supply chain and operations capabilities, we think about maturity in four distinct stages: Past, Now, Near and Next.

Past – operating with legacy technology, limited data visibility and a high reliance on manual, human-involved tasks and decision-making. Now – using some digital tools to facilitate basic operational tasks and featuring partial



Mohammed Suliman, Operations lead for Accenture, Africa.

digitalisation in routine tasks. Near – scaling up digitisation across operations, with contextualised, high-quality data integrated from various sources, eco-friendly practices and strong ecosystem relationships. And Next – employing Gen AI and advanced machine learning for autonomous decision-making, advanced simulations and continuous improvement through data analytics and AI-driven insights. 🌐





**JCB**  
FINANCE

**PRIME LESS 7%**

10% • Deposit 36 months  
Ts & Cs apply

Fast, adaptable

FINANCIAL SOLUTIONS



In association  
with ABSA Bank

**BELL**

Mining & Construction

**JCB**  
CONSTRUCTION

# The JCB 455ZX wheel loader is built to be tough

The JCB 455ZX wheel loader is designed to offer power and productivity in challenging environments. It's also easily serviceable to maximise its working life, supremely comfortable to operate, and highly efficient on any site.

For enquiries, visit [www.jcb.com/en-za/about/contact-us](http://www.jcb.com/en-za/about/contact-us)



Financing products are provided by ABSA. An authorised financial provider and registered credit provider. Registration number NCRCP7. Subject to credit approval. ABSA's terms and conditions apply and are available at [www.absa.co.za](http://www.absa.co.za). The instalments and interest rate is linked to prime.





## ROAD SAFETY IS A CRUCIAL CONCERN TO ALL PLAYERS IN THE TRANSPORT INDUSTRY

**South African transport, logistics, and fleet companies along with service providers like telematics companies have a large stake in promoting road safety. The industry is critical to the country's economy and often has a bad reputation when it comes to road safety. *Capital Equipment News'* Juanita Pienaar spoke to Justin Manson, Sales Director at Webfleet. He provided insight on how Webfleet strives to make the transport industry safer and more profitable.**

**T**ransport and logistics companies in South Africa face many unique challenges. These challenges include cost control, road safety, and maintaining service levels. Webfleet strives to help its customers navigate these challenges by addressing the factors that have a direct impact on them.

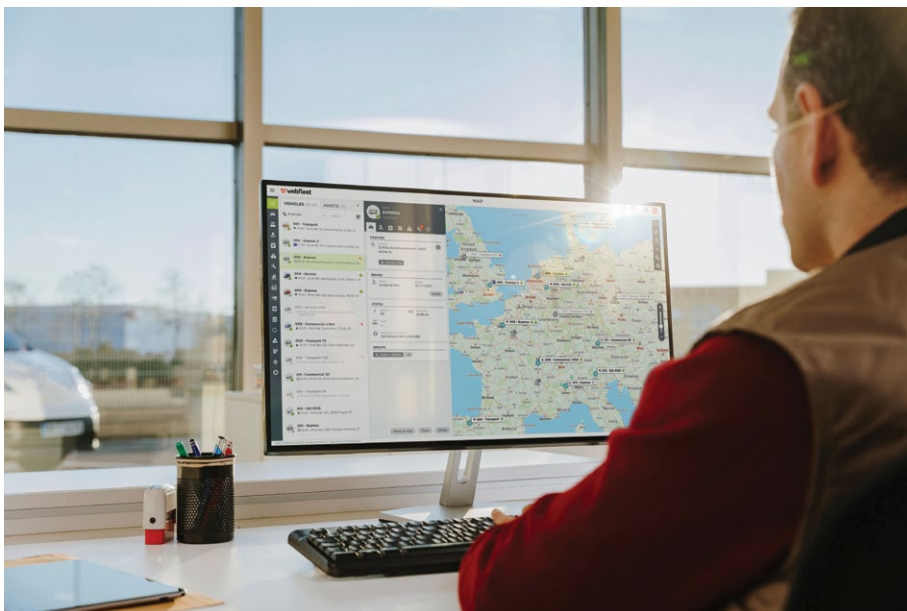
### **Data and cost control**

From a cost control perspective, Webfleet offers data and insights related to fuel consumption, wasted fuel due to excessive idling, uneconomical driving, or fuel theft. One of the company's main offerings, OptiDrive 360 can be used to plan the most fuel-efficient routes assisting with cost control efforts.

Another cost-related factor that Webfleet can provide data on concerns labour costs with a focus on reducing costs like overtime payments. By planning routes and altering those routes based on real-time traffic information, Webfleet allows its customers to make the necessary adjustments, communicate changes in ETA's to their clients, and potentially limit driver overtime hours.

The Webfleet driver terminal makes maintenance tracking and scheduling processes paperless. Maintenance departments will be notified when a vehicle is due for its regularly scheduled maintenance. In addition, drivers can report any issues on the terminal during their pre-trip inspections. This information is immediately available to the maintenance department, allowing it to make the necessary arrangements to address these issues efficiently.





## Webfleet conducts an annual safety report and sponsors Fleet Safety Awards

The company is currently compiling its third annual road safety report. The report thoroughly investigates the main causes of accidents in the road transport sector.

Webfleet uses the data gathered through its road safety report to start critical conversations with prominent industry bodies like the Road Transport Management System and the Road Freight Association.

As a further proponent of road safety, Webfleet is a headline sponsor in Master-Drive's Fleet Safety Awards. The awards focus on and reward fleet controllers, fleet managers, and fleet organisations for their contribution towards fleet and road safety.



"Webfleet always tries to stay ahead of the curve. While the company strives to have one hardware release annually, it releases new software each quarter. This way any enhancements or solutions can be introduced immediately."

Justin Manson, Sales Director at Webfleet.

## New product developments

While Webfleet's head office is in Europe, the organization has had to identify and develop locally focused product streams addressing the unique needs of operators in the region.

One of these product streams focuses heavily on sustainability. In the past, the company has provided its customers with detailed carbon emission reports along with advice on how to reduce their carbon footprint or how to spread their usage across the fleet.

