



MAN Truck & Bus SRM (Sales Region Middle East & Africa)

Super Group and Haulcon partner with MAN

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The recent acquisition of Haulcon (Hauliers Consortium) by JSE-listed logistics organisation, Super Group, saw the procurement of 16 MAN TGS WW truck-tractors as part of the dry-bulk tanker fleet's vehicle replacement cycle.

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According to Peter Mountford, Super Group CEO, "the Haulcon acquisition is a huge development for Super Group and synergises perfectly with our core interests in mobility and supply chain services. The group's strategy is to grow the bulk tanker fleet with a sharp focus on cost reduction and optimisation. Apart from Haulcon's longstanding relationship with MAN, there is a massive alignment to MAN across Super Group. The TGS WW was chosen because not only does it offer lowest-lifecycle-cost but it's an exceptionally pretty truck."

MAN Truck & Bus SA's management board member, Mike Macdonald says, "The coming together of Haulcon, Super Group and MAN represents a significant partnership, one that has proved beneficial for all involved, especially in these tough market conditions. The order for 16 MAN TGS WW derivatives is testimony to the solid teamwork and commitment to making things work from all three companies."

Half of the Haulcon fleet of 46 trucks comprises MAN truck-tractors and the new TGS WW 26.480 and TGS WW 26.440 prime-movers will replace Haulcon's MAN TGA truck-tractors.

"Our trucks carry dry bulk products over lead distances between 240km and 500km so it's a true longhaul application. Our drivers rated the TGA the most ergonomic and safe truck in the fleet and the new TGS WW has exceeded their expectations," says Ingrid Masson, Haulcon's managing director.

With blue-chip clients like Anglo Platinum, PPC and Afrisam, reliability is critical in a fleet delivering to ready-mix plants and construction sites. “Our trucks are expected to travel 22 000km per month, every month of the year, so uptime is our number-one priority. MAN’s dealer network covers our operational regions perfectly, giving us all the necessary service support to meet our service-level commitments,” adds Masson.

The 480Hp and 440Hp MAN TGS WWs are equipped with the award-winning MAN D26 turbo-charged common-rail diesel engine, displacing 2 300Nm and 2 100Nm of torque respectively. With a frugal green-band between 1 200 – 1 500 rpm and an automated TipMatic gearbox, the TGS WW delivers excellent fuel consumption and drivetrain longevity.

Both derivatives are backed by MAN’s class-beating four-year/600 000km driveline warranty. Masson says the new trucks will clock up around 750 000km over three years and then be traded in.

For Phillip Smith, Super Group’s supply chain management consultant, “success in this industry depends entirely on the relationship between operator, vehicle supplier and the workshop. It’s about how well you work together and both Haulcon and Super Group believe MAN is the right partner to help build our dry bulk tanker division.”

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For further information

www.mantruckandbus.com/media

MAN Truck & Bus AG, headquartered in Munich, Germany, is the largest company of the MAN Group and a leading international supplier of efficient commercial vehicles and innovative transport solutions. In fiscal 2010 the enterprise, with around 31,000 employees, posted sales of more than 55,000 trucks and over 5,400 buses and bus chassis of the MAN and NEOPLAN brands worth 7.4 billion euros.