



UD TRUCKS

# UD Trucks **CONNECT**

Going the Extra Mile for Our Customers

February 2018 Volume 8





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# From the **MD's Desk**

Dear UD Family,

It is hard to believe that the first month of 2018 has already come and gone. It has certainly been an eventful one for UD Trucks so far, as we hosted our annual press conference and welcomed media to our plant.

All indicators are that, with recent political changes, the local economy is in for a bit of an upturn. This bodes well for all of us in the transport industry, which forms an integral part of the local and regional economy.

During good and bad times, UD Trucks will always put our customers first. During 2018 we will be introducing new products and services to support our customers' transport businesses. This objective is built on the principles of driveability, fuel efficiency, safety, productivity and uptime – all essentials in any transport business.

In the year to come, we will also continue to invest in our community and in developing the skills of our employees, our dealers and especially our customers' drivers. UD Trucks believes that investing in the skills and knowledge of drivers is just as important as building the truck to be better.

We look forward to a successful remainder of the year. Please be assured of our continued support.

Take care,

**Gert Swanepoel**  
**Managing Director: UD Trucks Southern Africa**





*Click here to watch the highlights of the Press Conference 2018*

# Market Intelligence

During 2017 the South African truck market declined by 2.65% on the previous year's results to 25 042 new units sold.

According to Gert Swanepoel, Managing Director of UD Trucks Southern Africa, the lack of growth in the local economy has continued to negatively impact the local truck market.

"With recent political changes in mind, we are hopeful that business confidence will return to more positive levels, which will certainly encourage businesses to invest in their fleets," said Swanepoel. "Gross Fixed Capital Formation or the rate at which

businesses add fixed assets such as plant, machinery and equipment to their inventories, has seen an upturn to 4.3% during the third quarter of 2017, with 37% attributed to the acquisition of new transport equipment – certainly a good sign for the truck industry."

"We are expecting sales in the export countries to increase during 2018, forecasting growth across all segments for a total sales estimate of around 990 units," said Swanepoel. "Locally, we are forecasting a slight 1.5% growth in sales during the year to come, for a total truck market of an estimated 25 418 new units." ●



UD Trucks held its annual press conference and shared its outlook and future plans with members of the media.







# R30 Million Invested in Rosslyn Plant

During 2017, UD Trucks also invested R30 million in the modernisation of its Rosslyn assembly plant to mirror the company's Ageo plant in Japan. Further investments will continue in 2018.

"Through the investment, a lot of emphasis was placed on real estate, tooling and equipment, as well as acquiring new jigs, fixtures and implementing a new material supply system," said Aubrey Rambau, Director of manufacturing at the UD Trucks Assembly Plant in Rosslyn.

The UD Trucks Rosslyn plant has assembled over 45 000 units since its inception, and is staffed by 140 permanent employees. The facility currently produces trucks that are also exported to Botswana, Namibia, Zimbabwe, Mozambique, Malawi, Zambia, Swaziland, Lesotho, Mauritius and Tanzania.

The plant recently also welcomed a group of journalists, who were taken through the facility to view the changes and new developments.

## **New Plant to Open in Kenya**

To gain even more traction in the Eastern African markets, UD Trucks has secured a new partner in Kenya to establish a CKD (Completely Knocked Down) assembly facility, which will include the production of UD Trucks units.

"Due to local Kenyan regulations, a CKD plant is key to any success in that market. We already have a product plan in place, and believe that UD Trucks line-up will be ideally suited to local road and operating conditions," said UD Trucks Southern Africa's Managing Director, Gert Swanepoel ●





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