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SCANIA TICKS ALL THE RIGHT BOXES FOR 4PL.COM CAPE

Having found Scania South Africa to be ticking all the right boxes for its transport business needs, 4PL.COM Cape has expanded its fleet with five Scania New Truck Generation (NTG) G460 units.

The new units bring to 15 the total number of Scania trucks in 4PL.COM Cape's fleet within a space of three years, writes *Munesu Shoko*.

As part of its consistent fleet replacement programme, leading Cape Town-based logistics provider, 4PL.COM Cape has taken delivery of five NTG G460 units from Scania South Africa. The new consignment brings to six the number of NTG units currently in 4PL.COM Cape's fleet of 15 Scania trucks.

4PL.COM Cape is part of the 4PL Group, which also comprises two other transport businesses, 4PL Fleet and Teralco. 4PL.COM Cape specialises in general cargo, particularly running interlink tautliners and tri-axle flat decks across South Africa and into Zimbabwe and Zambia.

The tautliners are specifically used for general cargo. The company's business cycles are split into two distinct seasons: winter and summer. During the winter season, it focuses a lot on moving agricultural products, specifically citrus out of the north. During summer months, focus turns to other agricultural products such as potatoes, as well as FMCG stuff. Some key customers in the FMCG space include Premier Foods, Twizza and Kingsley. 4PL.COM Cape also provides logistics services to online shopping giant Takealot.com, through Vital Distribution.

The flatdeck application mainly focuses on containers from the Durban port to different destinations, including

Hwange in Zimbabwe. For its cross border application, the company tends to use rented trucks from Scania Rental.

Having started out as a non-asset based transport company, specialising in brokering and rental, the company eventually decided to purchase its first own trucks some three years ago. Paul Cunliffe, MD of 4PL.COM Cape explains that the decision was informed by the fact that while the company lacked the knowledge of running trucks at the time, it still spent money on fuel, tolls and tracking allocated to transporters. "We had the spend and saw it wise to invest in our own fleet," says Cunliffe.

Marking its transition from the outsourcing model, 4PL.COM Cape started to run trucks on rental, before purchasing its own fleet. Within three years, the company has already bought a total of 15 trucks, all Scania units. The fleet is replaced after every three years or at 600 000 km, whichever comes first. The new five units form part of the first fleet replacement programme.

Why Scania?

Explaining the reasons behind the loyalty to Scania, Cunliffe says that the OEM has ticked all the right boxes for 4PL.COM Cape and the 4PL Group at large through several appealing factors – all the way from its one-



Johnny-Ray Basset of Scania (left) and Paul Cunliffe, MD of 4PL.COM Cape, during the handover of five new trucks.

**+ FIVE NTG
G460 UNITS**



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**+ 15 SCANIA
TRUCKS**



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2,7 KM PER LITRE

4PL.COM Cape's old generation fleet, in long haul applications, has been averaging 2,1 km per litre of fuel. With the NTG G460 units, the fuel consumption has significantly improved to about 2,7 km per litre



**SAVING
R23 000 ON
FUEL PER
MONTH PER
TRUCK**

With these consumption figures, 4PL.COM Cape is saving R23 000 on fuel per month per truck

TAKE

QUICK

says Cunliffe.

Cunliffe says with six NTG units, following the arrival of the five new trucks, the company will be saving about R150 000 per month, which translates into an annual saving of R1,8-million, just on fuel.

"For us at Scania, our customers' cost of ownership is very important. Providing them with a vehicle at the lowest cost of ownership means that they can also quote their clients at a better rate, making them competitive in such a cutthroat trading environment. The cost per kilometre is a key parameter in our customers' profitability. The more they become profitable, the more they do business with us," says Johnny-Ray Basset, key account manager at Scania South Africa.

"Lower cost per kilometre means we are competitive in the market. For example, between Cape Town and Johannesburg, on fuel alone we save about R3 500. It means that we are R3 500 more competitive in the marketplace on that particular route. That's why Scania is our truck supplier of choice," adds Cunliffe.