More recently, Webfleet has developed and implemented an EV platform. The platform provides information related to costs involved in charging each vehicle, which charging stations are available, and which are in use or being repaired.

The EV platform can also provide customers with comparisons between electric and internal combustion vehicles running in their fleets. This allows businesses to make informed decisions on whether – and when – it is best to change over to one or the other.

From a product development perspective, Manson states that Webfleet "always tries to stay ahead of the curve". While the company strives to have one hardware release annually, it releases new software each quarter. This way any enhancements or solutions can be introduced immediately.

The next big offering that Webfleet is looking to bring to market is real-time tire pressure and temperature monitoring on trucks. Manson believes that this service should be available in early 2025.

The company is currently working on two other big developments which will be revealed once they have reached the proof of concept stage. 🌟

## Webfleet products promote safety and security on the roads

Some vehicle makes and models allow the attachment of an LCS clip. This allows Webfleet to gather data from the canvas of the vehicle. While the main purpose of this is to gather data around fuel consumption, some manufacturers have allowed Webfleet to extract diagnostic trouble codes.

These codes can provide immediate information on safety issues that might otherwise only be identified when there is an incident or when the vehicle undergoes its scheduled maintenance.

OptiDrive 360 is Android-based and provides real-time surveillance of the driver. Drivers receive immediate feedback on their driving when they commit any transgressions. "It's like having a driver coach in the vehicle", says Manson.

Webfleet's Cam 50 integrates with OptiDrive 360 to capture critical information and provide accurate and immediate feedback to drivers. In most cases, a forward-facing and cab-facing camera is installed. Higher-risk vehicles could have additional cameras installed to prevent stock theft.

The cameras gather information on driver behaviour including poor following distances, distracted driving, and whether the driver is wearing their seatbelt.

Drivers are warned of the behaviour with an audible alarm combined with a message and image on the Driver Terminal screen. If the behaviour is not rectified, information is relayed to the control room. This information is recorded on the driver's scorecard to be addressed during the driver debriefing.

Webfleet services not only focus on road safety but also the safety of vehicles and drivers. Drivers have access to a panic button that can be used in situations where they feel unsafe. Upon pressing the button, the cameras start recording. This video is immediately sent to the control room.

According to Manson, road safety is crucial to Webfleet. The company is driven to improve the bad reputation that the transport industry carries. Manson acknowledges that there are transportation companies that have questionable safety standards. While this is the case, the industry is critical to the country's economy.



Crown ESR Reach Truck.

## 40 YEARS OF PARTNERSHIP: GOSCOR LIFT TRUCKS AND CROWN EQUIPMENT

**Goscor Lift Trucks (GLT), a prominent name in materials handling solutions, proudly commemorates four decades of a robust partnership with Crown Equipment Corporation, one of the world's leading manufacturers of materials handling equipment.**

In 1984, Goscor Lift Trucks marked its inception with Crown's electric warehousing equipment, setting a precedent for excellence and reliability in the Southern African market. Since then, as the sole distributor of Crown forklifts in the region, GLT has cemented its position as one of the largest Crown dealers worldwide, amongst top-tier company-owned branches and independent dealers across the EMEA region.

In April, GLT received an award from Crown at their Dealer Conference held in Munich for being the longest-standing Crown dealer worldwide. 2024 marks forty years of partnership with this leading manufacturer.

"Over the years, Goscor Lift Trucks has demonstrated unwavering com-



Crown dealers from around the world attend their annual Dealer Conference in Munich in April 2024.

mitment, having supplied in excess of 12 000 Crown machines to the Southern African market," states Patrick Barber, GLT's Director for Business Development. "Notably, original sites continue to operate equipment surpassing the two-decade mark, a testament to the enduring quality and product longevity facilitated by the robust partnership between Crown and GLT," he adds.

### Product longevity and quality

Crown is renowned for the durability and reliability of its products, a reputation built on meticulous engineering, rigorous testing, and continuous improvement. Crown forklifts and warehousing equipment are designed to withstand the most demanding environments, ensuring minimal downtime and maximum productivity for users. This product longevity is a key factor behind the success and widespread adoption of Crown equipment in the Southern African market.

### Superior aftermarket support by GLT

The exceptional longevity of Crown's products is significantly bolstered by GLT's superior aftermarket support, which ensures that these machines remain operational and efficient throughout their lifecycle.

"GLT ensures optimal equipment performance and minimal downtime by maintaining a vast inventory of genuine OEM parts and employing certified technicians specialising in OEM equipment," asserts Barber. "Technicians provide timely maintenance and repairs using the latest tools and training. Additionally, GLT's tailored preventative maintenance programs address potential issues early, extending equipment lifespan and ensuring consistent performance. With around-the-clock sup-





port, GLT promptly addresses urgent issues to keep operations running smoothly.”

### Global accolades for Crown's SP high-level order picker

The Crown SP 1500 Series high-level order picker secured Crown's fifth International Intralogistics and Forklift Truck of the Year (IFOY) Award in 2023. “As winners in the “Warehouse Truck Highlifter” category, this accolade highlights the product's outstanding performance and innovative design. Key features include exceptional all-round visibility, customisable operating elements, industry-leading travel speeds up to 12 km/h, and a high-speed lift function. The SP 1500 Series is praised for its efficiency, ergonomics, and energy-saving regenerative lowering feature. The award recognises Crown's commitment to productivity, ergonomics, and safety in their high-performance lift trucks,” adds Barber.

The 2024 IFOY Awards once again see Crown in the spotlight, with the recently developed ESR 1200 being nominated. The ESR 1200, boasting a load capacity of two tons and a lifting height of 14,2 metres, stands out for its comprehensive commitment to sustainability and productivity. This reach truck features several enhancements, including a new mast design that provides improved stability and visibility, alongside a modernised production process that reduces its ecological footprint.

### Evolution of Crown's ESR reach trucks

Crown's commitment to innovation is evident in their continuous introduction to new products and advancements in technology. With state-of-the-art factories worldwide, Crown continuously updates its equipment to incorporate the latest advancements, ensuring that their products remain at the pinnacle of efficiency and performance.

