

DECEMBER/JANUARY 2020

automobil

THE DEEPEST BUSINESS REACH INTO THE SA RETAIL MOTOR INDUSTRY

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basic rights

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Connectivity is the
way of the future



A NEW SHIFT IN DIRECTION

RMI UNVEILS NEW IDENTITY



ARA



NADA



SAMBRA



SAPRA



SAVABA



TEPA



VTA

RMI UPDATE: ACRA, ERA & SADFA CONFERENCE; MIWA CONFERENCE; FRICTION
INSIDE THE ENGINE; RMI CONNECT APP FAQ; RETENTIONS AND STORAGE COSTS;
RMI ANNUAL GENERAL MEETINGS; RMI GETS SERIOUS ABOUT TRANSFORMATION





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drives us**



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**A digital version of this magazine is
available at www.rmi.org.za**



Automobil is the official journal of the
Retail Motor Industry Organisation (RMI)
which hosts 8 constituent associations:
ARA (Automotive Remanufacturers'
Association), MIWA (Motor
Industry Workshop Association),
NADA (National Automobile

Dealers' Association), SAMBRA (South African Motor Body Repairers'
Association), SAPRA (South African Petroleum Retailers' Association),
SAVABA (South Africa Vehicle and Bodybuilders' Association), TEPA (Tyre,
Equipment, Parts Association), VTA (Vehicle Testing Association).

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BELONGING IS BETTER BUSINESS



Here's why...



⇒ *Legacy and unity*

- We've been representing the retail motor industry for more than **100 years**.
- With more than **8,000-member** businesses, our unity is our strength.

⇒ *Your voice*

RMI represents the industry at:

- Centralised wage negotiations.
- Various **MIBCO** and Industry-related Boards and committee structures.
- Various South African Bureau of Standards (**SABS**) committees and working groups.
- The National Regulator for Compulsory specifications (**NRCS**), defending our industry when compulsory specifications and standards are compromised.
- The Moto Health Care Fund, Industry Provident Funds and the Sick, Accident and Maternity Pay Fund.
- Meetings hosted by reputable organisations recognised by government, big business, consumers and relevant stakeholders like Business Unity SA (**BUSA**).



⇒ *Supports your business*

- Professional industrial relations advice ensuring procedural and substantive fairness when disciplining staff.
- Chairing of disciplinary hearings and **AUTOMATIC** entry at the **CCMA**, **DRC** and Labour Court.
- Exceptional CPA support at the National Consumer Commission (**NCC**) and the Motor Industry Ombudsman of South Africa (**MIOSA**).
- Facilitation of a business-to-business complaint where both parties are RMI members, with a complaint resolution rate in excess of 95%.
- Training needs and representation via **merSETA** and **W&RSETA**.
- Industry-specific products like **RMI4BEE**, **RMI4LAW**, **RMI4OHS** and **RMI4SURE**.



⇒ *Keeps you in the know*

- Industry labour relations seminars.
- *Automobil* magazine and weekly web letters.
- Commenting on industry topics in the media, and participating in and hosting numerous conventions and shows.





A new year, a new look

Where belonging matters



As we head into the '20s it is with enthusiasm that we bring to our members, associations and the public a new RMI look with the introduction of our modern, new RMI logo as well as new logos for our associations.

The organisation, as we know it today, was restructured and named the Retail Motor Industry Organisation (RMI) in November 1999 from the then Motor Industries' Federation (MIF) and South African Motor Industry Employers' Association. The current RMI and association logos were all designed and implemented during 1999. Twenty years later, in 2019, the industry has changed drastically which prompted the RMI to re-think how best to position itself to deliver products and services that would meet the demand of its members and new generation entrepreneurs in the automotive industry.

The RMI is a well-known name in the motor industry, representing over 7,500 member businesses. Its highly-skilled staff operate out of six regional offices. The RMI plays an important role in the motor

industry as it enables motor traders to deliver top-class service to motoring customers in South Africa.

The RMI brand carries weight in industry as well as government circles. This is due to the fact that the RMI's endorsement of events provides credibility to both local and international exhibitions, conferences and other events. We wanted to make sure that the refreshed look and vision honoured all the RMI is and stands for.


Another primary objective of the design brief was to unify a group of 13 different constituent association's logos, that have developed at different times and in different ways, into eight new logos that represent the eight associations. We believe this has been achieved through a rigorous consultative process and the new look will take the RMI, its associations and industry forward during the next couple of years. For more on this story and how the logos developed please read the RMI feature on page 24.

We implore all members to embrace the new look organisation and to distinguish themselves from non-members through the display of the new signage and image on their buildings, stationary, delivery vehicles and so on.

On a final note, while the struggling economy is likely to continue during 2020, team RMI is excited and committed to take the industry with our new look to a new level. We have the best interests of our members and the industry top of mind at all times.

I conclude by wishing all our members, the RMI Board and other committee structures, management and staff of the RMI as well as our readers a happy festive season. Please travel safely and enjoy time with your loved ones.

I would also like to thank you all for your support, loyalty and contribution to making the RMI a success.

As we look toward a new year, I would like to leave you with this quote from Winston S. Churchill - Success is not final, failure is not fatal: it is the courage to continue that counts. See you in the new year. 

For information on the RMI and its workings, visit www.rmi.org.za or call 011 886 6300

CONSTITUENT ASSOCIATIONS



A DRIVING FORCE IN SOUTH AFRICA'S AUTOMOTIVE AFTERMARKET

The Retail Motor Industry Organisation is a proactive, relevant, retail and associated motor industry organisation recognised as the leading voice in South Africa's automotive aftermarket. It serves the daily needs of its members and plays a key role in enabling motor traders to deliver a superior service to motoring consumers. Eight Associations fall proudly under the RMI umbrella. Inter-associational business-to-business trading is encouraged in the interests of all stakeholders.



ARA

ARA - Automotive Remanufacturers' Association

ARA represents the remanufacturing trade sector. This includes component remanufacturers involved in safety-critical components, inclusive of but not limited to vehicle cooling, turbocharger and braking systems; automotive engineers who machine and remanufacture engine components by way of expert engineering – ultimately rebuilding engines to its original specifications; and specialists in the repair, servicing and remanufacturing of diesel fuel injection systems fitted to diesel engines in earth moving equipment, highway trucks, stationary engines and passenger vehicles. ARA promotes the responsible reuse of remanufactured engine components for a 'greener' environment (carbon footprint). Its members are dedicated to providing consumers with only the best of advice, finest service delivery, and highest quality workmanship.



SAPRA

SAPRA - South African Petroleum Retailers' Association

SAPRA represents the interests of all petroleum retailers in South Africa. Its aim is to improve growth and profitability for the investor. SAPRA plays an important role in tracking global and local trends that affect sustainability and help retailers remain relevant in an ever-changing business environment. Retailers voice concerns through one of the seven regional chairs strategically located around the country, into a National Executive Committee (NEC), where strategy and solutions are developed. This bottom up approach is a fundamental SAPRA imperative.



SAVABA

SAVABA - South African Vehicle and Bodybuilders' Association

SAVABA members are professional, certified and regulated vehicle body builders in South Africa who manufacture commercial vehicle body applications (tanker, coal, refrigerated trucks and trailers) and bus bodies (commuter and tourist type). Members manufacture using the latest equipment and highly trained staff to ensure strict compliance with NRCS regulations; SABS standards and all other legal specifications and requirements.



MIWA - Motor Industry Workshop Association

MIWA, the Independent Workshop Association, representing general repairs, auto electrical; air conditioning; accessories and fitment as well as transmission and driveline workshops strives to remain ahead of the ever-changing technologies and best practices of the aftermarket motor industry. MIWA encourages members to support inter-associational, business-to-business trading with a view to strengthen the RMI. MIWA remains the leading resource for members ensuring continued relevance and sustainability.



NADA

NADA - National Automobile Dealers' Association

NADA represents the interests of business people who own or operate new motor vehicle and motorcycle franchise dealerships and qualifying used motor vehicle and motorcycle outlets. NADA is committed to the image enhancement of the retail motor business, facilitating the interface between dealers and OEMs; importers and distributors; building relationships between dealers and customers and bringing relevant industry issues to the attention of government. NADA is the respected voice on all matters relating to motor vehicle and motorcycle dealer business.



SAMBRA

SAMBRA - South African Motor Body Repairers' Association

SAMBRA is the pre-eminent motor body repair association in South Africa representing the majority of accredited motor body repairers. SAMBRA's grading system, which was introduced over 30 years ago, regulates repair standards in the motor body repair industry in South Africa and instils confidence in consumers and industry stakeholders alike. The Association works in close collaboration with various key industry stakeholders including Insurers, Original Equipment Suppliers, paint and equipment suppliers, the labour department and trade unions, as well as related SETAs – to maintain industry sustainability and development. It ensures the provision of technical and business management skills training in order for members to meet the demands of the industry.



TEPA

TEPA - Tyre, Equipment, Parts Association

TEPA represents tyre dealers; garage/workshop equipment and tool importers and distributors; auto part wholesalers, retailers and independent operators in the aftermarket motor parts industry as well as manufacturers and importers of parts for the automotive aftermarket. The members of TEPA represent, promote, sell and endorse the use of legitimate, bona fide, quality branded products. TEPA members also export parts, equipment and components into Africa and other countries in the world. TEPA encourages at all times inter-associational RMI business-to-business trading, intent on strengthening the RMI Organisation as a whole. TEPA is seen as the mark of integrity and fair trade for the consumer, the business operator and the government. The Association is the legitimate voice of the tyre, equipment, and parts industry in South Africa and is positioned as an intermediary between government, business, and the consumer.



VTA

VTA - Vehicle Testing Association

The VTA represents private vehicle testing stations that are committed to operating within the law in accordance with the Road Traffic Act and the relevant SANS standards. In this highly regulated environment, the association represents the interests of its members at government level working groups and is committed to enhancing the reputation of the industry in all the spheres.

WE ARE BETTER TOGETHER



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Editor: Kate Kennedy


Happy holidays

Whether you look back over the past year with smiles or sadness, 2019 is now almost over. And this is the perfect time to look ahead to a new start and ring in the new year with a fresh outlook, or even simply a fresh look.

The RMI is flying into 2020 with a fresh new look and renewed vigour, having spent months consolidating various associations redesigning and approving new logos. You'll see the evidence of its hard work throughout the magazine and can read about the process, the logos and the RMIs transformational attitude starting on page 24.

We also take a look at the recent vehicle pricing index (page 56) and sales figures (page 58), the winners of Bosch's Smart Mobility Competition (page 42), and the Tshwane Automotive Special Economic Zone (page 59).



However you're spending this festive season, I hope you get to enjoy time with your loved ones, indulge a little in your favourite things and take time to rest for the year ahead. 

Enrol in our Nated Engineering Studies Motor Trade Course.



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Visit: aa.co.za/tools-and-information/aa-technical-college for more information.

TELL US WHAT'S ON YOUR MIND



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Second discretionary grant window now open

Wayne Adams, merSETA Acting CEO

It is full steam ahead for the merSETA as it awaits your applications for discretionary grant funding, says the merSETA Acting CEO Wayne Adams

All merSETA levy-paying companies, merSETA non-levy-paying enterprises as well as non-profit organisations, cooperatives, labour organisations and employer organisations, amongst others, can apply for funding for various training and research initiatives.

The merSETA has highlighted three areas for funding. The projects must contribute to:

- Structural transformation in the mer-sector;
- Quality improvement of teaching and learning at post-school education training institutions; and
- Research and/or innovation solutions.

This funding will not only increase training and employment outputs in our sector, but also move to address other social-economic issues, including gender-based violence programmes for mer-sector stakeholders.

Applications submitted by the deadline date and only via the email address – discretionarygrants@merseta.org.za – will be accepted. Applicants can get further details on our website: www.merseta.org.za as well as from the merSETA regional offices.

The opening of this second funding window could not have come at a more appropriate moment.

Earlier in November, government announced that more than R363 billion had been committed at the second SA Investment Conference held in Johannesburg.

Sappi, the paper and pulp giant, as well as brewers Heineken were among several companies that pledged billions of rands in further investment in our country.

The automotive and component sector has also recently witnessed major announcements on investment.

The Tshwane Automotive Special Economic Zone (SEZ) announced investments that will attract about R3, 6-billion and create 6, 700 direct jobs.(See page 59 for more)

Ford SA, which will operate from this SEZ, plans to increase production of its Ranger bakkie from 520 to 720 vehicles per day for the domestic and export markets, while Isuzu announced a R1,2-billion investment in boosting local production in Port Elizabeth.

The Special Economic Zones programme has attracted more than R16, 8-billion in direct investment, focused on manufacturing, engineering and the automotive sectors.

Opportunities for training abound. Please take the gap.

A blessed Christmas and a prosperous new year to all.

Drive safely and Arrive Alive!

Till next month!

Wayne Adams 

A young girl with dark, curly hair and a pink flower headband is looking out of a car window. The image is partially obscured by a dark blue diagonal overlay that contains the text.

TAKING CARE OF OUR OWN THIS FESTIVE SEASON

The festive season is a joyous time, but it can also be full of bumps in the road. Whether you are road tripping with the family, having fun by the pool, or holidaying in the sun, remember to stay safe! Thanks to our partnership with Europ Assistance, we are there for you in case of emergency. We offer:

- 24hr emergency contact centre with medically trained agents.
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taking care of our own

2019's Annual General Meetings

In October, the RMI held a series of AGMs around the country and it was a great success thanks to our loyal members' attendance.

During the meetings, new committee members were elected and sworn in and attendees had a chance to mingle and network with each other.

Western Cape

The Annual General Meeting for the RMI WC region was held on 2 October 2019 at the Hugo Lambrechts Music School in Parow. The meeting was well attended by our members; 89 member businesses were recorded on the attendance register. A total of 160 people attended including staff and the guest speakers. 



From Left Feroose Oaten, Janet Pillia, Terine Lott-Cupido and Bridgette Rich.



Joy Oldale opened and welcomed all present at the AGM.



Ettie Claasen did a presentation on The Motor Industry Pension and Retirement Funds.



Jan Schoeman, RMI COO updated members on the current affairs and progress.




Julian Pillay opened the meeting and welcomed the guest speakers and members to the AGM.



Members at the AGM.

KwaZulu-Natal

The Annual General Meeting for the RMI KZN region was held on 4 October 2019 at the Winchester Conference Centre nestled in the elite residential area of Reservoir Hills.

As usual the meeting was well attended by our members; 59 member businesses were recorded on the attendance register. A total of 116 people attended including staff and the guest speakers. 



Members at the AGM.




Jeff Molefe opened the meeting and welcomed the guest speakers and members to the AGM.

Gauteng

The combined RMI Highveld and Northern Regional Annual General Meeting was held at Altron Conference Centre in Midrand on 11 October 2019.

The theme for the event was the classic 'jeans and diamonds'. The event was a success, with more than 200 members in attendance. The audience was inspired and entertained by the Leadership Talk of the renowned motivational guest speaker Dr David Molapo, who presented on 'Leading effectively in challenging times' and 'The 4th Industrial Revolution'.

We further express our gratitude to Gondolier, LeaderQuip and Launch Technologies who sponsored fabulous prizes for the lucky draws. 

Northern Cape and Free State

The Free State and Northern Cape regional AGM was held on 26 September 2019 at Windmill Casino in Bloemfontein. The AGM was well attended, with 76 attendees present. The election of the regional executive committee took place and the region bid farewell to outgoing regional chairperson Jeanne Esterhuizen, who dedicated many years to the organisation. Radesh Maharaj Principle Officer of the Motor Industry Retirement Funds, addressed the members. 




