



UD TRUCKS

CONNECT

Going the Extra Mile for Our Customers

May 2019 Volume 16





UD TRUCKS

CONNECT

Going the Extra Mile for Our Customers

May 2019 Volume 16

CONTENTS

From the MD's Desk 1



Truck Industry Firing on All Cylinders 2

Highlights from our New Quester and Kuzer Launch 2



PE Customers at Scribante Race Track 3



UD Rocks Protea Festival 4



Making a Difference, One Driver at a Time 5

From the MD's Desk

Dear UD Trucks Family,

The resilience of the local truck industry keeps on surprising even the most cynic of commentators. I must say, even though we are grateful that local new truck sales are continuing its upward trend, the resilience of the local transport industry comes as no surprise to us.

We have seen, first hand over our 57 years in the country, the resilience, determination and courage of the region's transporters, through all the ups and downs of the economy.

With the general election now a thing of the past, the mostly peaceful nature of the process and outcome are set to bolster the economy in the coming months. With this in mind, we believe the trucking industry will log another growth year at the end of 2019.

At UD Trucks, we are also grateful for the quick uptake by fleets of the New Quester and Kuzer product ranges launched in March this year. We believe these new members of the UD Trucks family will continue to prove their worth in fleets around the region and we will start sharing these stories as the new units clock up some kilometres in actual working conditions.

It is also proof that our market is ready for more integrated smart technologies to get the most out of their fleets. UD Trucks is excited to be on the forefront of brining connected logistics to our customers, and ultimately providing with them with the best uptime and productivity.

Our customers remain our top priority and we are committed to going the extra mile for you, every day.

Take care,



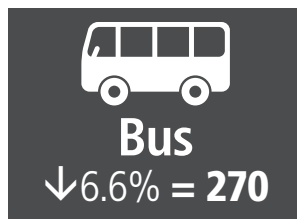
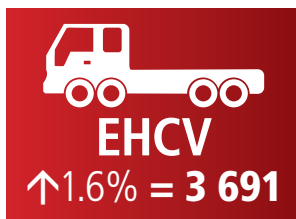
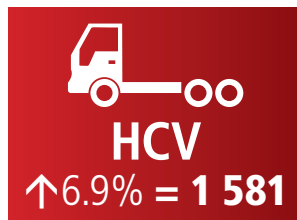
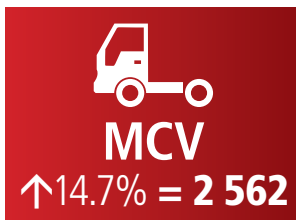
Gert Swanepoel

MD: UD Trucks Southern Africa



Truck Industry Firing on All Cylinders

2018/19 Year-to-Date Comparison *



As per Naamsa statistics, 1 May 2019

“We are now moving into a very interesting sales period,” said Gert Swanepoel, Managing Director of UD Trucks Southern Africa. “In spite of the fact that many of the major economic indicators are tracking negatively, the truck market has remained very resilient and just keeps on recording growth month after month.”

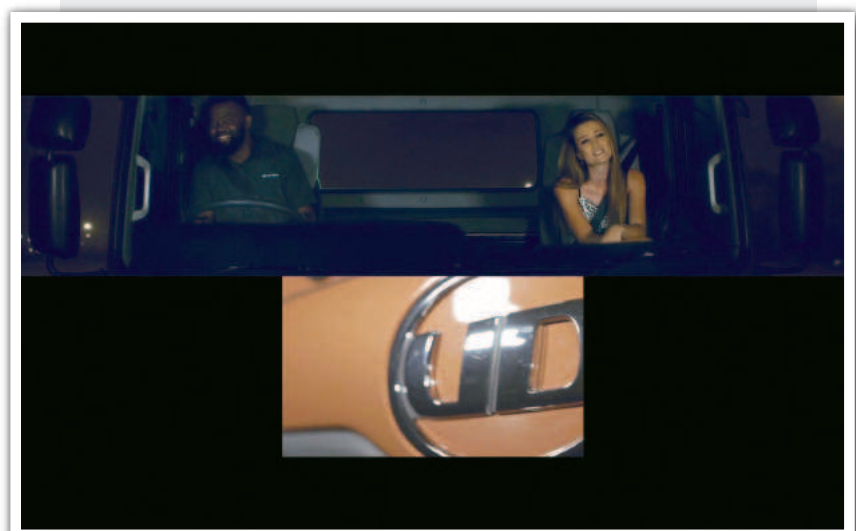
UD Trucks believes that the basics, like fleet replacements, are still happening, although the industries in which sales are still happening have moved away from the traditional segments like construction, mining and manufacturing.

“We have seen a lot of growth in the logistics industry, especially with the increase in sub-segments like online shopping, local hub deliveries, and distribution,” said Swanepoel.

Highlights from our New Quester and Kuzer Launch

Watch this short highlights clip of the recent launch of our New Quester and Kuzer at the magnificent Sun City Resort. Relive all the thrill and excitement as we introduced these two new versatile members to the UD Trucks family, featuring some of our local talent, Nadine.

 Watch Video



PE Customers at Scribante Race Track



UD Trucks' dealer in Port Elizabeth, Billson Trucks, recently held a regional launch of the New Quester and Kuzer product ranges. Customers first learned more about the new trucks before going on a test drive around the track.

The Billson Group, which was established in 1986, has been a UD Trucks franchised dealer since 2001.

More information on New Quester and Kuzer is available at www.udtrucks.com/southafrica

"It was a wonderful opportunity for our customers to experience all the new features and capabilities of New Quester and Kuzer," said Patrick Billson, Managing Director of Billson Trucks. "Ultimately, our customers' success is our top priority and we believe the new products will go a long way in achieving this."

The Billson Trucks team were on hand to assist fleet owners with any enquiries about the new products, and to offer advice on which products are best suited to the customers' unique business and operational requirements.



UD Trucks Protea Festival



UD Trucks Magnis and UD Trucks Southern Africa were the major sponsors of the recent Protea Festival in Cullinan.

It is the biggest protea festival in the country, with thousands of visitors descending on this small town to experience the beautiful flowers, top-notch entertainment and a festive market atmosphere. And of course, trucks!



On display was UD Trucks' New Quester, Croner and Quon, and the Magnis team was on hand to assist the many interested visitors with their queries.

"Our UD Trucks products certainly made a statement and stood proudly amidst the national flower of SA!" said Frikkie Maritz, Dealer Principal of Magnis Pretoria East.



Making a Difference, One Driver at a Time



Amos Mmapetla, Service Manager at UD Trucks Francistown in Botswana, has a true passion for the brand and its customers.

Proof in point is that he trained 72 fleet drivers in just six weeks!

Driver training is vital to the safe operation of a vehicle, and product-specific training assists drivers to get the most out of their trucks. Ultimately this leads to more uptime, efficiency and productivity.

Well done and thank you, Amos! You are a true UD Trucks ambassador!



NEW *Quester*

Made to go the extra mile

Your Way To Save Fuel

Numbers don't lie. Rising fuel costs are tightening margins. It's tough to take your business where you need it to be.

New Quester introduces ESCOT automated manual transmission, which builds on the current Quester's excellent fuel economy. Automated gear shifting makes all drivers more efficient, contributing to better drivability and helping you make the break towards greater profitability.

A smart move for your business

Go to udtrucks.co.za, to locate your nearest dealer.
Call our 24-Hour Roadside Assistance 0800 008 800
(in breakdown situations)



Product in photograph is for illustration purposes only and is subject to stock availability.



UD TRUCKS

Going the Extra Mile