One of Crown's standout innovations

is the evolution of their flagship Reach Trucks, specifically the ESR model. “The ESR series has consistently set the standard for reach truck performance, safety, and operator comfort. Over the years, Crown has introduced significant enhancements to the ESR models, reflecting their commitment to technological innovation and excellence,” maintains Barber.

“The original ESR models were celebrated for their robust construction and reliable performance. Subsequent models have built on this strong foundation, incorporating advanced features such as regenerative braking for improved energy efficiency, intuitive controls for enhanced operator comfort, and advanced safety systems to protect both operators and goods,” he adds.

Crown's dedication to continuous improvement is evident in the latest ESR models, which feature state-of-the-art

technology like integrated telematics for real-time fleet management, enhanced ergonomic designs to reduce operator fatigue, and advanced load handling capabilities for increased productivity, and the highest capacity performance at lift height. Barber believes these advancements ensure that Crown's ESR Reach Trucks remain at the cutting edge of materials handling technology, providing users with the most efficient, reliable, and safe equipment available.

As GLT celebrates its 40th anniversary in providing trusted equipment solutions to the Southern African market, it reaffirms its commitment to excellence and customer satisfaction. As part of the Goscor Group, GLT stands as a beacon of reliability, offering comprehensive support and services to ensure optimal performance and longevity of Crown Equipment's esteemed products. 🌟

### About Goscor Lift Trucks (GLT)

Goscor Lift Trucks (GLT), part of the Goscor Group, has been a leading provider of forklifts and materials handling solutions since 1984. World-class, industry-leading forklift brands are available at competitive prices with quality guaranteed. We are the proud sole distributors for Bendi, Crown, Doosan, DEC, Movexx and Sunlight Batteries and Energy Storage Solutions. Offering a diverse range of electric and diesel-powered forklifts and exceptional after-sales service, GLT is committed to delivering complete warehousing solutions with the lowest total cost of ownership. GLT stands as a dynamic forklift company and a prominent supplier in the South African materials handling industry.



Crown is renowned for the durability and reliability of its products, a reputation built on meticulous engineering, rigorous testing, and continuous improvement.



Key features include exceptional all-round visibility, customisable operating elements, industry-leading travel speeds up to 12 km/h, and a high-speed lift function.



One of Crown's standout innovations is the evolution of their flagship Reach Trucks, specifically the ESR model.



Subsequent models have built on the ESR's models' strong foundation, incorporating advanced features such as regenerative braking for improved energy efficiency, intuitive controls for enhanced operator comfort.

QUICK TAKE



Rickard Andersson was the author of the report.

# FLEET MANAGEMENT IN SOUTH AFRICA

**Berg Insight has released the “Fleet Management in South Africa – 7<sup>th</sup> Edition” report, offering an in-depth analysis of the latest trends in the South African fleet management market. This comprehensive 120-page report provides a strategic outlook, including insights into the broader African market beyond South Africa. It features five-year industry forecasts and expert commentary, designed to support informed business decisions. *Capital Equipment News’ Juanita Pienaar* spoke to Rickard Andersson who was the author of the report. He provided an overview.**

## Main insights and findings

According to Berg Insight’s latest research, the fleet management market in South Africa is set for significant growth. The number of fleet management (FM) systems is projected to increase from 2,3 million units in Q4-2023 to 3,8 million units

by 2028, driven by a compound annual growth rate (CAGR) of 10,3%. South Africa’s fleet telematics market is relatively mature.

The penetration rate in the total population of fleet vehicles used by businesses is expected to rise from 47,3% in 2023 to 70% in 2028.

However, many of these deployments involve basic tracking systems rather than advanced FM solutions.

## Data collection methodology

Information was gathered from leading domestic and international fleet management solution providers as well as smaller local vendors. Data on vehicle populations and commercial fleets was sourced from major industry stakeholders including eNaTIS, NAAMSA, and OICA.

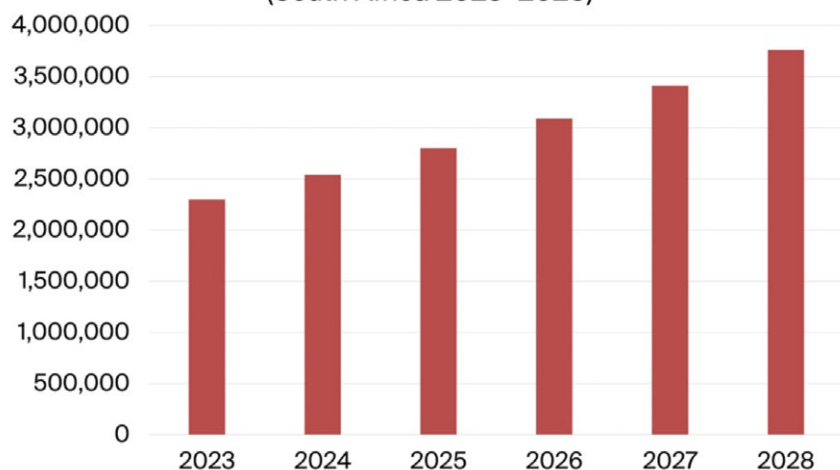
## Fleet management in South Africa

The author, Rickard Andersson notes: “A fair share of the vendors [in South Africa] have their roots in the security side of vehicle applications given the widespread adoption of stolen vehicle tracking and recovery solutions in the country”.

According to Andersson, some telematics companies have entered an ambiguous area in the market by adding fleet man-



Installed base of active fleet management units  
(South Africa 2023–2028)



#### Forecast for Fleet Management in South Africa (2023-2028)

- **Installed Base:** Increase from 2,3 million units in 2023 to 3,8 million units by 2028.
- **CAGR:** 10,3%.
- **Penetration Rate:** Expected to grow from 47,3% to 70%.

agement functionalities to their basic SVR offerings. Companies sometimes differentiate between their low-end and premium offerings by using terms like 'Light FM' for more basic services.