Eastern Province

The EP AGM was held at the Walmer Golf Club Port Elizabeth on 2 October 2019. The warm and friendly atmosphere gave rise to a memorable night.

The Regional Chairman, Riaan Botha gave a captivating and motivating talk on attitude and how important it is to remain positive despite the current economic challenges we face in business. His message was received with enthusiasm and supporting applause.

The AGM was well attended, with a 108 people representing 67 businesses. Fourteen Regional Executive Committee members were elected after being proposed and seconded. An inaugural meeting was held directly after the AGM with nine of the 14 elected committee members.

The evening was a great success with members networking and bonding after dinner. 



Regional Chairman, Riaan Botha, captivating and motivating members



Border

The Border AGM was held at the East London Golf Club on 3 October 2019.


The Regional Chairman, Lindsay Bouchier reported in depth on the region's activities and gave a broad overview of the motor industry and how the region performed in the previous financial year. His message was received with interest and admiring applause.



Jan Schoeman, RMI COO.



The AGM was well attended with a 71 people representing 44 businesses; 12 Regional Executive Committee members were also elected on the evening, after being proposed and seconded. An inaugural meeting was held directly after the AGM with seven of the 12 elected Committee members.

After a delicious dinner, members were able to network with each other, adding great value to all who attended. 

Managing the connected workshop of the future

Greater connectivity, electric vehicles, autonomous cars and data will provide even more momentum for the motoring industry within the next 10 years, and continue to shift gears. This was the message from experts who spoke at the "Beyond 2020 – the Repair Shop Evolution" Motor Industry Workshop Industry (MIWA) conference



Newly-elected MIWA National Executive Committee at the conference

Jan Bambas, EU affairs director for FIGIEFA, the European federation and political representative in Brussels of the independent wholesalers and retailers of automotive replacement parts and their associated repair chains, kicked off the conference reflecting on the megatrends that are transforming both the sector and business in general and giving a global perspective on the Right to Repair (R2R) campaign.

"The vehicle industry is changing rapidly, and we need to adjust as quickly if we are to keep up," said Bambas.

He said that data linked to connected vehicles will be the key driver of the vehicle industry of the future and stressed

the importance of a secure, open access telematics platform that could safeguard the competitiveness of the whole automotive industry in the digital era.

"The 'efficient workshop' will need not only the Right to Repair but the Right to Connect with more computational characteristics, automation and streamlined repair processes. Any restrictions to in-vehicle data and information will limit innovation in the new digital world. Competition, innovation and consumer interests must be at the heart of how we operate," he said.

Peter Woods, Technical Sales Manager of automotive technical data company HaynesPro, also elaborated on challenges

facing future workshops. He said that with modern cars becoming more advanced with new technologies and electrical systems, there is a need to adapt in line with the evolving car.

He was positive about the future of the independent market but did stress the need for developing the technical skills required to service electric vehicles.

"With innovations like driverless cars within touching distance, there is a huge space for people to work in, and shape the way repairs are performed on these vehicles and the technology needed to do so," said Woods.

He said that in the UK, the demand for electric cars was increasing with less than 10% of the market certified to work on electric vehicles.

"We project by 2035 the carpark will be split equally. Now is the time to invest in people, skills and equipment."

Santiago Malbran, Manager at global automotive parts manufacturer Mahle, spoke about his company's agility in gearing up for a future-oriented driver mix that includes hybrid and combustion engines, and electric and autonomous cars. He said the common thread was



Neville Frost, MIWA Western Cape Chairman, with caricature

definitely change and with vehicles becoming more complex, the question is how should equipment change to support the vehicle professionals of tomorrow.

Cutting-edge workshop digital solutions which save both time and money, like Mahle's TechPRO ADAS solution, a tool which allows workshops to adjust and calibrate driver assistance systems quickly and easily using just a digital calibration panel, represent the face of the future.

"Calibration is possible in just under three minutes saving up to 80% of time compared to conventional systems. It's easy to use, has online updates, and has universal coverage." He said all solutions need to be geared around providing workshops with significantly shorter service times, lower service costs and an added measure of safety.

Commenting on the local market, MIWA Director Pieter Niemand says, "We are committed to supporting




(From left) Bridget and Jack Finn (MIWA Eastern Cape Chairman) with Jan Bambas, EU affairs director for FIGIEFA



MIWA conference Automechanika 2019, (From left) Brione Schoeman (MIWA), Prinola Govender (MIWA), ConGrazia performers with Pieter Niemand, Director of MIWA

change in the industry, and preparing for future technology. We are embracing cloud-based solutions, digitalisation and automotive development, and our support of the Right to Repair (R2R) campaign still remains strong. Regardless of technology, we still need to deliver the same trust and service to future generations, and ensure that our customer-centric business retains loyalty," notes Niemand.

His message to the members was: "Always strive to do better. The customer needs to be involved, so keep them informed using technology. Analyse their experience, monitor their feedback and ensure you're always listening. Qualified staff remain at the core of our business – mechanics who are qualified in using modern equipment. We are committed to ensuring that as technology changes gears, we do too, with the right training and support." 

ADAPT OR DIE!

Diversification in times of change

Raised on the fringes of the Namib Desert, Quinton Coetzee has spent most of his life living close to nature in the African bush. A university graduate in the Natural Sciences, he has a passion for wildlife and the outdoors, and is today considered one of Southern Africa's leading bush-craft and survival specialists.

He has been a successful businessman and entrepreneur for three decades delivering fascinating truths from the wilderness and tribes of Africa. His inspiring message is a unique take on how the tried-and-tested, timeless drivers of success in the natural world can easily be applied in individuals, teams and businesses intent on thriving.

If you missed the presentation at the recent MIWA conference here is what you need to know to remain relevant and successful in a changing world:

- **Develop and retain alliances, partnerships, relationships, friendships, contacts.** It is all about developing meaningful relationships and identifying opportunities these present. Know your environment – you need to have an intimate knowledge of the conditions you are working in. Environments change. Always remember companies and individuals generally fail not because of a lack of resources, but rather because of a lack of resourcefulness. Learn to succeed with the resources you have available to you.


- **Stay away from negative conditioning.** We all tend to fall into the trap of making problems much bigger than they actually are. Coetzee uses the analogy of a scorpion. Sure it's dangerous, but take away the sting and it's a valuable source of protein. Don't be intimidated when confronted with obstacles – take action: recognise, seize and exploit every opportunity.
- **Respect and appreciate your customer base.** Customers keep us alive! Value, respect, care for, and protect them.
- **Take action when times get tough.** You need to use creativity, resourcefulness and innovation. Reposition yourself if necessary. Break out of your routine and don't continue to perform old practices that may have become obsolete. It's really is true – adapt or die.
- **Develop an obsession with education and skills development.** Teach the newbies in your sector skills so they can grow into champions. You need to develop/support/align your team members if you wish to thrive. You are only as successful as the combined skill of the team. Don't underestimate the power of constant personal development.
- **Work best in teams.** Role-player interdependence determines teamwork success. You need to develop/support/align your team members if you wish to thrive but never forget to still look at each member as an individual too. You need a multi-skilled team with all

members fully committed to the big picture. Ensure you have a common goal, a plan and a strategy.

- **Opportunity.** Seize the opportunity. Remember size does not matter if you are focused, fast, flexible and reliable.
- **Communication must remain key.** Clear, concise and accurate communication. Also remember, most importantly, attitude is a success strategy.
- The **cornerstones** of any successful business are loyalty, trust, respect and leadership.
- **Final word:** stay alert. Always be hunting or you will be hunted.

Drawing parallels from the San's survival and resilience in the bush, Coetzee encouraged the audience to adapt and 'survive' at any cost, and strive against challenging odds in the workplace.

"If you want to be a champion in the workplace, you need to go the extra mile to gain distance, and exceed the goals," he said. "You need to recognise opportunities, seize them, and exploit them." He encouraged the audience to unlock their skills in order to get maximum gain, both in the workplace and personally.

"Gone are the days of the big eating the small. Now it's about speed and agility... the fast ones are the winners. If you're not hunting, you're being hunted," he concluded. 

Global ripple effect

The ERA, SADFIA, ACRA, in collaboration with WERC, Conference – a major success, which had a ripple effect across the globe

The (RMI) ERA, SADFIA, ACRA, in collaboration with WERC, Conference – held at Automechanika – Johannesburg, brought together Automotive Remanufacturers' involving automotive engineering/automotive components/diesel fuel injection RMI member businesses, and multinational associations, organisations, stakeholders, suppliers and OEs (original manufacturers) from across the globe.

Multinational associations and product suppliers with the likes of FIRM (EU), CONAREM (Brazil), AERA (USA), MOBILATINA (Brazil), King Engine Bearings (Israel), Garima Global (India), MAHLE (France/SA), MOTUS (SA), Almo Engineering's Frank Mac NICOL (SA), diesel fuel injection specialist Dave Stalker (SA), Dmitriev (Russia), Mr Cooke from SAGAS (SA), and Mr Cicin from Turkey came together under one roof for common purpose.

Highlights

The theme focused on training in the workplace, the future of diesel, new engine technologies, and alternative energies, with a target audience of automotive engineering remanufacturers, diesel fuel injection specialists, automotive component and vehicle repairers, turbocharger remanufacturers, suppliers, and stakeholders.

The conference was preceded by numerous interviews held with



multinationals and local stakeholders, both the conference and interviews were video-graphed and, and will be available on the soon-to-be-launched ARA website.

Attie Serfontein, National Director of ERA SADFIA ACRA and MC for the event, opened the conference by welcoming RMIs CEO Jakkie Olivier, Frank Mac NICOL: ARA Chairperson, Chris Le Roux: ARA 1st Vice-Chairperson, and Riaan Botha: 2nd Vice-Chairperson and other VIP delegates. Serfontein talked about the recent amalgamation of ERA (Engine Remanufacturers' Association) SADFIA (South African Diesel Fuel Injection Association) ACRA (Automotive Remanufacturers' Association) to ARA – Automotive Remanufactures' Association.

These three associations have grown into a unified body, stronger than ever before and are moving with a focused pace toward positive sectorial influence and brining about change and a better business atmosphere to its respective trade sectors.

Conference presentations

Mac NICOL, South Africa: ARA NEC Chairperson & WERC Chairperson, gave the first presentation on the future of the engine with new technology influences. At first one would've thought that the remanufacturers' trade sector will have tough years ahead, but with a dramatic twist Mac NICOL provided facts that the trade sector will live to see many more decades of quality work. The relief was palpable.

The second presenter was Shawn Coetzee, South Africa: National Technical Specialist for the diesel division at MOTUS Aftermarket Parts: MAP, with a topic of the importance of test bench audits and maintenance. His message was about the impact on one's business if one fails to comply with manufacturer's requirements in maintaining test.

The third presenter, Ellen Dekker, Israel: Kings Engine Bearings: International Sales Manager, shared more about her topic - 'advanced bearing materials for advanced engines (an overview of the latest developments in engine bearings materials to meet new engine's needs). Dekker's very technical presentation regarding the manufacturing, and different phases it goes through, had everyone hooked.

The fourth presenter, Omar Chehayeb, Brazil: WERC – Vice-Chairperson, and Conareme representative, shared his topic about 'no more business as usual'.



Rob Munro, AERA: Membership & Technical Development Manager (USA / Canada).



RMI / ERA / SADFA / ACRA / MIWA / TDAFA / MIMA / MPEA - Exhibition Stand at Automechanika – JHB.



Interview with Ellen Dekker, Kings Engine Bearings: International Sales Manager (Israel).



Conference MC: Attie Serfontein: ERA SADFA ACRA National Director, with his wife – Andrea Serfontein.

Cheyaheb is extremely well informed about future trends and disruptive technology. He touched on matters like AI (Artificial Intelligence), future of meetings where it will be possible for a committee to sit in the same room from different countries– this of course will be possible with hologram technology.


Dave Stalker, South Africa: RMI SADFA: Diesel Specialist & SADFA Consultant, then gave a presentation on the factors impacting the future of diesel fuel injection workshops. He shared some vital information which is critical for the survival of the diesel fuel injection fraternity. Even with the rapid change in parts (eg: injectors, being manufactured as one unit) there will be a future for the diesel specialist.

The sixth presenter, Vincent Vallette: Germany – EU: MAHLE: Aftermarket – MEA, shared his topic about innovation in drive systems for future scenarios. Valette showed his passion for the

automotive industry by explaining how hard MAHLE is working on CO₂ emission technology, taking the lead to ensure CO₂ emissions are handled with the correct approach and management. This is a hot topic in the EU, and MAHLE is making some good head-way in this regard.

Rob Munro: USA/Canada, AERA: Membership & Technical Development Manager, then provided an overview on engine news from North America, and talked about how things started for him. He explained how AERA service its membership with value add services, and shared more about how AERA tackle training aspects in the USA. Training is big in North America, as here in South Africa, and will we collaborate on future projects to bring about quality education for learners.

The eighth presenter, Dushyant Sharma: Director, Garima Global Pvt. Ltd., INDIA, shared more about his topic – vehicles made in India and requirements for their spares, and cylinder liners, manufacturing factors determining quality and future trends.

The ERA SADFA ACRA exhibition stand's practical approach, with demonstrations of braking and cooling systems, turbochargers, clutch, diesel fuel injection test benches, and a wide variety of engines proved to be very popular. 

Sponsors

A special heartfelt thank you to all our sponsors, and partners; without which the conference would not have been possible. We look forward to strengthening ties even further, for the betterment, and development of an ever-changing industry.

Triple E Training, CSIR, Ferobrace, Sparks & Ellis, Turbo Exchange, SAGA, Almo Engineering, Garrett, Borger Warner Turbo Systems, MOTUS, Reef Supplies, MAHLE, AERA, Mobilatina, Conarem, WERC, MWM, Toyota, Prosis Pro, Moto Health Care, Cape Supplies, Mafika, Sensum, Tradeon, Pro 39 Studio, Auto Grace Engine Parts, King Engine Bearings.

In conclusion, and on behalf of the RMI, the ARA NEC & REC, conference delegates, presenters, sponsors, stakeholders and partners; we'd like to congratulate the event organisers – especially Joshua Louw: MD, Tracy Gounden: Show Director, and Neil Piper: Head of Content, and of course their team (including NASREC EXPO Centre staff), for pulling off one of the greatest events in Automechanika history. The RMI ARA cannot wait to partner-up again in two years' time, only to do it better.



Understanding your basic consumer rights as a motorist

Understanding the Consumer Protection Act and your basic consumer rights as a motorist is important, says Jakkie Olivier, CEO of Retail Motor Industry Organisation (RMI)

"As an organisation that champions the rights of motorists and service providers in the motor industry we often come across cases where there is little to no understanding of the basic rights as captured in the Consumer Protection Act. This leaves parties open to possible exploitation," he says.

In essence, there are nine basic consumer rights which include: the right to equality in the consumer market and protection against discriminatory market practices; the right to privacy; the right to choose; to disclosure of information; to fair and responsible marketing; to fair and honest dealing; and accountability from suppliers. It also includes the right to fair, just and reasonable terms and conditions, and the right to fair value, good quality and safety.

"There are several sections with in the Act that are particularly pertinent to the buying, maintenance and repair of vehicles. What's important to take note of is that these sections need to be read within the context of the Act as a whole to ensure there are no misinterpretations. We



always advise motorists and service providers to rely on the counsel of legal experts or knowledgeable laymen in the matter,” says Olivier.

