

INDUSTRY NEWS: Big boost for fleet Manline recently took delivery of 51 new MAN TGS WW trucks to add to its fleet MOTOR NEWS REPORTER Published: 2011/05/12 01:49:31 PM

EVER since Neil Henderson opened his doors to business in March 1998, deploying five MAN trucks, his company, Manline, has established a reputation as a true best practice logistics operation founded on the principles of superior customer service, technological leadership, skills development and social responsibility.

Over the years, Manline has chosen MAN Truck & Bus as its preferred truck supplier and recently took ownership of 51 MAN TGS WW truck tractors, bringing its total fleet to 403 vehicles, 65% from MAN.

Consisting of five divisions — Manline Freight, Manline Energy, Manline Distribution, Manline Africa and Timber24 — specialising in the transport of general freight, black products, fuel, gas, chemicals and timber, the Manline Group offers a comprehensive supply chain solution to its customer base from point of manufacture to local distribution centres to the end customer.

It services all of SA's provinces, as well as cross-border to Lesotho, Swaziland, Namibia, Botswana, Zimbabwe, Mozambique, Zambia, Malawi and the Democratic Republic of the Congo.

With 15 depots in KwaZulu- Natal, Gauteng, Mpumalanga, the Eastern Cape and Ndola in Zambia, it offers warehousing, distribution and supply chain management solutions to enhance its diversified logistics services.

Henderson says: "We procured 20 new MAN TGS WW truck tractors last year as part of our 48-month fleet replacement cycle and thus far they are performing beyond our expectations. The TGS WW is an ideal long-haul prime mover for African conditions, offering excellent fuel consumption, power and torque, driver comfort, safety and reliability.

"We employ 495 drivers and they all agree that the TGS WW is their truck of choice. Of the 51 TGS WWs making up this year's order, 31 will be deployed in our national freight division while 20 will service Manline Africa, our cross-border division.

"MAN's Pinetown assembly plant has been re-engineered to shorten the lead time for the delivery of the TGS WW derivatives to Manline," says Bruce Dickson, management board member: marketing communications, MAN Truck & Bus SRM.

"Working in close collaboration with Manline's management and technical staff, our TGS WW production line is now equipped to execute tasks that were outsourced before, particularly painting the truck bumpers to Manline's specification and fitting the on-board fleet management system. This has allowed us to lessen our lead time by 15 days."

Integral to the client's market leadership is its focus on employing technologically superior business tools to boost operational efficiency and profitability. "This approach extends across our

operation, from the truck itself, to the systems we use to manage both our drivers and our logistics services," says Henderson.

"The TGS WW is a class-leading vehicle, a truck that complements our technological platform perfectly. It includes vehicle and driver management hardware and services from MiX telematics and DriveCam, as well as Manline's proprietary web-based enterprise resource management software, Max, which integrates customer relationship management with fleet management.

"It's a unique system, giving Manline a distinct competitive edge in this highly competitive market.

"The MAN TGS WW is unique in its technological superiority and ability to enhance our on-road efficiency. As such, it will be the flagship truck to carry Manline's strategy for continental expansion for the next five years," he says.