#### Outlook for African fleet management

The African market, outside South Africa, remains challenging but promising. Sub-Saharan Africa (excluding South Africa) lags behind in fleet telematics adoption, whereas Northern Africa is relatively advanced. Economic conditions, political instability, and foreign exchange rate fluctuations present significant hurdles. However, there is considerable untapped potential, particularly for vendors offering cost-effective solutions.

#### Comparison of South African fleet management with other markets

South Africa leads the continent in fleet telematics adoption, with a higher penetration rate compared to other African regions. The country's market is more mature, featuring a mix of low-end tracking systems and sophisticated FM solutions, unlike many parts of Sub-Saharan Africa

where basic solutions dominate.

#### Price level of fleet telematics solutions in South Africa

The South African market includes a wide range of price points. Low-end solutions, such as light FM systems and SVR services, cater to cost-sensitive customers, while advanced FM solutions are available for those requiring comprehensive features.

#### Leading domestic providers of after-market fleet management solutions

The top five local fleet management companies include Cartrack, Tracker, MiX by Powerfleet (formerly MiX Telematics), Ctrack, and Netstar.

These five providers dominate the market, representing 70% of the total fleet management systems in use.

Companies like Bidtrack (Bidvest Group), Digicell, and GPS Tracking Solutions (Eqs-tra Fleet Management) are also included

“A fair share of the vendors [in South Africa] have their roots in the security side of vehicle applications given the widespread adoption of stolen vehicle tracking and recovery solutions in the country.”

in the top 10 players in the South African fleet management market.

#### International fleet management providers targeting South Africa

International players in the South African fleet management market include Webfleet (Bridgestone), Gurtam, Lytx, Geotab, and Powerfleet (excluding MiX by Powerfleet).

#### Foreign players in the African Fleet Management Market

Foreign companies face challenges including economic instability, foreign exchange rate fluctuations, and political uncertainty. Adapting to local market dynamics and offering competitive pricing is crucial for success.

Most fleet management solutions in the local markets in Africa are limited. They involve low-cost hardware, basic software, and scant customer support.

According to Andersson, “Vendors which can offer the full range of solutions – from basic stolen vehicle tracking and recovery services and light fleet management alternatives all the way up to advanced FM solutions – are [thus] particularly well-equipped to serve the entire continent”.

Andersson believes that this could benefit the “major South African solution vendors which have comparably broad portfolios”.

For some vendors, the Rest of Africa (RoA) could prove to be more lucrative than the South African market. This is especially the case for providers who are quick to adapt to the changes and meet the needs of local markets.

#### Offerings from commercial vehicle OEMs

Most OEMs in South Africa have launched fleet telematics solutions. These include Scania, MAN, Daimler Truck, Volvo Trucks, UD Trucks, Isuzu, Toyota, and Iveco.

#### Industry Consolidation in 2024–2025

Increased M&A activity and a shakeout of weaker players are anticipated as the market remains fragmented with many small vendors.

#### Future evolution of the commercial vehicle telematics industry

The industry is expected to evolve with advancements in telematics technology, increased adoption of comprehensive FM solutions, and further integration of telematics into broader business processes. The trend toward consolidation and the entry of new technologies will shape the future landscape. 🌐



Hino range overview		
Model	Description	Examples of Uses
Hino 200 Series	Light Commercial Vehicle	General goods, contracting, direct deliveries, and plumbing.
Hino 300 Series	Medium Commercial Vehicle	Express deliveries, general freight, and Cash-in-Transit.
Hino 500 Series	Heavy Commercial Vehicle	Construction, mining, and baking industries.
Hino 700 Series	Extra Heavy Commercial Vehicle	Regional transport, construction, freight, FMCG, long-haul, truck tractor.

# HINO SOUTH AFRICA WINS FOR 13<sup>TH</sup> CONSECUTIVE YEAR

Hino South Africa (A Toyota Group company) was recently awarded the Global Parts Distributor of the Year award. This marks the 13<sup>th</sup> consecutive year that the company received this award. *Capital Equipment News’ Juanita Pienaar* spoke to Anton Falck, Vice President of Hino SA. He provided insight into the significance of these awards and how Hino SA is dedicated to achieving and maintaining high standards of excellence.

Each year Hino Motors Limited (HML) in Japan awards its distributors for exceptional performance. Distributors are rated against strict criteria set for different business areas to ensure they uphold the company’s high standards. Hino South Africa has won two awards for 2023. This year, Hino South Africa received the Global Parts Distributor of the Year award for the 13<sup>th</sup> consecutive year. Hino SA also received the Sales Hard Effort award from HML for the second time. This award recognises Hino SA’s exceptional sales efforts in the current economic climate. Although Hino SA services a comparatively small region, it ranked 8<sup>th</sup> amongst Hino distributors worldwide for sales in 2023. These recognitions underline Hino SA’s progress in striving to meet and exceed customer needs and dealer support capabilities.

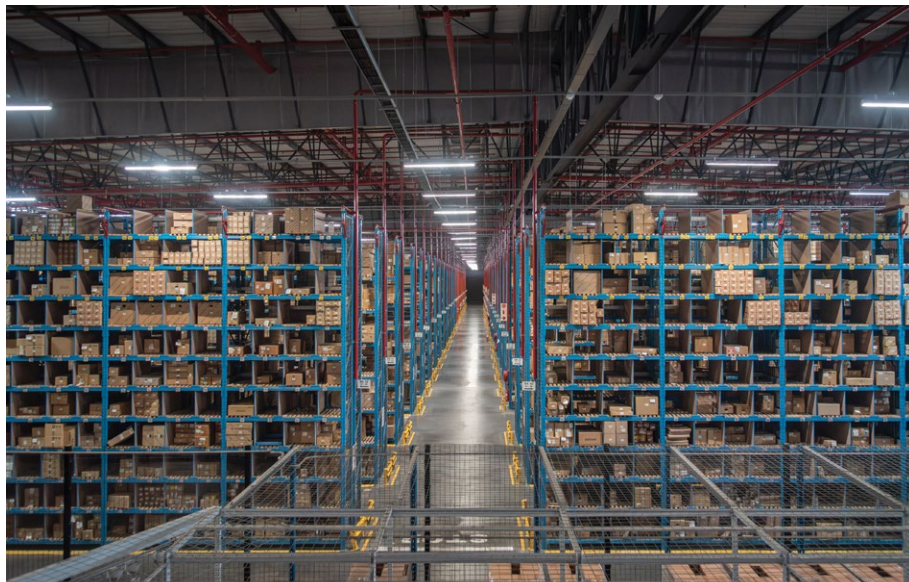
TALKING POINT



“Hino is a well-established brand in Southern Africa with a diverse customer base ranging from LCV, MCV, HCV, and the much-contested EHCV markets.”