No quote, no work

Section 15 of the Act deals with pre-authorisation on service, maintenance and repair work. According to this section a retailer may not charge for a service, maintenance or repairs on a vehicle without the authorisation of the consumer. If the retailer has

proceeded without authorisation and rendered any service on a vehicle, it has acted outside of prescribed guidelines and the consumer has the right to report the retailer for dispute resolution. In Section 15 the consumer has three options relating to the cost of a job – an estimate, a cut-off maximum price or carte blanche to get the job done. The consumer needs to elect one of these three options upfront.

“Be aware that an estimate is determining the possible cost when unknown factors are evident, probably due to a hidden or unseen environment such as the internal components of an engine etc. Although it is not a requirement of the CPA, we believe it is important that an estimate should be followed by a quote – a final document determining the cost to the car owner,” explains Olivier.

A quote or estimate should ideally be in writing, however, in certain circumstances, verbal authorisation will also be acceptable.

In some cases, it is very difficult, or near impossible, for a service provider to look at a vehicle and know exactly what the problem is, how much it will cost to repair, and how long the process will take. In this case a strip-and-quote estimate would be given, which will allow the provider time and scope to ascertain any hidden or latent defects before an official quote is drawn up. Once a quotation is given, no matter what may transpire thereafter, the consumer has every right to hold the service provider to the quoted amount for the quoted work. The quote should include the cost of rebuilding the unit after it has been

stripped. In cases where the consumer has authorised a strip-and-quote estimate, and subsequently declines the quote, the consumer is not entitled to receive the vehicle back in the same condition as it was prior to the disassembly and quoting for repairs, unless this was pre-quoted on. In such cases, the consumer will be liable for the payment of restoration fee.

Section 41 supports Section 15 in that it stipulates that consumers have the right to accurate information, i.e. no false, misleading or deceptive information, meaning that a retailer must supply accurate and correct information during a transaction. This applies to providing an estimate, quote or selling a product. Should you have received incorrect and inaccurate information during a transaction, you have the right to report the matter to the relevant authorities for intervention and investigation.

The RMI has a dispute resolution process in place to assist customers that may be dissatisfied with the services rendered by its members.

“It’s for this very reason that it’s important to use an RMI accredited repairer. That way you can be assured that there will be repercussions for services not rendered adequately,” says Olivier.

He explains that if you are dissatisfied with the job done, your first step should be to contact the RMI directly.

“Give us a call. Register your dispute and once we have all the information, we will engage with the RMI member in order to find a



resolution. We go through a process of facilitation where discussions are held between all parties,” he says.

Quality is your right

The right to a quality service to be rendered is covered in Section 54. This section stipulates that a retailer must inform you ahead of time if the repair will take more time than initially agreed upon.

“You have the right to quality servicing within an agreed upon timeframe. If this is not the case you are within your right to escalate the matter with the retailer,” explains Chanique Rautenbach, Associate at Barnard Inc Attorneys.

The section also covers damage to your vehicle. In the case where the retailer has damaged the vehicle during the repair or service, it is the responsibility of the retailer to remedy the situation. This covers any and all damages that may have occurred.

“It is important to note that the consumer is not entitled to have the vehicle repaired to a condition that is better than what prevailed prior to the damage occurring,” she adds.

When buying a vehicle, according to Section 55, a product, in this case a vehicle, should be able to deliver service or perform the task for which it was created. This means that the vehicle should be of good quality, free of any defects and be in an operating condition. It must also be durable and useable for a reasonable time period, unless it was bought at an auction, in which case a different set of requirements apply. Be aware



of any exclusions that have been recorded on the offer to purchase, as these exclusions will not be covered by any warranty or guarantee.

Rautenbach explains that consumers must remain mindful of the fact that, when buying used goods (vehicles, parts or accessories), these goods will be subject to a warranty that covers these goods after fair wear and tear, considering the age and mileage of these goods. In addition, consumers should be aware that goods, such as electrical equipment or parts, will usually have a warranty condition that requires them to be fitted by a qualified professional and, often, an accredited RMI member.

Did you know that retailers have to return old or replaced parts to the vehicle owner after a service? This is according to Section 67 of the Act.

“The point of this section is to encourage transparency when it comes to the replacing of parts,” says Rautenbach. “As a consumer you have the right to ask for the old, replaced parts.”

It is important to note, however, that the section excludes this obligation if the work is done under warranty, insurance claim or paid for by a third party.

“As an organisation that champions the rights of motorists and service providers in the motor industry, we want to see an increased awareness of these consumer rights. It ensures better communication between consumers and service providers and ethical trading,” says Olivier.

Warranties and liabilities

How confident are you as a motorist



that you understand your rights with regards to your vehicle and the servicing, maintenance and possibly even the buying and selling thereof? Sections 56 and 57 of the Consumer Protection Act focus on warranties. Section 57 relates to the warranty on repaired goods. According to the Act, a retailer must guarantee reconditioned or new parts installed during any repair or maintenance work for a period of three months.

“We encourage all RMI members to provide a warranty of six months for workmanship applied which we believe sets us apart in the industry,” says Olivier.


Section 56 speaks to implied warranty of quality. It is implied in the section that, where exceptions don’t apply, products should carry a warranty of at least six months. The consumer may return goods to the retailer if the goods do not comply with the requirements of this section. In brief, the consumer may return the goods within six months without paying a penalty fee. The risk rests with the supplier. The retailer should either repair, replace or refund the product at the sole direction of the customer. Should the consumer be found responsible for the product failure i.e. misuse or abuse, the retailer will be exonerated from any further liability.

In the case of the purchase of an item, warranties will only apply in the event that the item is fitted by qualified persons, and often accredited RMI members. If this is not done, the warranty will become void.

Goods purchased at an auction are subject to different conditions, which the consumer should be aware of. New and used purchases are treated in an almost identical way in terms of the implied six-month warranty. Only fair wear and tear may differ on used goods unless the goods are sold subject to a specific condition as set out in Section 55 of the Act.

“Another section worth being familiar with is Section 61 which focusses on liability on damages,” says Rautenbach.

According to this section a consumer can claim liability when injury or sickness sets in due to the retailer’s doing. Liability can also be claimed in cases involving physical damage to movable or immovable property and where damage or harm has resulted from not enough instructions or warnings being given.

“Your vehicle is the second largest investment you will make after a house purchase. It is important that you understand that you have rights when it comes to your vehicle and that you can exercise your rights. These rights are in place to protect consumers and businesses. We always advise motorists and service providers to call on the counsel of legal experts in the matter,” concludes Olivier. 



A new shift in direction

Where belonging matters



ARA



NADA



SAMBRA



SAPRA



SAVABA



TEPA



VTA

The Retail Motor Industry Organisation (RMI) has played a definitive role in the motoring industry of South Africa ever since its inception in 1908. It has a proud heritage, representing almost 8 000 members nationally. The RMI brand is locally and internationally recognised for the key role it plays in ensuring its members deliver top class service to motoring customers

"We are now excited to be shifting gear and looking to the future as part of our New Thinking Model (NTM)," says Jakkie Olivier, CEO of RMI. Olivier says the organisation has embarked on an evolution, not only of what the brand stands for, but how it is represented.

Olivier explains that this was not a change purely for change sake. The primary objective of the design brief was to unify a group of 13 different constituent association's logos that have developed at different times and in different ways.

"Our aim," says Olivier, "was to consolidate and unify all logos as a family that could live together in a group well into the future under the RMI umbrella, without the confusion of the previous logos. It was also the ideal time to look at new identities as many of our associations have merged in line with our new business model. Earlier in the year we took the decision to consolidate some of our associations into stronger, more aligned businesses."

Olivier says the organisation has effectively moved from having 13 different associations to eight strong associations all falling under the strong RMI brand.



Associations explained

TEPA - Tyre, Equipment, Parts Association.

The Motor Parts and Equipment Association (MPEA), the Motor Industry Manufacturers' Association (MIMA) and the Tyre Dealers' and Fitment Association (TDAFA), have consolidated under the new TEPA brand.

ARA - Automotive Remanufacturers' Association.

The three specialist fields within the remanufacturers' trade sector of the motor industry - ERA (Engine Remanufacturers' Association - automotive engineers), SADFA (South African Diesel Fuel Injection Association - injectors and fuel pumps), and ACRA (Automotive Components Remanufacturers' Association - various components) have all consolidated under one strong new brand.

NADA - National Automobile Dealers' Association.

NADA now incorporates the Motorcycle Dealers' Association (MDA).

Complementing these three new entities are the balance of the associations including:

SAMBRA – South African Motor Body Repairers' Association

MIWA – Motor Industry Workshop Association

SAVABA – South African Vehicle and Bodybuilders' Association

SAPRA – South African Petroleum Retailers' Association

VTA – Vehicle Testing Association




The re-design would not have been complete without looking at the overarching RMI brand. The new RMI has retained its oval shape and has been reduced to two strong colours giving it a fresh and modern appeal without losing any of its rich heritage.

The new logos have been specially designed using a common custom-made font and a limited palette of colours to further unify the RMI family. Careful attention has been paid to ensure the logos are strong and impactful to work at various sizes and across multiple platforms. The unifying mark – Proud Association of RMI – will unite and pull all the various logos together to present a united and professional front.

"The RMI and its associations have a very strong heritage and legacy and we were careful in the redesign not to lose any of this history which is so important to all our members and key stakeholders," says Olivier.

The result is a dynamic family of modernised and unified logos all working well under one umbrella group. They are unique from each other and separate from the strong RMI brand.

"We will be rolling out all of the new logos over the next couple of months so you can look forward to some exciting changes. We are paving the way for the RMI to be established and registered as a Professional Body for Automotive designations. Once implemented this will professionalise jobs in the automotive industry. We hope you are as excited about the new corporate identity as we are. It is much more than an aesthetic change – it is an identity that reflects our transforming modern organisation," concludes Olivier. 

PROUD RMI ASSOCIATIONS



RMI – The RMI is the umbrella body under which each of the eight proud associations fall. It has a proud heritage as the leading voice in South Africa's automotive aftermarket and care has been taken to retain this legacy while at the same time modernising the logo to reflect a new shift in direction and energy. The RMI logo is the most visible part of our identity as it represents a guarantee of professionalism and peace of mind.



ARA

The consolidation of three similar strong trade sector associations operating together in the remanufacturing trade sector formed the foundation of the new logo. The universally recognised engine icon was used as the central design. It is made up of three colours that represent the three amalgamated strengths namely: automotive engineering, automotive components and diesel fuel injection. The spark, strategically placed in the centre, is a powerful symbol of a healthy engine. It symbolises igniting a remanufactured engine and refers to new beginnings.



MIWA – The MIWA logo has retained its strong red heritage of an association that represents independent aftermarket workshops, but has been modernised and simplified. It is still instantly recognisable but projects a fresher image which stands proudly for quality and superior workmanship. The modern icon represents our committed approach to supporting change in the industry, and preparing for future technology.



NADA

The new NADA logo facilitates the interface between dealers, OEMs, importers, government and other key stakeholders. This two-way communication is at the heart of what NADA does best in finding

dynamic solutions to dealer issues. The two-way flow, coupled with the diagonal lines of the existing logo, has been built into a dynamic 'N' shape that is bold and unique. It retains its heritage blue so that the colour, the name and the 'N' all speak of NADA – but in a fresh and exciting way.



SAMBRA

The SAMBRA logo has taken the universal imagery of a handshake as inspiration. It represents a stylistic representation of hands about to interlock and an 'S' is visible in the negative space. The two hands interlock in perfect symmetry. The imagery represents the role SAMBRA plays in taking the hands of those in need and connecting customers with a reputable and reliable partner. It talks to its focus on building connections, embracing change and rewarding excellence.



SAPRA

A striking new symbol representing a simple drop of fuel is used as the indicator needle on a fuel gauge. The needle points to the full side of the dial speaking of the positive attitude that epitomises SAPRA. The needle is purposely not red but depicted in a stylised petrol green colour to further tell the SAPRA story of representing and promoting the interests of petroleum retailers in South Africa.



SAVABA

Body panels are shaped into cylinders that make up an 'S' in a very stable, geometric style. This makes for a strong balanced symbol and also speaks of the discipline and precision that goes into crafting the final products. The tubes that make up the symbol appear to be both travelling towards the viewer and away from the viewer at the same time, helping to create the feeling of three-dimensional space.




TEPA

As the legitimate voice of the tyre, equipment, and parts industry in South Africa, the logo of this newly-consolidated association depicts the multi-directional business and interactions between members and the intermediary role played between, business, the consumer and government. The strong 'T' represents multiple roads to and from the new association, over a circle of 360 degrees. This binds all these components together from all directions.



VTA

The circular shape of the logo speaks of the motoring industry – from wheels to cogs to street signs. The tick is a widely used symbol – from academics to heart-friendly ingredients. With VTA representing private vehicle testing stations in South Africa, the symbol aptly symbolises certification and endorsement. The design has been simplified while retaining the heritage of the known and trusted symbol of the tick mark. 

Looking back and pushing forward

2019 was a year to be reckoned with, marked by a struggling economy, political and social turmoil and low consumer and business confidence

"Financial pressure on consumers continued to increase during the year, which impacted on our members, associations and the RMI as a whole," says RMI CEO, Jakkie Olivier. "Despite this, and many business closures, the RMI's strong drive on member retention ensured a growth in membership numbers."

He says prudent financial management continued to pay off and the RMI's financial position remained strong at the end of the financial year in June 2019. "Our financials reflect surpluses, a position that is expected to extend into the 2020 budget, with the upward trend anticipated to continue."

Subscription revenue rose and the RMI's improved credit control, quicker membership subscription recovery and higher interest earned on investments contributed to a satisfactory increase in revenue of 5% for the period under review (July 2018 to June 2019).

"Our two Department of Higher Education and Training (DHET) initiatives for Automotive Motor Mechanic and Diesel Mechanic Trades will continue to generate ongoing income until completion in 2022," says Olivier.

Transformation and Training and Skills Development remain top priorities, he

adds. "In terms of transformation, our Transformation Committee released the RMI's Position Paper this year on the business approach to BEE for sustainable and inclusive growth. The RMI is fully committed to accelerating transformation together with its various associations and members, government and key social partners, including organised social labour. A particular focus area for the RMI is the development of small and growing black-controlled business enterprises. To this end, good progress has been made in association with the National African Association for Automobile Service Providers (NAAASP). During the year, 356 NAAASP members were granted free membership to the RMI and a national roadshow aimed at equipping these new members for business growth was presented, together with Seda and the Department of Trade and Industry."

The design of a NQF level 2 course for NAAASP members was commissioned during the year and a pilot project with 42 NAAASP members was also successfully launched.

"On the training front, the RMI continued to seek solutions and drive projects to support employers with re-skilling and upskilling their employees, while the association continued on its quest to deliver the Fourth Industrial Revolution (4IR) solutions

for our industry," says Olivier. He says good progress has been made and a partnership with the Institute of the Motor Industry (IMI) was established to work together on a merSETA-commissioned research project. "The project included developing a three-step online Return on Investment (ROI) calculator to encourage employers to employ apprentices, as this is one of the cornerstones of 4IR."

During the year, progress was also made on the establishment of a professional body for the industry, and the initial investigations have now resulted in the identification of suitable electronic member management information system platform, which meets the SAQA recognition requirements.