One-stop shop

Another reason why 4PL.COM Cape sticks to Scania is the truck maker's one-stop shop approach. The company uses Scania Finance, Scania Rental, has a full repair and maintenance (R&M) contract and uses Scania's full Fleet Management System (FMS).

stop shop approach to lower total cost of ownership on its product.

To give an idea, 4PL.COM Cape's old generation Scania units, in long haul applications, have been averaging about 2,1 km per litre of fuel. The company recently started running two NTG G460 units, one of its own and another on rental from Scania Rental, and the fuel consumption has significantly improved to about 2,7 km per litre of fuel.

"With one of our trucks specifically deployed on the Cape Town-Johannesburg route, we have been recording fuel consumption figures of 3,3 km per litre with light loads (5-6 t). We are saving R23 000 on fuel per month per individual truck over 14 000 km,"



Paul Cunliffe (left) signs on the dotted line for his five new Scania NTG trucks.

nothing about trucks. We are purely a transporter," he says.

Apart from fleet health and uptime benefits, Cunliffe says having trucks serviced by Scania also bodes well for trade ins. For example, the company recently scored a favourable buy-back value on its vehicles traded in for the five NTG trucks. The trade in value was also buoyed by the low mileage on the trucks, which came in at between 400 000 and 450 000 km, instead of the agreed buy-back mileage of 600 000 km.

Fleet under watch

As a progressive transport solutions business, 4PL.COM Cape also utilises Scania's full FMS package, the C300. Scania's Fleet Management System helps 4PL Fleet take control of its fleet and get the most out of its business.

Scania's C300 puts fleet owners in the "driving seat" of the vehicle, allowing them, at any given time, to retrieve information and put corrective measures in place. It is an advanced set of services that help fleet owners utilise vehicle and driver follow-ups and operational information to support their transport processes.

As well as providing access to fleet management, the system offers an array of advantages such as Remote Diagnostics, Remote Download and Driver Coaching, among others. These functions help 4PL.COM Cape reduce its fuel costs and shorten the time required for service and maintenance, among other benefits.

"We get a weekly report on all the parameters we have set, including driver behaviour, speed, harsh braking and unnecessary idling, among others. We pick up any delinquent driving and any possible fuel theft. To give an idea, I previously uncovered a syndicate of eight drivers who were stealing diesel from us through Scania's telematics platform," says Cunliffe.

"The full FMS package allows 4PL.COM Cape to be in full control of their vehicles, anywhere, anytime. They can identify any drastic fuel level drop and the geographic point it occurred to get to the bottom of possible fuel theft," says Basset.

Another major factor that affects fuel consumption is driver behaviour. By utilising Driver Evaluation reports, 4PL.COM Cape can identify areas where its drivers can improve to optimise fuel consumption. "This is an ongoing process, and the bigger the fleet, the bigger the savings. Being consistent on monitoring driving styles and continuous coaching can result in a significant fuel saving," concludes Basset. 🌟



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Johnny-Ray Basset, key account manager at Scania South Africa

TALKING POINTS

"Scania's one-stop shop service offering bodes well for our business. All the services we need for us to run a successful transport business are offered from under one roof. The ease of doing business with Scania South Africa also makes us a loyal customer," says Cunliffe.

He adds that 4PL has a group key account with Scania South Africa, which means it has one point of contact, Johnny-Ray Basset. "For any queries, I just get in touch with Johnny-Ray and don't have to call 10 different people, which again talks to the ease of doing business," says Cunliffe.

With every truck purchase, 4PL.COM Cape takes a full R&M contact with Scania South Africa. "We have a 42-month R&M contract on each truck purchase. It's a very effective way of ensuring fleet health because we have Scania experts looking after the vehicles. This ensures maximum uptime, which, is very important for the type of business we are in," says Cunliffe.

He adds that 4PL.COM Cape's core business is transport, and the company doesn't want to own workshops and have mechanics in its ranks. "That is not our core business. We know