Anton Falck, Vice President of Hino SA.





daily. Dealers in Gauteng often receive deliveries twice a day.

### The Hino market in South Africa

Hino is a well-established brand in Southern Africa with a diverse customer base ranging from LCV, MCV, HCV, and the much-contested EHCV markets. Their largest clients include major logistical companies that have standardised on Hino products for regional hauls. The recent introduction of the Hino 700 has expanded its market into the Extra Heavy Commercial Vehicle segment, catering to long-haul customers.

Hino also caters to smaller operators, many of whom run a single truck. According to Falck, Hino enjoys selling trucks 'by the ones'.

These single-truck owners trust the reliability of Hino trucks and the availability of backup service and parts even in remote areas. Used Hino trucks are popular among smaller operators for their affordability and dependable after-sales support.

### Unique Selling Proposition: quality, durability, and reliability

Hino's commitment to Quality, Durability, and Reliability sets it apart from competitors. Their approach ensures that customers receive the best value for their investment, with products designed to minimise downtime and maximise efficiency.

### Total Cost of Ownership: strategic approaches

Hino's strategy focuses on preventing downtime and reducing costs through high turnover and daily replenishment of dealer parts. This approach allows low stockholding without sacrificing delivery performance. Continuous improvements through Kaizen operations help cut waste and expenses, enabling Hino to absorb price pressures and protect customers from inflation.

Hino's service and maintenance plans offer truck owners low cost-per-kilometre service rates, ensuring protection against inflation and maintaining vehicle reliability.

### Product range: meeting diverse needs

Hino offers a wide range of models, from the Hino 200, through the 300 and 500 series, to the highly competitive Hino 700. These models cater to various applications, including freight carriers, tippers, and truck tractors with different horsepower options including LCV, MCV, HCV, and EHCV. Hino also provides post-production options such as passenger bus conversions. 🌐

### Significance of the achievement

This award is not just a symbol of excellence but also an indicator of customer satisfaction. Independent research by Data Track confirms that Southern African truck operators rate Hino SA as the provider of the highest levels of customer satisfaction in truck sales, service, and parts supply. Additionally, Hino SA has been awarded the platinum NADA Dealer Satisfaction award, the highest accolade given by NADA DSI. These recognitions underscore Hino SA's dedication to quality and reliability.

### Service and parts distribution: ensuring reliability and efficiency

Hino SA sources replacement parts and lubricants primarily from Japan, other

Far Eastern countries, and South Africa. Together with Toyota South Africa, Hino SA operates one of the most advanced Parts Distribution Centres in Southern Africa, the Toyota Africa Parts Centre (TAPC), located in Atlas, Gauteng.

Parts are brought in by sea freight, or in special cases, airfreight. They are then distributed to dealers across South Africa, BLNE countries, and some African markets by trucks operated by subcontracted parties. The logistics are designed to ensure a 95% delivery rate to the ordering dealer within 24 hours, ensuring that customers experience minimal downtime.

The Toyota South Africa Motors franchised dealers consisting of 265 Hino, Toyota, and Lexus dealers throughout South Africa receive at least one parts delivery

## Unlock unrivalled comfort, durability and protection

Wayne Safety has been Africa's gumboot specialist for over 80 years. Since 1940, no other manufacturer has supplied more industrial and safety gumboots into the African market.

Wayne Safety started manufacturing gumboots an incredible 80 years ago, with Wayne Rubber producing rubber gumboots in KZN. This began a long tradition of manufacturing superior quality gumboots and serving workers right at the heart of industry. Today, Wayne is one of the foremost PVC and PU gumboot manufacturers in Africa.

Since 1940, the company has focused on what it does best – gumboots, and gumboots alone – allowing it to emerge as specialists in its field and pioneers in both innovation and quality.

Wayne Safety's range of superior quality gumboots has been specifically designed to withstand the harsh environments and hazards faced in the mining industry, delivering the best in protection, comfort and durability. With SRA level slip resistance, maximum soil release, durable materials and a range of optional safety features, such as steel toe caps and mid soles, clients can trust that their boots will give them the unrivalled protection needed in

the tough conditions they work in.

The company's Egoli boots have been trusted by miners for almost 40 years, earning them the nickname 'mdala-scathu', or 'the old-timer shoes', as they have stood the test of time. The new and improved Egoli 2 features PVC uppers for optimum flexibility and abrasion resistance, nitrile PVC soles for durability and protection, and a cleated sole design for SRA level slip resistance.

Wayne was first to introduce a fully-integrated metatarsal PVC gumboot with EN20345 accreditation, offering superior protection for those working in heavy duty conditions.

Over the years, it has worked on reducing its carbon footprint in line with the company's objective of sustainability, and today Wayne produces 35% of all its gumboots from recycled materials. The Duralight 1 incorporates an ideal mix of virgin and recycled PVC that results in a strong, durable and cost-effective recycled gumboot upon which our customers can trust and rely.

The Wayne range of PU gumboots offers a variety of enhanced features and benefits, with a longer lifespan, a light-



weight, comfortable feel, and maximum resistance, flexibility and strength. A unique tread-groove and depth gives the PU boots the highest possible SRC slip resistance rating. Optimum hygiene is ensured through the boot's moisture wicking functionality, and anti-microbial and anti-fungal treatment; and a lightweight composition paired with a unique footbed results in all-day comfort.