Through its regional presence and various initiatives, the RMI again assisted members in the areas of skills development, employment equity and other projects. "The RMI regions are geared to deliver quick and efficient service to our members. The regions were particularly successful in addressing and resolving IR issues."


The RMI's Regulatory Compliance Department continues to provide members with assistance in managing the risks and challenges associated with the quagmire of government compliance guidelines and requirements. Olivier says

RMI FEATURE



the ultimate aim, as an organisation is to ensure that members conduct their businesses in full compliance with all national and international laws and regulations that pertain to the motor industry.

“Two special projects were also launched during the year – the RMI Regulatory Compliance Manual was approved by the RMI board, and Project Compliance was launched to curb illegal businesses in the industry,” he says.

“While I am only highlighting a few areas of the RMI’s initiatives aimed at the improvement and strengthening of our industry, our members’ businesses and the safety of the general motoring public, these projects are tangible proof of the RMI’s total commitment to our members, our industry and our country. As an organisation we continue our single-minded focus on delivering on our promise to business that belonging to the RMI is better business and for consumers that our voice is your peace of mind,” concludes Olivier. 

1908	The South African Society of Motor Traders (MTA) was formed.
1919	The first official magazine the MTA Bulletin was published (known now as the Automobil).
1920	Name was changed to The South African Motor Trade Association Limited (SAMTA).
1925	The South African Motor Trade Association Limited created divisional (regional) offices in Western Cape, Eastern Cape, Border, Free State, Northern Cape, Natal and Transvaal.
1947	South Africa Motor Industry Employers’ Association (SAMIEA) was formed.
1950	The following constituent associations were formed: National Vehicle Dealers’ Association (now known as NADA); National Automotive Service and Maintenance Association (now known as MIWA); National Motor Parts and Equipment Association (now known as TEPA) and National Retreaders and Tyre Dealers’ Association (now known as TEPA).
1962	The name was changed to Motor Industries Federation (MIF).
1999	The Motor Industries Federation (MIF) and the South Africa Motor Industry Employers’ Association (SAMIEA) merged to form the Retail Motor Industry Organisation (RMI).
2019	RMI launches a brand new identity and consolidates its 13 constituent associations into 8 strongly aligned businesses.



RMI Connect

The RMI Connect mobile app is now available on Play and Apple stores for you to enjoy. Find an RMI accredited member now in your immediately vicinity. Search for any type of motor-related business and find the best member to assist you in your need.

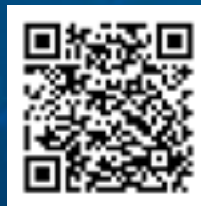
Members now have access to all compliance documentation and value-added services that RMI has for their accredited members.

RMI share all their events with members and consumers. All the detail is available, enabling you to join us at the events.

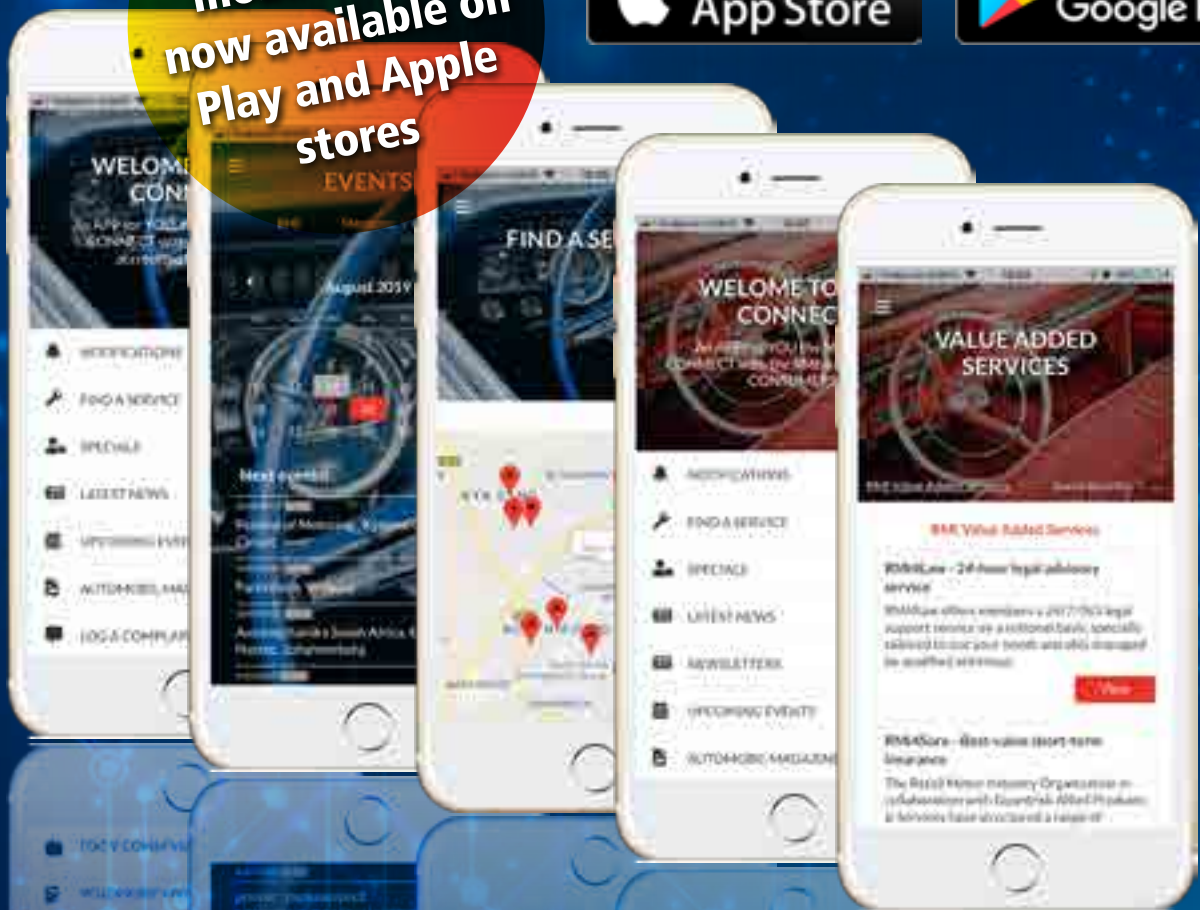
RMI members can order their stationery now from their app and in their region, and contact us for any enquiry when they have an issue from the Enquiries section on the app.

RMI provide consumers with the latest RMI news and the *Automobil* magazine on the RMI Connect App. Send us any complaint about our members so that we can ensure they are compliant.

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RMI gets serious about TRANSFORMATION

The time for revving up the pace of transformation and providing support for smaller businesses within the informal automotive sector is now. This was the strong underlying message at an RMI Economic Transformation event attended by key industry and government stakeholders last month

Key stakeholders such as SEDA (Small Business Development Agency), NAAASP (National African Association of Automobile Service Providers), AIDC (Automotive Industry Development Corporation), merSETA and the DTI, were all present. Jakkie Olivier, CEO of the Retail Motor Industry Organisation (RMI), emphasised the fact that transformation is far more than just BEE compliance.

"It is much bigger, and, as a leading voice in the automotive aftermarket sector, the RMI wants to encourage existing businesses to find ways of supporting small business, pulling in the thousands of informal businesses that exist in the sector."

Eighty percent of accredited RMI business owners are, in fact, small to medium size business owners and this is where the growth and employment opportunities that are going to drive the economy will come from.

"If we can start migrating the informal business into the formal sector so that they become compliant and meaningful contributors to the economy, we will have a far stronger sector," he says.



Left to right- Jakkie Olivier (RMI), Jeánné Esterhuizen (RMI), Ntokoza Majola (SEDA), Martin Mboweni (NAAASP) and Joy Oldale (RMI).

It was agreed that future employment would not come from the large manufacturers but from the smaller businesses so it was imperative there was a meeting of minds and a plan to use the funds available from the private sector and discretionary grants from government to develop the necessary skills and training infrastructure.

"It is critical that we strengthen our current partnerships with agencies

like SEDA, AIDC and NAAASP so that we can provide an environment in which small business programmes can thrive," says Olivier.

One of the challenges of the initiative is the ability to find ways of keeping township business within the townships.

"We need to supply the right skills training and equipment support so that this revenue can stay within the

informal sector and can start making a meaningful contribution to overall economic growth," he says.

"We recognise that the RMI needs to partner with others in order to accelerate transformation. Up until now we have had great initiatives with TVET and training institutes and with government, as well as encouraging youth employment through the YES (Youth Employment Service) programme and encouraging employment through the automotive value chain of the RMI, its constituent associations and membership but we need to do more."

"We want to provide more procurement opportunities to black businesses by creating a platform to link established businesses and corporates with black-owned SMEs," says Joy Oldale, the RMI's Transformation Director.

"We've initiated a training programme for small businesses in this sector to bridge them from the informal to formal sector, and are trying to facilitate access to funding where small and informal businesses can acquire the necessary tools and equipment to become RMI accredited and compliant."

Through various initiatives and national roadshows, the RMI signed up 325 informal businesses as development members. Other successes include a RMI pilot programme funded by merSETA to train 42 businesses in new venture creation and a Memorandum of Understanding (MoU) between the RMI and SEDA to provide coaching, mentoring and leadership training to all NAAASP members – all offered free of charge by SEDA.



Jeanne Esterhuizen (RMI President) with Joy Oldale (RMI Transformation Director).



Feroose Oaten and Joy Oldale.

The success of this was reinforced by Isaac Boshomane from Khabo Cars and a NAAASP member himself. Boshomane is a strong proponent of big and small businesses working together to close the gap between theory and practice. Boshomane is also adamant that there is no room in the industry for an entitlement mentality. He has already trained 60 artisans from the township and will be training a further 63 – 16 of whom are women. He will be opening

businesses for nine of these women to work together, almost in a co-operative manner, but to succeed they will need infrastructure and financial support, initially from the Tshwane government.

Sheryl Pretorius, Chief Operating Officer of merSETA, responsible for, amongst others, the retail motor industry, says race and gender transformation statistics from sector skills plans still remain a bit skewed. Up to March 2018, 76.4% of employees were male, and 60% black African, 22% white, 13% coloured and 5% Indian. However, whites dominate between 60% and 49% of upper and middle management respectively, while people with disabilities represent only 2% compared to the target of 7%.

"Yet 91% of all learners registered in 2017 were non-white. There have been slight improvements in representation, but it is not sufficient," she says.

Closing remarks from Jacob Maphutha, DTI Chief Director and Head of the B-BBEE Policy, summed up the challenge, saying it was now time for plans to be taken off the table and put into action. Implementation with clear targets and milestones were key.

"Transformation, growth and investment are all inextricably linked and we need to pull as many participants into the mainstream economy as possible. We need to increase the aggregate so we can build world-class, black-owned enterprises which also empower their employees and workers through meaningful ownership. We can only do this through valuable public-private partnerships with organisations like the RMI and its affiliate partners," concludes Maphutha. 



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New Improved Workshop.

Getting to know Andrea

Andrea Bogner is the proud owner of Bogner Motor City Workshop, a women-owned and women-run auto mechanical and electrical workshop



Skills 4 Life Woman Events.

Bogner Motor City Workshop was established by my father just over 28 years ago. He started working from home, and it grew over the years into a beautiful 4-star RMI MIWA Workshop. Just over four years ago, my dad passed away very suddenly. I had always helped my dad out in his business, but never thought I would be the one running it on my own. At the time of his passing my dad had over 42 years of experience as a Diesel Mechanic. I didn't have the qualification, or the experience.

My strong point has always been that I am a good delegator. So, how did I put my strength to its best use? By placing the correct people in the correct positions and managing them. I have owned and managed other businesses in the past. The basic principle of every business is the same, it's just the product or service that differs. That is the logic that I apply in all my business ventures as an entrepreneur.



Old Workshop.



Andrea (left) was a motivational speaker at CMR Gauteng East. Pictured with Ghapi (right).

I am open to learn and have the willingness to grow. I am extremely strong willed and persistency and consistency are two of my key points to success.

So, here my toughest journey began, the day my dad passed away.

I went to my first RMI MIWA Members Meeting in November 2015. My dad passed away October 2015. At that time I felt hopeless because like in most mechanical family-owned businesses, the owner is the most qualified. I had to do something or find direction. This is where I met the MIWA Highveld ViceChair, Mr Naidoo at that time, and it changed everything. I quickly got involved with key players in the industry, and moved around within the circles of the RMI and applied the lessons that I learned. Today I am a RMI Board Member, RMI Highveld Chair Lady, MIWA Highveld Chairlady, and I serve on MIBCO MGB and the merSETA Motor Chamber.

I have had so many mentors and teachers, my dad being the most important one.

Being a 'daddy's girl' I followed and mirrored him, growing from all the experiences we went through in business and personally. My close spiritual friends have helped me attain mental and spiritual growth, and books, seminars and retreats have also added to my personal and professional growth. And, of course, the RMI is full of exceptionally good leaders. Most of the growth came from within, by allowing myself to make endless mistakes, but always ensuring that I 'fall forward', not down.


I have equipped myself and qualified as a NLP Life Coach, Reiki Healer, Fire Walking Instructor, Motivational Speaker and entrepreneur.

I have learned that in leadership one does not have to be perfect to lead. Just always be true to yourself. People always ask me, when I coach them, "How can I help someone, when I am broken myself?" This is especially the time when you help

someone, because out of their healing your healing comes automatically.

My best advice for when you're going through a hard time is go and help someone and go have fun, and always find time to do what is important to you on a daily basis – mine is exercising, reading and learning and spending time with my family

As part of my motivational involvement in the community I climbed Kilimanjaro for the cause of abused animals and babies in 2018. On a regular basis I get involved with projects of woman empowerment and woman in leadership and motivational speaking events.

I have a beautiful 'almost' five-year-old son, and recently got married to an amazing man. Balancing all of this is challenging at times. I believe in building strong trustful relationships with strong foundations. This is one thing in your life you can have control over – the people you build relationships with and who you surround yourself with. 

GUD celebrates 70th anniversary

2019 marks 70 years since GUD Filters began manufacturing premium automotive filters for the local market

From humble beginnings in 1949, the iconic filter manufacturer has cemented its reputation as a reliable, trusted, home-grown brand that strives to ensure great engine protection for customers every step of the way.

As the industry leader celebrates this milestone anniversary, Chris Haworth, CEO, GUD Holdings proudly shares the South African brand's secret to continued success.

"A GUD filter is not just a product; it's a brand that evokes memories of fathers and sons working together on vehicles in their garages. It is a brand trusted by South Africans known for its quality and reliability to meet service intervals. Celebrating a 70th anniversary milestone is a significant achievement, especially in the current economic climate. We are honoured that South Africans continue to choose GUD as their number one filter brand."

Product development has come a long way from the original designs, which included cotton waste, pleated with wire and cans stuffed with papier-mâché, to eco-friendly metal-free filters for the modern vehicle engine in the 21st century.

GUD's product range has grown exponentially from 60 part numbers for 63 vehicle applications in 1949 to over 7,000 part numbers today,




GUD filters factory.

covering more than 9,000 vehicle applications and 93% of the vehicle makes on South Africa's roads.

A cornerstone of the company from their early beginnings was a commitment to manufacturing premium quality filters. GUD was the first filter manufacturer in the country to have a specialised filter laboratory for research, development and quality testing. Seventy years later, they continue to invest in advanced laboratory equipment to ensure their filters meet the highest international filtration quality and performance standards. This also enables them to consistently improve products to meet changing environmental and customer requirements.