Trust in Wayne, Africa's gumboot specialist for 80 years and counting, and get gumboots that have been designed to give you the best in protection, durability and comfort from Wayne today. 🌟

## DEVELON launches new, expanded digital platform

To meet increased demand, DEVELON, formerly Doosan Construction Equipment, has introduced the latest iteration of its fleet management system - MY DEVELON: a new digital platform for managing construction equipment.

Using the MY DEVELON application or on a web browser, customers and distributors can access and manage maintenance and operation data for their DEVELON construction equipment, according to the company's MY DEVELON Team in South Korea. Customers can remotely check the status of their equipment and communicate with their machines by sending certain messages.

Some of the newest features now available on the MY DEVELON platform offer the ability to download service tools and get personalised quotes for parts for DEVELON equipment.

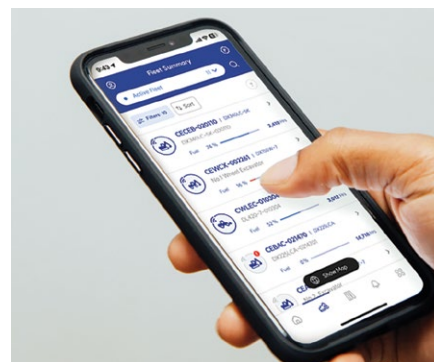
As the MY DEVELON Team points out, MY DEVELON provides a menu for customers to request a quote for DEVELON genuine parts from their local dealer. This is a useful resource for customers. They can select the parts they want to receive a quote on and send it to their dealer. Additionally, customers can subscribe to exclusive digital

services through MY DEVELON.

More distributors and customers are utilising telematics systems, according to data tracked by DEVELON. Although some customers can be intimidated by the amount of data, DEVELON and its distributors are working hard to develop training programmes that help educate customers on how to navigate the system. This starts with DEVELON distributors using brief, streamlined training materials, which are very effective with sales specialists.

The MY DEVELON Team adds that when a customer purchases a new machine, the Develon distributorship sales specialists provide some basic training about telematics with the customer. So, when the customer leaves with the new machine, they have a telematics profile. The customer can log in and start tracking the new machine immediately.

One of the most popular features of telematics services today, according to Develon, is the ability to receive codes from machines. Distributors and customers can subscribe to receive notifications when a DEVELON machine requires service. This allows distributors to proactively engage



with customers and their machines, thereby optimizing uptime protection.

The telematics offering helps keep customers' machines working the way they were intended, the MY DEVELON Team adds. Distributors and customers can better remotely monitor machines to ensure they are in good health and can schedule routine maintenance to ensure it is done when it is needed.

The MY DEVELON app is available for download from popular application service providers. Current users of the DEVELON Fleet Management system should replace the current app by downloading the new MY DEVELON app. They can log in with their same credentials. 🌟





# AFRICA'S GUMBOOT SPECIALISTS FOR OVER 80 YEARS & COUNTING

When you're spending all day in the mines, you need gumboots that offer heavy-duty protection, long-lasting durability and all-day comfort.

Our range of safety boots are designed to do just that. Carefully manufactured to withstand harsh mining conditions, our heavy-duty range has provided unrivalled protection for miners across Africa for decades.

**Invest in safety boots you can trust.  
Choose Wayne today.**



## EGOLI 1

- ✓ Unrivalled durability & protection
- ✓ SRA-level slip resistance
- ✓ Maximum soil release
- ✓ Steel toe cap



### EGOLI METAGUARD

Integrated metatarsal protection compliant with ISO 20345:2011



### GRIPPER

Made from recycled PVC with no compromise on protection

[www.wayne-safety.com](http://www.wayne-safety.com)



Find us on  
Facebook  
@WayneSafetySA



## 4<sup>th</sup> edition of "On the way up"

Manitou Group, a worldwide reference in the handling, aerial work platform and earthmoving sectors, presents the 4<sup>th</sup> edition of its annual "On the way up" event dedicated to sustainability issues.

Broadcast in over 40 countries, this fourth edition of "On the way up" continues to unite and inspire around the crucial subject of sustainability. In order to humbly raise awareness of the issues it shares with its stakeholders, the Group has chosen to focus its fourth edition on the urgency of the long term, addressing the crucial themes of adaptation, innovation and transformation.

With the help of suppliers, customers, students and the President of the IPCC for the Pays de la Loire region, the Group aims to demonstrate the complexity of the society in which it operates, and the various environmental levers that can be used to accelerate its transition to an ever more sustainable model. Among the programmes's highlights, testimonials on the circular economy and decarbonisation solutions revealed the need to work with



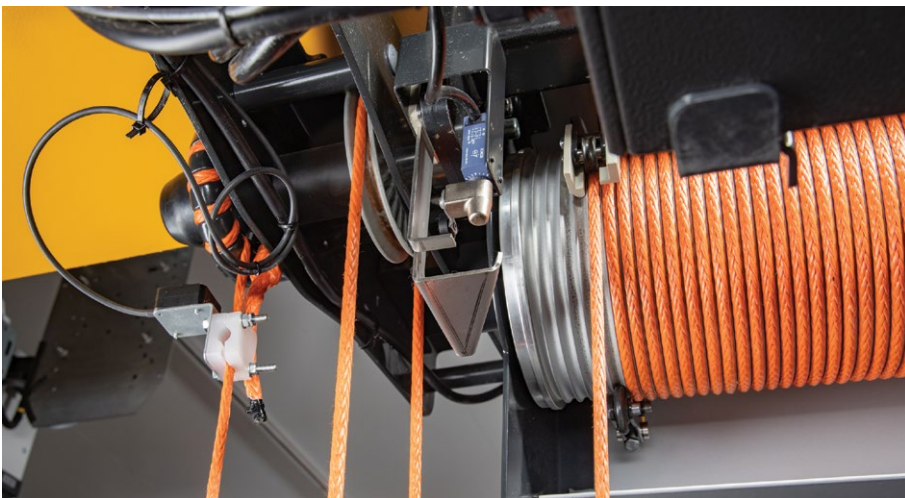
4<sup>th</sup> edition of 'On the way up' enables Manitou to highlight best practices, initiatives and partnerships.

the entire value chain to move forward more quickly together.

Michel Denis, President & CEO of Manitou Group, comments: "This 4<sup>th</sup> edition of On the way up enables us to highlight best practices, initiatives and partnerships that enable us to move

faster together with our stakeholders. The urgency of the long term is a daily issue at Manitou Group, with decisions that can have an impact over the next 10 to 20 years. It's vital to make the right choices today and continue to help set the world in motion." 🌱

## Konecranes synthetic wire rope offers total reliability



"Konecranes innovative synthetic wire rope delivers improved performance, total reliability with enhanced safety to S-Series hoists and associated equipment where it matters most, on the factory floor. Konecranes were the first to introduce synthetic rope into their standard product and this has resulted in our synthetic wire rope becoming the industry benchmark," says Ian Grobler, Sales Manager for Konecranes and Demag South Africa.

The Konecranes synthetic wire rope reduces wear on the drum and reeving components due to less surface pressure and

friction. The Dyneema fibre used in the synthetic composition, makes it more durable than steel wire and eliminates lubrication resulting in reduced maintenance costs.

"Konecranes was the first industrial overhead cranes company to use the Dyneema fiber as standard for hoisting. Dyneema is one of the world's strongest fibers that has been used for more than 30 years in demanding rigging applications such as lifting slings, mooring, and towing large sea vessels," Grobler said.

The synthetic rope is perfect for reeving and its stable symmetric structure eliminates traditional rope defects. Less surface

pressure reduces wear and tear considerably. It is strong, durable, visible and easy to handle.

The synthetic wire rope has undergone rigorous testing such as:

- splicing - the splicing proves to be the strongest part of the synthetic rope in splicing tests.
- chemical testing - tested in hydrochloric acid for five hours the synthetic rope showed no damage whilst the steel rope splintered and then broke first on the test bed.
- grinding and sparks
- sharp edge testing was conducted on the synthetic wire by our research and development technicians.

"Comparative tests with steel rope were also conducted reflecting the superior strength of the synthetic rope in pressure testing with the steel rope breaking first. The synthetic rope consistently exceeds a breaking strength of 5.1," concluded Grobler.

Synthetic rope is also less vulnerable for traditional rope defects such as birdcaging or kinks thereby reducing replacement costs. It is easier and safer to handle due to its lighter weight – 80% lighter than steel rope - and it does not fray or produce the sharp barbs common on steel wire rope, reducing the chance of hand injuries. 🌱



## From smart mining to portable crushing from Weir at Electra Mining Africa

At this year's Electra Mining Africa exhibition, visitors will be attracted to the Weir stand by innovations such as the Weir Modular Wheeled Plant (WMWP), a fully mobile crushing and screening plant, as well as the latest in the company's cutting edge digital solutions for smart mining.

Supporting customers to mine for a more sustainable future, Weir will showcase not only its leading range of equipment and solutions, but the digital technology to further optimise its performance and reliability.

"Our exciting Motion Metrics mine operation monitoring systems will be one of the main features at the show," says Mufaro Muzvondiwa, Process and Products Director at Weir. "These systems provide mines with real-time particle size analysis of material carried on shovels, loaders, conveyor belts and haul trucks – helping to avoid blockages at the crushing stage and optimise the mine-to-mill value chain."

Using stereoscopic vision combined with artificial intelligence (AI), Motion Metrics™ cameras leverage machine learning to enhance its predictive capabilities and provide actionable insights to customers, says Muzvondiwa.

Another highlight will be Weir's intelligent solution which features condition

monitoring technology. This is portrayed through 3D conceptualisation, showing all associated benefits including safety, savings and maintenance optimisation.

In addition to the display of its latest pumps, screens, cyclones, valves, liners and ground-engaging tools, Weir will also have its recently launched mobile crushing and screening plant at its outdoor stand. With Weir's WMWP fully mobile plant mounted on an on-road trailer, the plant can be moved to site and set up within a couple of hours – as a 'plug-and-play' solution.

"This innovation has already generated great excitement in the aggregates and small scale mining sector," he says. "The design provides a fully mobile plant, making it ideal for road projects requiring aggregate crushing at various points along the route."

Muzvondiwa highlights that Electra Mining Africa provides a useful forum to remind visitors of Weir's concerted focus on partnerships for sustainable mining. This includes the extensive footprint of



OEM service centres and partners across Africa, ensuring technical support is always available in close proximity to mines.

The combination of quality products and dedicated service means that Weir can be confident in the warranties and predictions it provides to customers regarding the productivity of its solutions. "This is demonstrated by our ability to enter into cost per ton agreements with customers," he says.

He adds that local skills development is also a priority for the company in building its service infrastructure, including its Mill Circuit University.

**Visit Weir in the Blue Zone Stand C20**

## Integrated range of eco-efficient solutions for crushing and screening

Visitors to Electra Mining Africa this year are looking for crushing and screening solutions that will boost productivity while enhancing sustainability – and Sandvik Rock Processing Solutions has what they need. Exciting developments in the company's integrated offering of crushers, screens, screening media, lifecycle services and digital technologies will be on display with the company's competent team on hand to share technical information and insights.

According to Tarynn Yatras, Vice President for Sales Area Africa at Sandvik Rock Processing Solutions, the lineup will include a working demonstration screen with digital connectivity. Yatras highlights how the company's pioneering technology is driven by its aim to advance the world through engineering.

"We lead the way in eco-efficient rock processing, and will be talking to our visitors at Electra Mining Africa about how we help to drive their productivity, profitability and sustainability," she explains. "Our wide range of quality products are combined with lifecycle services to give customers fully integrated solutions across the crushing and screening process."

The focus on eco-efficiency ensures customers can process rock using the least possible resources. In addition to the multi-function test screen on the company's exhibition stand, visitors can inspect and discuss the Sandvik screening media and cone crusher that will be on display.

"Another exciting element of our Electra Mining Africa presence will be the digital technology that enhances our equipment's performance and longevity," she says. "Our automation and connectivity system (ACS) will be on display, as applied to our cone

crushers (ACS-c) and our screens (ASC-s)."