Their commitment to quality has resulted in long-term partnerships with leading vehicle manufacturers – among them Toyota SA, Volkswagen SA and General Motors – and earned the company many accolades including Supplier of the Year and Supplier Merit Awards from OEM and P&A customers.

The brand continues to expand its footprint locally and internationally with warehouses in Zimbabwe, Mozambique and Zambia to meet the needs of a growing African market.

"It is an exciting time in the automotive industry right now, and with 70 years of experience behind us, we're thrilled to be looking forward and discovering new ways to drive excellence in the automotive market." says Haworth. 

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Isuzu teaches pre-schoolers to reduce, reuse, recycle

An empty cold drink can or milk bottle has an entire new meaning for a local community in Zwide, Port Elizabeth

In November, pre-schoolers and parents from Qhamani Pre-School learned all about turning waste into meaningful resources.

Isuzu Motors South Africa (Isuzu) has adopted the pre-school, which is situated a few kilometres away from the Struandale assembly plant, and provides schooling to over 70 children from ages two to six years who live in Zwide and surrounding areas.

Isuzu's Environmental Manager, Ncedisa Mzuzu, said the school was introduced to the benefits of using waste as a resource in order to generate additional income.

"As a coastal city, bulk waste which is not correctly managed in the different areas, potentially end up in the ocean. We need to manage the issue of pollution from source and that is why this initiative is so important to reach the community at a grassroots level. By teaching the children to recycle, they will not only influence the way their parents behave, but also future generations to come," said Mzuzu.

Partnering with local recycling business, The Waste Trade Company, Isuzu donated two bakkie-loads of waste that employees from the Struandale plant collected from their homes to boost the volumes at the school's drop-off point. Waste Trade will buy the recyclable waste from the school and continue to do so on a regular basis.



Teaching the children about responsible waste management and recycling are Qhamani Pre-School Principal Nonzame Mbana, back, The Waste Trade Company's School Project Coordinator Emmy Nxayeka, with puppet 'Nondalo', middle row left, Isuzu Motors South Africa's Paintshop and Environmental Manager, Ncedisa Mzuzu and front pre-school learners Bulungisa Cengani (6), left and Zingce Melani (6).


Isuzu donated recycling bins for use by the school for waste separation while Waste Trade put on a puppet show with their puppet, Nondalo, who taught the children, parents and teachers about recycling.

The waste commodities are weighed per kilo and the money generated from the waste will be paid directly to Qhamani Pre-School. The Waste Trade Company's School Project Coordinator, Emmy Nxayeka, said they would be emptying the waste bins regularly.

"We will be emptying these recycling bins on a regular basis and other corporate companies are welcome to donate their bulk waste, which we will collect, for the benefit of the school to receive a rebate in cash that will be paid into the school's account," said Nxayeka.

Qhamani Pre-School Principal Nonzame Mbana said she was excited about the recycling programme at the school. "It has great potential, because fundraising is very difficult. This way we can be self-supporting, and the parents have been great with sending a lot of plastic bottles and glass bottles to school," said Mbana.

Chairperson of the school's governing body, Thembeke Gidimi, said as a parent of the school she was very appreciative of the support received from Isuzu in starting up this recycling initiative at the school.

The long-term vision for Qhamani Pre-School is to start a recycling swap shop similar to those established in Walmer, Colchester and Seaview where community members can swap recyclables for food and clothing. 



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Friction inside the engine

The role played by lubrication

Friction is often an engineer's enemy but it can also be his friend. It is an enemy when an engine's full power is needed to maintain a car's maximum speed against the resisting frictional force of the air rushing past. It is a helper that engineers can utilise to stop a car by means of relatively small brake pads or transmit a lot of power through a very small clutch plate

When engine parts are in touch and surfaces move with respect to each other this frictional resisting force causes an increase in temperature and results in accelerated wear rates. The size of the force depends on the magnitude of the clamping load that keeps the parts together as well as the roughness and material nature of the contacting surfaces. Sometimes, such as in the case of road tyres, the frictional force also depends on the temperature.

If we use the letter R to label the force keeping the parts together then we can find the frictional force from the equation $F = \mu R$ where μ (Greek letter Mu) is the coefficient of friction and F is the frictional force. This means that μ is a fraction that tells us by how much the clamping force must be multiplied to get the resisting force. In general this frictional force is always less than the clamping force (μ is less than one) but in the case of a dragster accelerating at 5g the value of μ is larger than one.

LUBRICATION THEORY

The rise in temperature as well as the wear rate is greatly reduced by introducing oil or grease into the contact areas. Some of the lubricating oil molecules tend to adhere to the solid surfaces, and resist being squeezed out, so that most of the sliding movement takes place between the layers of oil molecules near the center of the lubricant layer. If you slide one block over another while there is a layer of oil between them you will be able to experience the four main forms of lubrication whose development depends

on the speed of the movement as well as the oil viscosity: Boundary or thin film lubrication. This occurs when the surfaces are still able to touch each other all the time or occasionally. This will be the kind of lubrication you experience when you first start moving the block. The friction level will be high. Thick film lubrication occurs if you move the block fairly fast. The oil will lift the top block far enough away to eliminate any physical contact and the coefficient of friction will drop dramatically. If you were able to move the block really fast, the oil would form a wedge shape underneath with the block, lifting it at the front like a speed-boat in the water. This will lead to a significant pressure developing under the block so that it would now be able to carry a high load without the oil film rupturing. This is called hydrodynamic lubrication. In an engine any rotating shaft that gets a sufficient amount of oil will experience a wedge-shaped layer of oil between itself and the bearing. This will develop a pressure that is very much higher than the delivery pressure of the oil. This is what happens when a crankshaft rotates in its bearings; the pressure inside the bearing shells are hundreds of times higher than the pressure shown on the oil pressure gauge. If the pressure squeezing the blocks together in the above example is very high the lubrication process will break down unless special oils are used. This is referred to as extreme pressure lubrication.

FRICION INSIDE AN ENGINE

The power developed by an engine



on top of the pistons is known as the indicated power while the power developed at the flywheel is called the brake power because it's usually measured on an engine dynamometer (also called an engine brake). The difference between these two is the power lost due to friction inside the engine. The brake power divided by the indicated power, expressed as a percentage, is the mechanical efficiency so that mechanical efficiency equals (brake power/indicated power) x 100.

Older engines have a mechanical efficiency of about 75% while modern engines are approaching 90% due to various measures that have been taken to improve efficiency.

The indicated power inside an engine can be determined in two ways. Pressure and volume sensors inside the combustion chamber will enable a computer to draw a pressure/volume diagram showing the variation in these

factors during one complete cycle of operations. The indicated power can be calculated from the diagram.

A very interesting way to find the indicated power is by means of a Morse test conducted on an engine while it is running on an engine dynamometer. In my younger days I worked for Chrysler SA as a dynamometer technician in their Cape Town assembly plant and performed this test on a number of occasions.

The test is conducted on an engine that has been stabilised at a chosen full-throttle speed. Each spark plug lead is removed in turn so that the engine runs on the remaining cylinders and the dyno load is lowered to return the engine to the previous steady speed. The reduction in power output then experienced represents the indicated power missing from the non-active cylinder so that the sum of all the drops in power when each

cylinder is shorted out in turn is a measure of the total indicated power.

The power lost due to friction can be also measured directly by arranging for an engine to be motored by an electric dynamometer with the throttle wide open. The power required to rotate the engine at various speeds is the power lost due to friction.

The power taken from the engine to operate various components or accessories such as oil pumps, water pumps and alternators is automatically added to the frictional losses when any of the above methods are used.

The frictional losses obviously depend to a large extent on the engine load and speed. This variation can be estimated from the following formula:

$$\text{Frictional power loss} = B + SN + TN^2$$

Where $N = R/\text{min}$ and B , S and T have the meanings shown below: **B** represents the boundary friction that occurs at low engine speeds when the oil supply is often not enough to prevent occasional contact between engine parts. This applies to especially to the piston rings and cylinder walls at top dead centre (TDC) and bottom dead centre (BDC) when there is practically no movement between the rings and the cylinder walls as well as the main and big-end bearings when the engine is rotating slowly or during sudden full-throttle acceleration. **S** refers to the losses due the hydraulic shear that occurs inside the oil layers that have been established between parts. This obviously increases as the engine speed increases and depends on the oil viscosity as




well as engine temperature. **T** is a measure of the so-called pumping losses ie the losses incurred due to gas being pumped in and out of the engine. This term increases with the engine speed squared and is very much smaller in a diesel engine where the airflow is not restricted by a throttle valve. Most of the power lost due to friction shows up as an increase in temperature in the oil or the cooling water. In fact, the oil flow is responsible for carrying a lot of heat away from the engine components.

The pistons and their rings are the major source of frictional power loss in an engine, with the greatest loss occurring near TDC and BDC as mentioned above. As the piston speeds up on its way to a maximum speed the greater velocity ensures that full hydrodynamic lubrication takes over which is why most of the wear takes place at the ends of the cylinder. At full throttle the rings and piston assembly contribute about 50% to the total frictional loss due to the large forces acting on the pistons but this reduces to 75% at light loads. The frictional losses during the intake, compression and exhaust strokes are considerably lower than during the power stroke when the down force on the pistons is considerably higher.

There has lately been a trend to reduce the number of rings or reduce the ring thickness to reduce frictional losses. Piston coatings have also become popular in an effort to

reduce losses in this area. This is also the reason why most modern pistons have been designed to operate without skirts. Some German manufacturers have reduced the frictional losses incurred by their piston ring sets to such an extent that oil consumption has become a major concern for their customers.

The valve train is responsible for about 25% of the total friction with the crankshaft bearings adding another 10% and engine-driven components and accessories contributing 15%.

On the latest engines many accessories are driven electrically. This reduces the continuous frictional losses experienced by the engine but replaces them with an additional load on the alternator that is still driven by the engine. The advantage is that components like the water pump and the oil pump no longer have to work at speeds determined by the engine but can be controlled to work at a pace dictated by the need for cooling water or oil. On some engines the alternator is shut off during acceleration to add an extra 5kW to the available power but it does mean it has to work harder at other times to keep the battery happy. 

Jake Venter has worked as a mechanic, as an engineer in an engine assembly plant and as a lecturer, but now prefers journalism.





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The various industry sectors are covered by five chambers within the merSETA: Metal and Engineering, Auto Manufacturing, Motor Retail Components Manufacturing, New Tyre Manufacturing and Plastics Manufacturing.



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LEADERS IN CLOSING THE SKILLS GAP

Smart Mobility Competition winners

Early in August 2019, the Bosch Africa Mobility Solutions team launched a competition to find Africa's best smart mobility start-ups who are looking to solve Africa's mobility problem. With 222 entries received from 27 countries in one month, the judging panel had a tough job to find the top ideas. The winners won a share of a \$30,000 cash prize and the opportunity to collaborate with Bosch

Yves Nono, Vice President – Bosch Mobility Solutions, sales region Africa commented: "Africa currently faces significant issues around the topic of mobility; with a growing population, these issues will only be exacerbated. Now is the time, we need to find smart mobility solutions for the future Africa."


"Solving the challenges in Africa is a key focus for Bosch where mobility is a cornerstone of Africa's economic growth factors. This initiative further supports local talent with innovative ideas in solving today's problems for tomorrow," says Markus Thill, President Bosch region Africa.

The judging panel selected the top 11 start-ups from seven countries in Africa. On 5 November 2019, the top



Winners: From left to right: Markus Thill, President Bosch region Africa; Ambima Munza and Jehiel Oliver, Hello Tractor; Bernd Heinrichs, Executive Vice President & Chief Digital Officer Mobility Solutions, Bosch; Wyclife Omandi and Sonia Kabra, BuuPass; and Yves Nono, Vice-President, Bosch Mobility Solutions, sales region Africa.

11 faced-off with the judging panel in the last round, where the winners were decided. The winners are Hello Tractor founded by Jehiel Oliver from Nigeria, and BuuPass founded by Wyclife Omandi from Kenya, each winning \$15,000 and a three month accelerator programme from Bosch. Hello Tractor is a digital platform and a farm equipment-sharing application that connects tractor owners and smallholding farmers in sub-Saharan Africa.

BuuPass works with transport operators to provide digital solutions that seamlessly facilitate convenient and reliable movement of commuters. 



Yves Nono, Vice President, Bosch Mobility Solutions, sales region Africa.



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Rigidity within the context of labour law

In many instances, employers are required to deal with employees who have contravened the law. An employee may have been arrested and consequently, after having been found guilty by a court of law, been incarcerated for a transgression. Depending on the severity or type of criminal offence committed by the employee, an employee might be imprisoned for a long time

An employer will naturally have to consider the manner in which it approaches the employment arrangement having regard of these prevailing new circumstances. Does rigidity find applicability within the context of labour law? This issue was considered in the recent matter of *Molehe v Public Health and Social Development Sectoral Bargaining Council and Others*.

The employee was employed as a social auxiliary by the Department of Social Development, Free State Province, since 1980. The employee was arrested in relation to charges of bribery and corruption, subsequently found guilty on those charges, and directly imprisoned. The employee was incarcerated on 14 September 2011 and was released early on 2 July 2012, despite his four-year sentence. The employer served a notice of termination on the employee on 14 March 2012. The employee's services were terminated due to his incapacity in circumstances where – so it was argued – the employee was unable to perform his expected duties.



Upon his release, the erstwhile employee referred a matter of unfair dismissal to the relevant bargaining council. The arbitrator found the dismissal to have been procedurally unfair and awarded three months' compensation to the employee.

The arbitrator determined that the employer elected to terminate the service of the employee on 14 March

2012 due to his inability to perform his duties. The arbitrator also attached substantial weight on the fact that the employer did not conduct a disciplinary hearing, providing the employee a required opportunity to state his case in respect of the allegations. The arbitrator further opined that a letter to the employee's union was simply not sufficient. The fact that the employee was incarcerated does not

exempt the employer from initiating the necessary steps to conduct a hearing. He stated that criminal and labour matters differ vastly.

In respect of substantive fairness of the dismissal not much was said. In another matter, *Samancor Tubatse Ferrochrome v Metal and Engineering Industries Bargaining Council and Others*, the judge held that the dismissal of an employee who was incarcerated for a long period of time was reasonable.

Returning to the Molehe matter, the arbitrator did, however, find that due to the length of the employee's sentence, the employee could not have expected to keep his position within the Department.

During the arbitration, the erstwhile employee handed in the transcript of the enquiry. On his own version, he was found guilty in a court of law beyond reasonable doubt and as a result was imprisoned for very serious transgressions in respect of bribery and corruption. The dismissal was substantively fair.

The matter was taken on review by the erstwhile employee. One of the grounds for review in his application was based on the fact that the employer's representative did not lead any evidence and his dismissal was, resultantly, substantively unfair. The representative only elected to cross-examine the employee and made further submissions. The arbitrator merely accepted that his four-year imprisonment justified the termination of his employment on grounds of incapacity.

Judge H Rabkin-Naicker placed a great emphasis on the fact that the employee sought to be reinstated, even after, on his own version, he was found guilty of bribery and corruption in a court of law. The employee admitted that he was guilty which rendered it unnecessary for the employer to submit evidence proving the employee's guilt.


The principle that incapacity which is outside the control of the employee, can lead to either a fair or an unfair dismissal, continues to apply in these circumstances.

In the law of contract, the ordinary principles determine and permit a contracting party to terminate the contract if the other party is not able to perform in terms thereof. This would ordinarily signify the end of the contract based on principles of breach and/or repudiation. However, in employment law, these principles cannot simply be applied on such a mechanical basis. The essential question that is required to be answered is whether the employer acted fairly in its election under the circumstances? This element is provided for by the pertinent statutory provisions found in the South African labour laws.

The labour court has found that a finding determining that the dismissal of the employee was substantively unfair "could not be in the bounds of reasonableness."

In the context of labour law, the principles regarding rigidity clearly require a particular approach. The facts of each matter will be pivotal and will have to be considered by the relevant presiding officer and not simply be ignored whilst having regard to the ordinary principles of contract.

Another matter that strengthens the notion that rigidity finds different applicability within the context of the prevailing labour laws, is the one of *Avril Elizabeth Home for the Mentally Handicapped v CCMA and Others*. It was reaffirmed that employers should not conduct disciplinary hearings in the same fashion as a criminal or a civil trial. The employee has the right to be heard and that "true justice lies in a right to an expeditious and independent review of the employer's decision to dismiss..." The court further held that elaborative disciplinary procedures were unnecessary and the court held that "On this approach, there is clearly no place for formal disciplinary procedures that incorporate all of the accoutrements of a criminal trial, including the leading of witnesses, technical and complex 'charge sheets', requests for particulars, the application of the rules of evidence, legal arguments, and the like."

Although it is crucial to refrain from formalistic disciplinary hearings resembling those of a criminal trial – underlined with criminal justice principles – conducting a hearing is certainly imperative. It remains essential to prove that a dismissal followed procedural fairness. 



Douw Breed is a Director at Barnard Incorporated Attorneys, Centurion.



RETENTIONS and storage costs

The claiming of storage costs by motor vehicle repairers has been the subject of many a legal dispute in the past. Motor vehicle workshops – and body repairers alike – often only possess limited space in their workshops and cannot retain motor vehicles which have been repaired on their premises for any extended period as such vehicles take up the space required for new business

The situation is exacerbated where there is an outstanding account for the services rendered. By releasing the vehicle, the garage owner forgoes his retention right which often is his only security for payment of the account. In an

attempt to retain his security, whilst simultaneously limiting his damages due to not being able to conduct new business in the space occupied by the repaired vehicle, the repairer charges storage costs for the repaired vehicle.

Is the aforesaid conduct of refusing to release a vehicle whilst at the same time charging storage costs legally enforceable? If such terms are recorded in a valid contract between the motor vehicle repairer and the owner, there should not be any issue, provided

that the storage rates charged are reasonable and the repairer limits his 'damages' suffered as a result of the space occupied by instituting legal proceedings for the payment of the outstanding account within a reasonable time.


What, however, if there is no contract dealing with the charging of storage fees?

In the very old authority of *Laingsburg School Board v Logan* (1910) 27 SC 240, the court had to decide on whether person A was entitled to charge rent for the storage of goods belonging to person B, after the delivery of the goods had been demanded by person B. In this matter person B instituted legal proceedings against person A for the delivery of the goods from person A or, in the alternative, the value of the goods and tendered payment for a period of three months when the demand for the goods were made. At the date of the demand there was a dispute between the parties as to whether rent was payable at all for the storage of the goods. Person A retained the goods despite the demand by person B. Person A was of the view that he was entitled to retain the goods and charge storage for it until payment of the amount had been received.

The court, in coming to its conclusion, reasoned that had person B voluntarily

allowed his goods to remain on person A's premises, "there would have been strong ground for the inference that he bound himself to pay rent for the storage, but no such inference is possible where the goods were retained against his will". (The court in this instance did not deal with a situation where person B was aware of the storage costs and did not take any steps to have his goods returned.)

In coming to its finding, the court referred to English case law where it was held that a person who has a lien on movable goods for a debt, cannot add to the amount, for which the lien exists, charges for storing the moveable goods until the debt under the lien is paid up and found that our law is no different. The court found that where there is no provision in law (as would be a term in a valid contract) which obliges the paying of the creditor's charges for storing the goods under the lien; the debtor cannot be held liable for such storage costs. The court was of the view that person A, who had possession of the goods of person B, could have instituted legal proceedings against person B for the outstanding rent when person B disputed his liability for the rent and, on obtaining judgment, could have enforced the payment of the outstanding rent by executing against the property under the lien.

The law pertaining to retention rights and security for debts in general can be quite complex with many unexpected pit-falls. Repairers of goods such as vehicles are advised to approach qualified legal practitioners for assistance in the event where they are faced with having to retain goods pending the payment of outstanding accounts to avoid falling victim to legal technicalities. 



Andries Stander is a director in the litigation department at Barnard Incorporated in Centurion.

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HURRICANE *equipment*

GS100 Hurricane 7m Basic Spray booth

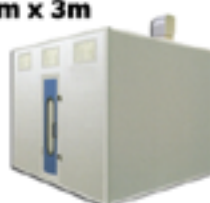
External Size - 7000mm x 4000mm x 3400mm (L x W x H)
Internal Size - 6400mm x 3900mm x 2650mm (L x W x H)
Door Size - 3000mm x 2600mm (W x H)
Air Volume - 18000 m³/hour

Internal Airflow velocity - 0.25-0.35m/s
Temperature - 60 - 80 degrees
Oil Consumption - 5-6
Power Consumption - 11KW
Power Supply - 380V 3 Phase



R180,500.00 excl. V.A.T - Installation Included

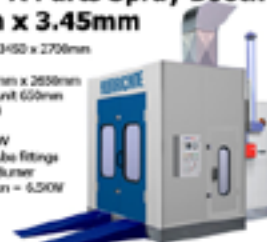
YS-MR-3x3 Paintroom 3m x 3m



R66,500.00 excl. V.A.T

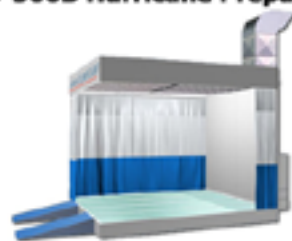
YS-Mini-A Parts Spray Booth 3,45mm x 3.45mm

Int Size = 3450 x 3450 x 2700mm (L x W x H)
Door Size = 2200mm x 2650mm
Escape Door = 5 unit 600mm x 1800mm (W x H)
Inlet Fan = 3KW
Exhaust Fan = 3KW
Lighting = 4 x 4 tube fittings
Italian Rello G10 Burner
Power Consumption = 6.5KW



R155,600.00 excl. V.A.T

YS-300B Hurricane Prepdeck



R149,000.00 excl. V.A.T

GP8501A - GP8502A Half & Full Face Respirator Masks



From R1,800.00 excl. V.A.T

GP100 Hurricane 7m Upmarket Spray Booth

External Size - 7000mm x 4000mm x 3400mm (L x W x H)
Internal Size - 6900mm x 3900mm x 2650mm (L x W x H)
Door Size - 3000mm x 2600mm (W x H)
Air Volume - 21000 m³/hour

Internal Airflow velocity - 0.25-0.35m/s
Temperature - 60 - 80 degrees
Oil Consumption - 5-6
Power Consumption - 12.5KW
Power Supply - 380V 3 Phase



R232,500.00 excl. V.A.T - Including Installation

YS-TB12 - YS-TB20 Truck Sprav booths 12m to 20m



Standard Sizes
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18m x 5m x 5m(h)
and
20m x 5m x 5m(h)

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YS-100B Hurricane Prepdeck



R128,000.00 excl. V.A.T

GP333 Infrared 3 Light 3000W 220V

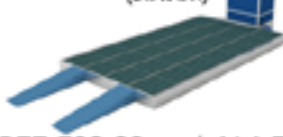
Voltage = 220V
Current = 17A
Power = 3000W
Temperature = 60-70 °C
Heating Area = 800 x 1000mm
Min Lamp Height = 250mm
Max Lamp Height = 2200mm



R10,500.00 excl. V.A.T

YS-300A Prepdeck

Deck Size = 6400mm x 3550mm x 300mm (H)
Exhaust Unit Size = 1300mm x 1100mm x 1800mm (L x W x H)



R77,500.00 excl. V.A.T

GP369 Infrared 6 Light 6000W

Voltage = 380V
Power = 6000W
Temperature = 60-70 °C
Heating Area = 2000 x 1200mm
Min Lamp Height = 250mm
Max Lamp Height = 2200mm



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R11,980.00 excl. V.A.T

3600B Double Central Vacuum



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- 1 x Round Brush Nozzle



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Pre-Filter 1m x 20m Rolls



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Input Power: 4.5KVA
Input Current: 5A
Max Output: 2/00A
Output Voltage: 1-12V
Welding Time: 0-29s
Material Thickness: 0.8mm - 1.2mm
Gross Weight: 19KG

Dimensions (L x W x H):
250mm x 450mm x 250mm
Dimensions (L x W x H):
150mm x 150mm x 625mm

R9,500.00 excl. V.A.T

CBL850 Crossbar Lifter



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OT-6E 6Ton Jack Stand

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- * Capacity = 6Ton
- * Min height = 400mm
- * Min height = 590mm
- * Quantity per set = 2
- * Weight = 9.5KG
- * Packaged weight = 10KG
- * Package Size = 280mm x 225mm x 420mm



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- * Voltage = 220V
- * Luminous Intensity = 0-40000cd
- * Measuring Range = 0.4 - 1.3m
- * Testing Distance = 1m
- * Weight = 12kg
- * Packaging Size =

Case = 435mm x 340mm x 485mm
Post = 3510mm x 120mm x 120mm

R9,900.00 excl. V.A.T

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PWELD001 Plastic Welder



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Autoboys partners with Kanye Vimba

Automotive body shops across South Africa will gain access to a greater array of premium-quality, cost-efficient paint solutions thanks to a new joint venture agreement between Autoboys and Kanye Vimba

Founded in 2006, Kanye Vimba is a leading coating and consumables supply chain specialist, serving customers in the car refinish, automotive OEM, industrial and composite industries. The company has focused on supplying a comprehensive portfolio of paints, coatings, consumables, repair equipment and PPE to these sectors.

When it comes to the car refinish and automotive OEM sectors, Kanye Vimba has been servicing premium body shops since 2008 primarily in the Gauteng area.

The partnership with Autoboys means that Kanye Vimba can now expand its offering to potentially hundreds of body shops across South Africa.

"Autoboys has an entrepreneurial culture with a corporate flair. That's why we get along, and we believe that our partnership will fast-track the uptake of our hugely competitive offerings to more body shops in South Africa than ever before owing to Autoboys' national footprint," says Kanye Vimba CEO, Llewelyn Mulder.

Commenting on the partnership, Autoboys CEO Filum Ho says: "We have joined forces with Kanye Vimba because we believe that they will strongly complement our current offerings at Autoboys. Kanye Vimba's long-time experience in the industry, as well as their passion for paint, will be of huge benefit to our customers."



Filum Ho



Llewelyn Mulder



"We're really looking forward to competing and creating value for customers in this market segment, just like we've done for the likes of the auto glass and parts market in South Africa," adds Ho.

Premium quality at the best price

Kanye Vimba has built up a strong reputation over the years as a family-owned business that goes the extra mile when it comes to servicing body shops.


Mulder says Kanye Vimba is steadfastly committed to providing the best-quality after-sales service as well as technical backup and deliveries, but without the premium charge that the body shop industry has become accustomed to over the years.

"We focus on bringing a premium offering at a cost-sensitive price point. Every year, paint prices in our industry increase above inflation, but the body shop is under pressure to keep its price increases at or below inflation. This

means that body shops typically lose money on paint year after year," says Mulder.

"Added to this, the body shop's workload has reached a point where it needs to get cars out quicker but at the same or better quality. This results in many body shops typically going with a more expensive paint product just to make sure they get the work done. We saw this problem as an opportunity to help these body shops get back to better profitability and we work harder and longer hours to ensure they achieve this with our solutions," Mulder adds.

Kanye Vimba works with high-quality paint brands such as Nexa Aquabase Plus and Duxone.

By partnering with Autoboys, Mulder expects this partnership to provide Kanye Vimba with further impetus by helping it increase its product basket, distribution and achieve greater power of volume and pricing. 

Moving on to another job?

Don't be tempted to cash in your savings.

If you decide to change jobs and need to make a decision about your retirement fund, the safest option is to opt to stay in the Fund. This is the Default Preservation Option, which means your retirement savings will automatically remain invested as it is now, giving you peace of mind and flexibility.

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How to attract the next generation of talent to the bodyshop

The refinish industry's skills shortage is a problem plaguing European bodyshop owners, with regional research indicating that many are fearful it will become a full-blown crisis. Jim Muse, Axalta's Vice President of Refinish for Europe, Middle East and Africa, says to overcome a skills crisis the industry must position the profession as a career for the digitally savvy and environmentally aware



Jim Muse, Axalta's Vice President.

The refinish industry is under strain from a shortage in skilled labour. Lack of interest from younger generations and an ageing labour force are widely thought to be the main culprits, and while stopping time or halting the aging process are impossible, there is a solution.

"To reverse the dwindling interest in the profession amongst young people we have to give the image of the refinisher's job a much-needed makeover," says Muse. "Innovations in technology mean the profession today is as digital as it is manual, and it is increasingly environmentally aware."

Going digital

For many years, refinish work was a static affair, particularly when colour-matching was done with microfiche and then with traditional colour chips. Thanks to rapid developments in technology, the process is now swiftly and accurately carried out in modern bodyshops with advanced digital systems supported by digital colour-matching tools, giving refinishers complete mobility in the bodyshop. In a cloud-based, fully digital colour-management system, refinishers can access features like spectrophotometer

readings, job sheets and colour formulas wirelessly, from any internet-enabled device, such as a smartphone or a tablet, anywhere in the bodyshop.

"Gone are the days of being tied to a PC, having to find colour matches by hand to create spray out cards," Muse continues. "Innovation in technology means that the car paint repair process is becoming faster, easier and more profitable. The digital tools in today's bodyshop make sense to the younger generation of tech-savvy jobseekers."


Connect with Gen Z

Bodyshop owners typically want to attract the so-called Generation Z – those born between 1995 and 2014, the oldest of whom are now entering the workforce. This is a sizeable cohort, which by 2020 is predicted to comprise nearly a quarter of the world's workforce. A recent survey of more than 12,000 Gen Zers across 17 different countries revealed that 80% aspire to work with cutting-edge technology and 91% state that technology would influence job choice.

"The key to reversing the skills shortage is to demonstrate to Gen Z that our industry is an attractive alternative to other professions. Gen Zers are true digital natives with a stronger environmental mindset than any of their predecessors. They have grown up in a digital world and to them, technology is second nature. In order to hit the right note with this pool of jobseekers, bodyshop owners need to incorporate messages of digitisation and environmental sustainability in their job fair displays and in communication with counsellors at trade schools, for example," says Muse.

What the future holds

Businesses of all sizes and across all industries are realising that sustainability and green thinking must be part of their agenda. "We know many bodyshops have their own sustainability goals. They choose product application systems that reduce their impact on the environment, including usage of low energy products that can aid in reducing their carbon footprint. Now, bodyshops have to go one step further and ensure this green thinking, coupled with their digital credentials are on display for the next generation," Muse says.

The refinish industry has work to do to ensure that today's skills shortage doesn't become tomorrow's skills crisis. Bodyshop owners must reverse the tide and draw in new talent by emphasising the right points of the profession to young jobseekers. But as Muse concludes, once hired, the work continues. "Retention ultimately becomes the goal because a strong sense of job satisfaction is a universal requirement for employee retention at any age." 