These connectivity systems link back to Sandvik's digital SAM platform, which uses data to drive insights, support and performance. Visitors can view the products and see the technology in action, she says, learning more about remote condition monitoring of machines and related service offerings.

She highlights the value of customers being able to monitor both their crushers and their screens on the same digital platform – given how closely these phases of the comminution process must operate. This opens valuable opportunities for plant optimisation, especially with the depth of expertise imbedded in the Sandvik Rock Processing Solutions teams around Africa. The SAM platform also allows a user-defined data selection, to suit the particular role in the plant – from management to operator.

"Customers are also looking to ways to achieve their climate change goals while reducing costs, and we will be showcasing how we promote decarbonisation by reducing energy use through equipment optimisation," says Yatras. "Our vision – as a leading player in the mining sector – is aiming for a more circular economy while driving productivity to extract maximum value from resources."

This is achieved through the integrated offering of crushers, screens, screening media, lifecycle services and digital technologies. Added to this is Sandvik Rock Processing Solutions' extensive support footprint across the continent – close to the customer with world class local facilities and expertise. 🌱

**Visit Sandvik Rock Processing in Hall 6 Stand C22**

## Tru-Trac showcases groundbreaking conveyor innovations

As global leaders in solutions for conveyor belt misalignment, Tru-Trac will excite visitors to Electra Mining Africa this year with a whole new range of belt trackers among its innovative offerings. The latest range is the outcome of two years of design, development and testing, according to Tru-Trac Chief Operating Officer Shaun Blumberg.

The stand also features Tru-Trac's robust range of belt scales, engineered for precision and dependability, and a pioneering step into the future with a cutting edge belt rip detection system.

"With our belt trackers setting the gold standard for effective belt alignment, the new range builds on the success of its predecessors, elevating them to an entirely new level of performance," says Blumberg. "We've introduced exciting enhancements to our belt trackers, bringing notable improvements in performance and reliability."

Tru-Trac has built a formidable name for itself over the past three decades, extending its footprint and sales not only across Africa but worldwide. Blumberg highlights that Electra Mining Africa is another valuable opportunity to meet face to face with visitors from many African

countries where Tru-Trac still has further potential to contribute to efficient and productive mining operations through improved conveyor system performance.

"We are excited to present our extensive range of conveyor components at our stand, offering a complete view of our innovative solutions," he says. "Visitors will have the opportunity to explore the design and functionality that contribute to our products' success globally."

A real drawcard for visitors will be Tru-Trac's investment in Internet of Things (IOT) technology, specifically the integration of digital solutions to facilitate predictive maintenance through real-time monitoring of equipment.

"The mining sector is increasingly turning to IoT to refine data collection and analytics, enhancing overall efficiency. Our IoT-enabled conveyor solutions offer predictive and preventative maintenance, reducing downtime and enhancing productivity," he says.

"Our belt scales have seen considerable success since their launch two years ago," he says. "These are critical components in any bulk materials handling operation, providing both accurate and repeatable data on throughput and production."

Working with specialist design engineers, Tru-Trac has achieved a best-



in-class product range which now also boasts a digital reporting platform that allows remote monitoring and reporting. Response from customers in the field has been enthusiastic, says Blumberg, and considerable interest is expected at Electra Mining Africa.

"Tru-Trac Rip Prevent+, our next-generation belt rip detection system, is set to impress and generate strong interest," he continues. "This is a disruptive solution which we are launching in Africa with our partners, SHG of Germany. Using artificial intelligence to monitor power consumption for anomalies, this technology gives early warnings of potential belt rips, enabling operators to react swiftly and prevent damage." 🌐

**Visit Tru-Trac in Hall 6 Stand F16**

## Terex launches MAGNA for large-scale quarrying and mining operations

Terex® - global leader with a rich history in providing compact and mid-sized crushing and screening equipment—is proud to announce the launch of MAGNA, a new brand to address the demands of large-scale operations in the quarrying, mining, construction, and recycling industries.

With decades of experience and a reputation for excellence across its Powerscreen, Finlay and EvoQuip brands, Terex has been at the forefront of providing innovative, high-quality equipment solutions. Under the strapline 'Made for More', MAGNA will build on this legacy, offering a new range of robust, high-capacity machinery tailored to meet the needs of customers requiring larger output and volumes.

The launch of MAGNA supports the growth of Terex by expanding its offering with products that complement its existing portfolio. MAGNA will leverage the global presence of Terex that spans across all continents, providing high-quality solutions supported by a global network of skilled distributors.

Pat Brian, Vice President of Terex



Aggregates explains, "While we have a prominent position in the global market for compact and mid-sized materials processing equipment, MAGNA will position us to serve customers requiring higher output machines, via our renowned and extensive global distribution network. With an ambitious product roadmap and supported by Terex-wide engineering, manufacturing, marketing, parts, and service capabilities, MAGNA will provide significant growth potential for Terex."

Spearheading the launch of MAGNA is Neil McIlwaine, newly appointed Business Line Director. Having previously worked for Finlay, Neil completed several

successful assignments in China and South Africa to establish and increase Finlay's distribution footprint and continued growth strategy globally.

"I am excited to leverage my experience to drive innovation, growth, and success for MAGNA," said Neil McIlwaine. "Large and robust crushing and screening equipment is essential for quarries and other operations that require high output and volumes. MAGNA truly is made for more; with equipment that is designed to have more power to handle more material throughput efficiently, ensuring more productivity and more cost-effectiveness for customers." 🌐



# EASY — IN A — HARD WORLD



**BELL**  
South Africa

Proudly selling  
& supporting



T: +27 (0)11 928 9700 • E: [jcb sales@bellequipment.com](mailto:jcb sales@bellequipment.com) • W: [www.bellequipment.com](http://www.bellequipment.com)





# Rock star

On stage at the Hard Rock Hotel in Florida.  
[www.liebherr.com](http://www.liebherr.com)

**LIEBHERR**

Lifting operations LR 1300