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Heavy transport industry urged to drive used oil recycling



The South African trucking industry is estimated to generate in excess of seven million litres of used oil every year. This is a vast amount of harmful contaminant that could potentially make its way into our environment

A long-distance truck can hold anywhere between 10 to 20 litres of engine oil and, according to Road Traffic Management Corporation (RTMC)'s statistics, there are currently more than 370,000 registered heavy duty trucks on our roads. That is a conservative estimate of approximately four – up to nearly eight – million litres of used oil being generated every year by the road freight industry alone. A significant volume considering that just one litre of used oil can contaminate one million litres of water.

The ROSE Foundation (Recycling Oil Saves The Environment) says that with the industry being a significant source of used oil, it is imperative that operators within the sector remain aware of the harmful effects of this contaminant and ensure that it is properly stored and collected for recycling.

"The heavy transport industry is fairly compliant, especially the large businesses," says Bubele Nyiba, CEO of the ROSE Foundation. "The smaller independent operators still need more education and support to ensure that they comply with the Waste Act."

The removal of used oil for responsible recycling

"Once properly gathered and stored, used oil generators are urged to contact a ROSE registered oil collector who will come and remove the oil and take it


away to be recycled in an environmentally compliant and safe manner. Your collector must always issue you with a safe disposal certificate which is now required by law under the Waste Act, and also acts as a Hazardous Waste Manifest, thereby fulfilling the requirements of reporting by law, the same information can be used on SAWIS," says Nyiba.

Nyiba explains the Hazardous Waste Manifest and registering on SAWIS: "If you generate in excess of 20kg of used oil per day, you are required to register on the South African Waste Information System (SAWIS)."

Once registered, the generators need to submit their figures every 90 days (quarterly) into the SAWIS. The information needs to be based on actual volumes and not estimates. The following information needs to be submitted and retained by the waste generator for five years, to be produced for inspection required:

- (a) The month and year to which the information applies
- (b) Category of waste; HW07 Waste Oils 01 Waste oil
- (c) Source from which waste comes
- (d) The quantity of waste reported in tons



According to Nyiba, most transport and trucking enterprises are compliant when it comes to the proper collection and storage of used oil, but because of the fact that only one litre of oil can contaminate one million litres of water, it is essential that each and every transport enterprise ensures that they are doing all they can to protect the environment from this harmful waste. "Our water resources are scarce. We cannot allow South Africa's surface and underground water resources to be contaminated." 

For more information and to find out about a registered used oil collector contact the ROSE Foundation on 021 448 7492 or visit www.rosefoundation.org.za.

USED MOTOR LUBRICATING OIL IS EXTREMELY HAZARDOUS TO THE ENVIRONMENT.



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**Contact The ROSE Foundation for more information and assistance.
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SA car industry remains under pressure

The South African car market remained under significant pressure in the third quarter of 2019, with vehicle sales continuing their steady decline, despite new vehicle price increases staying under inflation for the past two years. This is according to the latest TransUnion Vehicle Pricing Index (VPI) for Q3 2019

New vehicle price increases have remained below inflation for the past two years – the longest consecutive period since the creation of the index in 2000. Used vehicle price increases have slowed, which is indicative that the used market is also taking the strain. Despite lower price increases, the number of new vehicles financed in Q3 fell 7% compared to the same period a year ago, while the number of used vehicles financed showed a 1% increase.

The new vehicle VPI moved to 3.3% in Q3 2019 from 3.1% in Q2, while the used vehicle index moved to 1.1% from 1%.

Kriben Reddy, head of Auto Information Solutions for TransUnion Africa, said the sluggish market reflected ongoing low consumer and business confidence, reiterating the weak domestic demand conditions. Although interest rates fell by 25 basis points in July, which offered consumers additional spending power, many consumers have opted to delay vehicle purchasing decisions due to the ongoing economic uncertainty.

Reddy said this would inevitably have a negative effect on the local automotive industry, which is a major contributor to South Africa's GDP. According to NAAMSA figures, the industry contributes 6.8% to GDP (4.3% manufacturing and 2.5% retail), with total automotive revenues in 2018 of R503 billion.

"The bad news for the industry is that local market conditions are not likely to change in the foreseeable future. The

industry is trending in a downward direction, and unless certain structural changes take place in the economy, the picture is not going to change for the local auto industry," said Reddy.

However, this will be partially offset by a strong export market. In 2018, the export of vehicles and automotive components reached a record R178,8 billion, equating to 14,3% of South Africa's total exports. Vehicles and components are currently exported to a record 155 international markets, with export values doubling year-on-year to more than 25 of those markets in 2018.

The VPI report shows the used-to-new vehicle ratio increased from 2.08 in 2018 Q3 to 2.26 in 2019 Q3. The make-up of used vehicle sales is also shifting, with 36% of used vehicles financed under two years old, with 6% of those being ex-demo models.

"People are continuing to spend less on cars, with consumers still opting for less expensive entry level vehicles. The average loan size in this quarter is comparable to that of Q2 2013, which suggests that consumer buying power has effectively remained flat for the past six years," he said.

Passenger vehicle sales have plugged a hole in the wall for two consecutive months, while light commercial vehicle sales on dealer floors continue with

Q3 2019 Vehicle Asset Finance Results


We have seen a shift back to vehicles priced under 200k as consumers continue to feel the strain on disposable income.



USED-TO-NEW RATIO: 2.26 : 1



its downward trend. This, up against a decline for the year of -3.7% which translates to 8,640 fewer passenger cars sold on dealer floors, compared to the same month last year.

"Consumers continue to delay committing to their new vehicle purchases as a result of continued economic uncertainty", says Mark Dommissie, Chairperson of the National Automobile Dealers' Association (NADA). "However, the 51,978 vehicles sold last month showed the highest vehicle sales month for 2019. In addition, low inflation numbers give us hope for a further interest rate cut before the end of the year," concludes Dommissie. 

- Overall dealer sales channel for October 2019 – 38,558 new vehicles (passenger and commercial) sold on dealer floors in October 2019 showing a 2.4% improvement in sales compared to September 2019.
- Cumulative dealer sales channel year-on-year October 2019 vs October 2018 – 364,556 new vehicles sold year-to-date to October 2019 (2018: 376,492) showing a -3.2% decline year-on-year.



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MAHLE

Best sales month of 2019

While the South African economy fails to meet its Gross Domestic Product forecast this year, new vehicle sales look equally unlikely to reach the softer levels of slowdown expected by WesBank in January. But while the country reeled to the sober mid-term budget speech recently, new vehicle sales managed to build on September's stability and provide some level of optimism to the motor industry



Lebogang Gaoaketse, Wesbank's Communications, Social Media and PR Manager.

The new vehicle market remained positively flat during October, 0.2% up year-on-year to 51,978 units, according to results released by the National Association of Automobile Manufacturers of South Africa (NAAMSA). But this is the first time sales have breached the 50,000-unit barrier, providing some small hope of recovery during the final quarter of 2019.

"October has also been the best-selling month every year since 2015, so the increase – however small – comes

off a high base," says Lebogang Gaoaketse, Wesbank's Communications, Social Media and PR Manager.

"The motor industry remains a key economic indicator, not only for manufacturing in terms of investment and jobs, but also in interpreting consumer and business confidence from behaviour on the showroom floor," says Gaoaketse. "With year-to-date sales down 3.1% at the end of October, there is clear correlation between how we expected new vehicle sales to develop this year and where GDP has netted out."

Finance Minister Tito Mboweni announced a revised GDP outlook for 2019 at 0.5% growth against his February budget forecast of 1.5%. WesBank expected new vehicles sales to decline 1% this year. "Very simply, the economy remains tight," says Gaoaketse.


"Motorists look likely to also have to face the news that e-Tolls are here to stay," says Gaoaketse. "And while the currency battles and the possibility of ratings downgrades surface once again, household budgets will remain under pressure."

In support of this plight, inflation news

rises as one of the few shining lights of hope for consumers. "Inflation fell to its lowest level in almost eight years, while staying within the central bank's target range for two-and-a-half years now," says Gaoaketse. "Despite this, the impact of costs set by the state – like power, water and fuel – along with factors such as bailouts and lower-than-expected tax revenue, leaves little hope for further interest rate cuts right now."

Passenger car sales grew 2.5% to 35,904 units in October, the second consecutive month of growth for the segment. "Reassuringly, dealer channel sales of passenger cars increased 5.6%, reflecting WesBank's experience of increased applications year-on-year," says Gaoaketse. "It should be noted that the rental market bought 10,119 cars in October, a significant volume and contributor to the industry total, albeit down 2.1% year-on-year."

By contrast, Light Commercial Vehicles sales tumbled 5.9% to 13,366 units, that picture is only slightly better in the dealer channel where consumer demand slid 4.3%.

"The industry will certainly be breathing easier, but shouldn't be holding its breath for relief for the rest of the year," concluded Gaoaketse. 

Tshwane Automotive Special Economic Zone

Ford Motor Company of Southern Africa (FMCSA) has embarked on a landmark public-private partnership with National, Provincial and Local Government to facilitate the creation of the Tshwane Automotive Special Economic Zone (SEZ) adjacent to Ford's Silverton Vehicle Assembly Plant in Pretoria, which was recently launched by South African President, Cyril Ramaphosa



The Tshwane Automotive SEZ is an automotive component supplier industrial park that will play a significant role in bolstering further investment and job creation in the local economy. It will also be instrumental in enabling future expansion opportunities for Ford's local operations.

"The launch of the Tshwane Automotive SEZ is a milestone achievement following five years of engagement between Ford Motor Company and government, specifically the Department of Trade and Industry," says Neale Hill, MD of Ford Motor Company of Southern Africa. "It is an exceptionally proud moment for Ford to have partnered with South African government in the creation and development of the Tshwane Automotive SEZ, as an enabler for economic development for the Gauteng Province, City of Tshwane and the surrounding communities.

"The public-private partnership between all three spheres of government and the private sector is crucial in order to drive growth in the automotive industry, to create more jobs and to boost the

economy. The government's new region-based model for special economic zones is an important new tool to attract domestic and international investment, which will help businesses to become more competitive on a global scale," Hill adds.

"This exciting new project testifies to Ford's ongoing commitment to South Africa as one of the country's largest original equipment vehicle manufacturers, as well as that of key supplier companies that are essential cogs in the wheel as we drive towards creating a brighter and more prosperous future. It is only by government, industry and communities working hand-in-hand that we can create these opportunities and fulfil our true potential."


While the Department of Trade and Industry is the key stakeholder, and is responsible for all 10 SEZs in South Africa, the Tshwane Automotive SEZ is a collaboration on a provincial level with the Gauteng Province, the Gauteng Growth and Development Agency (GGDA) and the Automotive Industry Development Centre (AIDC) which has been appointed the operating company for this SEZ. On a local government level, the project has partnered with the City of Tshwane and the Tshwane Economic Development Agency (TEDA).

As an extension of the Gauteng Province's greater OR Tambo Special Economic Zone, the Tshwane Automotive SEZ is aimed at driving investment in the City of Tshwane, supporting the economic

development of surrounding communities and, ultimately, becoming a world-class automotive manufacturing hub.

The Tshwane Automotive SEZ will be launched in several phases, with construction already underway for the initial 81-hectare phase. Once completed, the SEZ will span 162 hectares currently owned by the City of Tshwane. The SEZ forms an integral part of a broader township development that will benefit the surrounding communities of Mamelodi, Nellmapius and Eesterust.


"We currently have nine Ford supplier companies that have expressed keen interest in investing in the Tshwane Automotive SEZ, which will create approximately 7,000 jobs in the initial phase," explains Ockert Berry, Vice President of Operations, Ford Middle East and Africa. "Having these suppliers located adjacent to the Silverton Assembly Plant is a crucial step towards increasing the efficiency of our local operations, and unleashing further potential increases in production capacity for the domestic and export markets.

"In conjunction with the AIDC, we are engaging with further supplier companies to establish operations within the supplier park, which will ultimately create an estimated 70,000 jobs in the total value chain once completed," says Berry. 

Conti's Shaun Uys wins Africa MD of the Year

Shaun Uys, Managing Director of Continental Tyre South Africa and sub-Saharan Africa, has been selected as Africa MD of the Year for 2019 by *Global 100* – an annual publication with a readership of over 293,000 industry leaders in 163 countries, spanning a wide range of sectors.

According to *Global 100*, the magazine's annual awards programme recognises the achievements and expertise of companies and individuals operating to the highest standard across the globe. Nominees are shortlisted by means of market research, client nominations, referrals, press coverage and industry awards to identify those firms and individuals demonstrating outstanding achievements. The global readership accounts for approximately 21% of the votes, and the firm or individual whose performance and values exhibit the closest match with *Global 100*'s selection criteria, is chosen as the winner in their category.

Uys has been integral to the success of Continental's tyre division since joining the company in 2000 as a Production Manager at the Port Elizabeth plant. He has held various positions within the organisation both locally and globally, including the role of Head of Truck Tyres Pricing in the Marketing and Sales department at the company's global headquarters in Hanover, Germany. He also served as Sales Director, NAFTA replacement Truck Tyre business, Marketing and Sales in Charlotte, USA. 




Shaun Uys

Pierre Bos appointed as FCA SA CEO

Fiat Chrysler Automobiles (FCA) is pleased to announce the appointment of Pierre Martin Bos as Chief Executive Officer for South Africa. Out-going CEO, Graham Eagle left his position on 15 November 2019 to pursue other interests.

Bos joins the South African team from Italy, having been part of FCA since 1999. The Frenchman has achieved notable successes for the business in multiple markets and will chart a longer-term strategy for the business and brands locally.

With a Masters Degree in Mechanical Engineering, Bos is fluent in French, Italian and English, and also speaks German and Danish. 



Pierre Martin Bos

Keeping electric and fuel vehicles moving – smoothly

The changing face of the automotive industry is having a significant impact on how transmission bearings are being designed and used, says SKF's Sylvain Bussit and Daniel Jansen



Global governmental policy and regulation, coupled with increased customer demand, have enabled the market for electrified vehicles (EVs) to boom – according to Deloitte it is predicted that they will account for 10% of all cars sold by 2024. However, passenger vehicles with internal combustion engines (ICE) will still remain on the market for many years to come.

This places OEMs in something of an awkward position. They must bring the bulk of their research and development (R&D) efforts to bear on devising new architectures for EVs and hybrids. At the same time, they must continue to squeeze every ounce of efficiency from their ICE and transmissions in order to meet increasingly stringent global regulations on fuel efficiency and carbon dioxide (CO₂) emissions.

These developments have significant implications for the use of bearings in the powertrain of both ICE vehicles and EVs. It is essential, therefore, that bearing manufacturers understand the technical issues being faced by OEMs and Tier 1 suppliers in order to develop tailored solutions that make their lives easier.

Regardless of the powertrain architecture, friction is the great enemy. Power loss due to friction is increasing the CO₂ emissions of traditional and hybrid powertrains and can reduce the mileage achievable from a single charge in battery electric vehicles (BEV).

In response, OEMs are increasingly using lower-friction solutions rather than the standard design of tapered roller bearings (TRBs) in their gearboxes, reducer gears and differentials.

SKF is working to develop low-friction TRBs that, in specific applications, have been shown to reduce power losses by up to 50% in comparison with conventional TRBs. Key to its success is the 'toolbox' approach that allows SKF to create tailored products for any application. Once the needs of an application have been identified using advanced simulation technology, engineers can amend parameters such as contact angle, number and dimensions of rolling elements as well as the design of the cage to create a highly friction-optimised TRB.

In order for EVs to work efficiently, the motors that drive them must run at very high speeds, which place enormous strain on the bearings they employ.

SKF is developing designs for bearings – and their associated polymer cages and lubricants – that ensure they can withstand the higher speeds, acceleration and temperatures generated by these motors.

The evolution of the automotive powertrain is not just changing performance requirements for bearings; it is also changing the nature of the fluids used to lubricate them. In powertrains, OEMs are developing oils with lower viscosity and special additives in order to reduce power losses.

What is under investigation is the impact of these new lubricants on bearings. Some, for instance, may not sufficiently prevent wear or surface fatigue between bearing raceways and rolling elements. One solution could be the carbonitriding treatment on bearing components. Certainly, SKF is using the technology to increase the service lifetime of bearings exposed to contaminated environment and poor lubricants.


These are just a few of the challenges faced by OEMs. SKF is working with partners across the sector to develop innovative solutions to these problems and improve performance, efficiency and reliability. 

Troubleshooting made easy

Autodata, the leading provider of automotive technical information shares manufacturer verified fixes to common problems found in motor vehicles. Visit www.autodata-group.com to learn more about its online tools for workshops. Autodata is part of the Solera Group of companies

MODEL: LEXUS CT: ENGINE MALFUNCTION INDICATOR LAMP ILLUMINATED

Problem: We have a 2011 Lexus CT in our workshop with the engine malfunction indicator lamp illuminated and several exhaust gas recirculation (EGR) system related trouble codes stored in the engine control module fault memory. We have checked the EGR system and it seems to be working okay. Have you any ideas where to start to fix this car?

Solution: We are aware of an EGR system related issue which affects Lexus CT models up to 20/07/12. The EGR valve wiring harness multi-plug is under tension which causes an intermittent open circuit and incorrect operation of the EGR valve, this leads to a build-up of carbon deposits. Fit a modified EGR valve available from Lexus parts department. Remove insulation tape from wiring harness Fig.1.1. Re-route EGR valve wiring, leaving sufficient slack to allow for engine movement. Apply adhesive tape to area indicated Fig.1.2. To complete this repair the engine control module will require reprogramming with upgraded software from the manufacturer. 

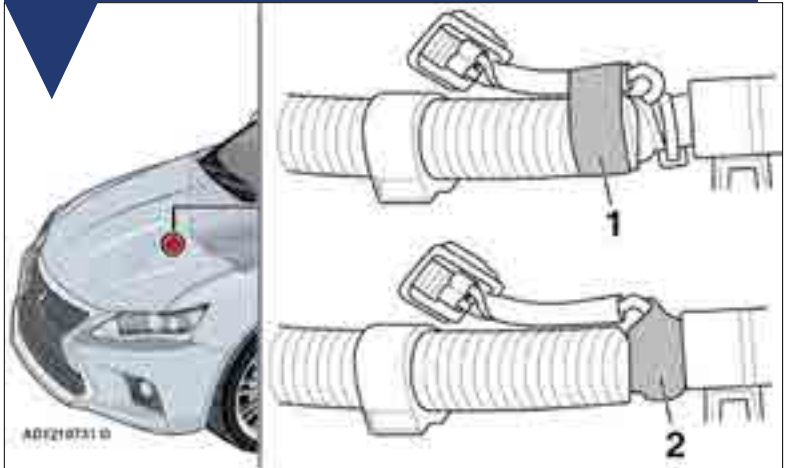



Illustration reference: lex47

MODEL: MERCEDES-BENZ C-CLASS: REAR VIEW MIRROR VIBRATES WHILST DRIVING

Problem: Whilst their vehicle was with us for a service the customer mentioned that the rear view mirror permanently vibrates whilst driving. The vehicle is a 2014 Mercedes-Benz C-Class. We have checked the rear view mirror for any broken retaining clips but didn't find anything visibly wrong with it. Can you help?

Solution: Yes, we are aware of this fault on several Mercedes-Benz models and it is due to movement between the rear view mirror mounting and the windscreen upper cross member. Remove rear view mirror Fig.1.1. Remove rear view mirror mounting. Fit vibration damper disc, available from Mercedes-Benz parts department, between the rear view mirror mounting and the windscreen upper cross member Fig.1.2. Refit rear view mirror. Carry out road test to ensure the fault has been rectified. 

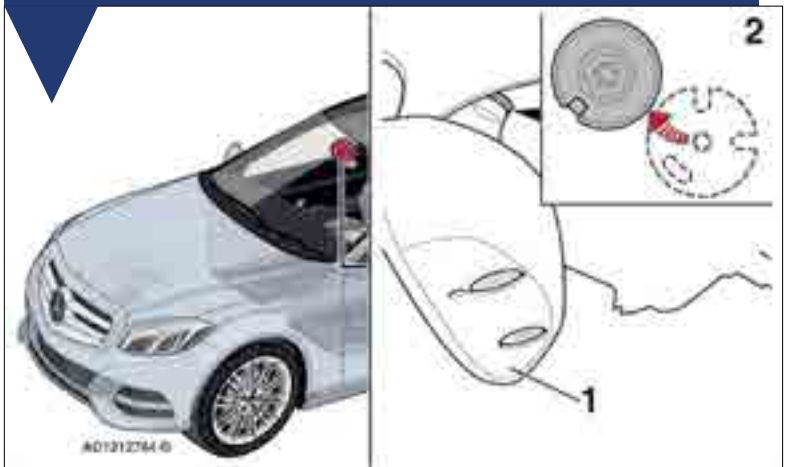


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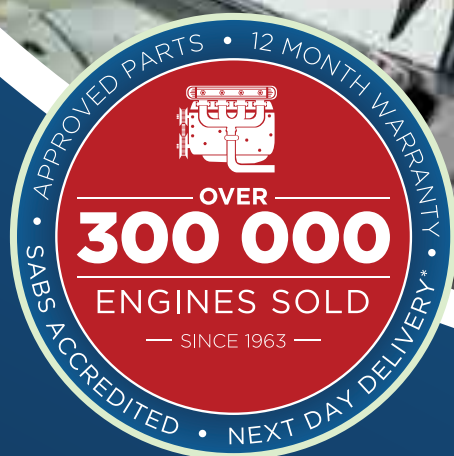
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MEMBER UPDATE

The RMI welcomes these new businesses into membership



Member Trading Name	Street City	Member Trading Name	Street City
A		Kubros Auto	Bela-Bela
247 Truck & Trailer Repairs	Bellville	Kufast Holdings Quality Auto Service	Nelspruit
4 U Mechanic	Pretoria	L	
600CT Manufacturing	Cape Town	LDR Engines & Gearboxes	Wonderboom
AC Auto Services	Edenvale	Lesibasiba Projects	Mokopane
ACE Fuels	Port Elizabeth	Lutenanc Motors	Bramley
Alfred and Hazel Panel Beaters	Pretoria	M	
AMS Autobody & Towing	Vereeniging	M and S Auto Mobile Repair Workshop	Bela-Bela
Astro Tyres - Point S	Midrand	Mabee Automotive Service Repairs	Germiston
Auto & Gear Workshop	Bloemfontein	Maruleng Tyres and Fitment Centre	Maruleng
Auto Guard SA	Pietermaritzburg	Matuba Automotive Aftersales Centre	Seshego
Auto Performance	Bloemfontein	MCG Motor Repairs and Service	Krugersdorp
Autolek Berning	George-Industria	Mthwana Gogo Automotive Services	Centurion
AWE Tuning	Cape Town	Midas - Komatipoort	Komatipoort
B		Midas - Malalane	Malelane
B & T Benz Chaps	Vereeniging	Motolek - Silverton	Pretoria
Bokamosa Auto	Meyerton	Motor Corp SA	Brackenfell
Bop Centre - Point S	Mogwase	Motorcade	Montague Gardens
Brits Midas	Brits	N	
Buffalo Service Centre	East London	Nationwide Tyres and Spares Centre	Johannesburg
C		NTT Toyota Louis Trichardt	Louis Trichardt
Car Care Clinic - Silverton	Pretoria	O	
Car Service Solutions	Modderfontein	Option Panelbeaters	Randburg
CLV Projects	Pretoria	Outlaw Rod Shop	Pinetown
D		P	
Dent Doctor - Mithatha	Mithatha	Panel--Rite	Pinetown
Drive Solutions Auto	George	Point S - Middelburg	Middelburg
DT Automotive	Welkom	Posh Workshop	Sandton
DTM Auto	Richards Bay	Pro Auto Services	Benoni
Dunn Mechanic	Eshowe	Pro Tyres Pretoria	Pretoria
E		R	
EL Motor Werkswinkel	Brackenfell	Rightway Automotives	Randburg
Emergency Remodeling	Olifantsfontein	RNM Service & Repairs	Boksburg
Emhlangeni Fitment Centre	Bloemfontein	Roadworthy Test Centre	Durban
G		S	
G 66	Ga-Rankuwa	Samurai Auto Repairs	Sandton
G D R Gumede	Pietermaritzburg	Seetsabontle Motorsparts	Duiwelskloof
Gansbaai Engine Rebuilders	Gans Bay	Smith Brake and Clutch	Boksburg
H		Soil Pro Tech	Pretoria
HI-Q Bryanston	Johannesburg	SOS Performance (PTY) Ltd	Alberton
HI-Q Elim	Mokopane	South Coast MC Cannix	Manaba Beach
I		STBM Hestel Dienste	Nelspruit
In10CT Professional Services	Centurion	Strings Motor Cycles	Cape Town
Indlunkulu Business Enterprise	Ermelo	Supershield	Pinetown
J		T	
JJ Motor Works	Pietermaritzburg	T & K Engineering	Mithatha
Josephs Motors	Rustenburg	T & W Auto Services	Edenvale
K		TCP Trading Projects	Kwagga Fountain
Kemp & Co Automotive Services	Brackenfell	The Garage	Randburg
Kesh Auto Repairs & Services	Beacon Bay	The Works Automotive	Vredenburg
		Transport Motor Repairs	Pretoria
		U	
		Ultimate German Spares	Alberton
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		V	
		VAG Repairs	Nelspruit
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The RMI Connect App



Q: Why an RMI APP?

A: To provide members and consumers with information relating to the RMI and its members – Belonging is Better Business.

Q: Is there a charge to belonging?

A: The app is completely free and is a value add for RMI members.

Q: Why is the MIBCO number used to verify members?

A: A method of verification is required for members to join the app. On investigation it transpired that the one constant amongst the majority of our members is their MIBCO number. If you do not have a MIBCO number, please call the RMI and we will create a unique number for you to join the RMI connect App. When inputting the number just type in the numerals with no spaces, dashes or dots.

Q: How are the members reflected when requesting a service?

A: 10 members are reflected in any one search up to 100km away. Thus, if there are a lot of members that fulfil the search command you typed in, only the first 10 members, geographically closest to you, will reflect.

Q: Why am I not remembered when I exit the app?

A: We are serious about keeping your data secure and do not save your access details on your device. You are only logged in as long as the session on the app is open.

Q: Who do I call if I am battling to use the app?

A: Call the RMI on 011 789 2542 and we will assist you.

Q: Why am I battling to access the consumer and member side using the same email?

A: Each prospective user will only be allowed to use their email address once. In order for a member to access the app as a consumer, they will need to have a second email address and register for a second time. However, the member side of the app has all the information and functionality of the consumer side so there is no need to register for both.


Q: How often is the database updated?

A: The database is updated twice a day at 7am and 1pm.

Q: Why can't I change my member detail on the app? Why must I call RMI?

A: Our members are extremely important to us and your information is protected jealously. As such we will not allow changes to our database without your written consent.

Q: I love the app, but find reading information on a small screen just too difficult, can I access my information on a laptop?

A: Yes. Type <https://rmibs.co.za/app> into your desktop browser and you will view the desktop version of the app on your laptop. You just log in with the same details you registered on the mobile app. To be able to upload member news, events, newsletters, or update your coordinates, business categories and industry sectors and add a special, you can go to <https://rmibs.co.za/portal> and log in with the same email address and password you have registered on the app. 

Toyota's production-ready BEV

Toyota has revealed details of a new, production-ready ultra-compact battery-electric vehicle (BEV) ahead of a planned commercial launch in Japan late next year

Development chief Akihiro Yanaka said the vehicle, which is less than 2.5 metres long and 1.3 metres wide, is a next-generation mobility solution designed to cover short distances while limiting impact on the environment.

"We want to create a mobility solution that can support Japan's ageing society and provide freedom of movement to people at all stages of life," Yanaka said. "With the ultra-compact BEV, we are proud to offer customers a vehicle that not only allows for greater autonomy, but also requires less space, creates less noise and limits environmental impact."

The ultra-compact, two-seater is specifically designed to meet the daily mobility needs of customers who make regular, short-distance trips such as the elderly, newly licenced drivers or business people visiting local customers.

It has a range of approximately 100km on a single charge, reaches a maximum speed of 60km/h, and features an extremely tight turning radius.

Toyota is also pairing its planned launch next year with a new business model that aims to promote the wider adoption of battery electric vehicles in general. This includes examining every step of the battery's life, from manufacture through sale, resale or re-use, and recycling to maximise its value.

In the near term, Toyota will focus on expanded leasing initiatives designed to recapture used batteries for evaluation and re-use as appropriate in pre-owned vehicles, as service parts, or even in non-automobile applications.

Toyota is also developing peripheral services for battery electric vehicles such as recharging stations and insurance.

The vehicle will be displayed at this month's Tokyo Motor Show along with the Toyota i-ROAD and three different "walking area" BEVs that will be available for test rides on a 1.5km path.


Toyota's BEVs: Types & Main Features

Ultra-compact BEV Concept Model for Business is designed for business applications that include repeated short-distance trips and parking, this model serves as a mobile office with three modes to support travelling, working and taking breaks.

Walking Area BEV Standing Type can be used for patrolling, conducting security checks or carrying heavy equipment around large facilities such as airports or factories.

Walking Area BEV Seated Type provides mobility for people who are handling large amounts of luggage, or who may have difficulty walking.

Walking Area BEV Wheelchair-linked Type connects to manual wheelchairs by providing motorized power to them for use at large facilities and tourist locations.

Toyota i-ROAD is a short-distance mobility solution that combines the size of a motorcycle with improved stability to support last-km urban commuting or tourism. 

Specifications (based on Toyota measurements)*

Name	Ultra-compact BEV	Ultra-compact BEV business concept	Walking area BEV standing type	Walking area BEV seated type	Walking area BEV wheelchair-linked type	Toyota i-ROAD
Release	Late 2020	-	Late 2020	2021	2021	—
Capacity	2 people	1	1	1	1	1/2
Length	2,490mm	2,490mm	700mm	1,180mm	540mm	2,345mm
Width	1,290mm	1,290mm	450mm	630mm	630mm	870mm
Height	1,550mm	1,550mm	1,200mm	1,090mm	1,090mm	1,455mm
Max speed	60km/h	60km/h	2, 4, 6, 10km/h (switchable)	2, 4, 6km/h (switchable)	2, 4, 6km/h (switchable)	60km/h
Range on single charge	100km	100km	14km	10km	20km	50km
Charging time	Approx. 5 hours (200V)	Approx. 5 hours (200V)	Approx. 2.5 hours (replaceable battery)	Approx. 2 hours (replaceable battery)	Approx. 2.5 hours (replaceable battery)	Approx. 3 hours

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