

## **MAN – AFRICA’S ONLY ONE-STOP BUS SHOP**

Its company history dating back 250 years, German multinational MAN AG is today a global leader in the manufacture and supply of heavy-duty automotive, shipping and power generation equipment. Serving ever-evolving markets in Europe, Asia, Latin America and Africa, MAN is consistently engineering better ways to meet the challenges facing the commercial transport industry, producing vehicles that are increasingly fuel-efficient, safe and environmentally-friendly.

Supporting its technological leadership, MAN’s global Consistently Efficient programme dramatically lowers total-cost-of-ownership through enhanced vehicle productivity and class-leading warranties.

### **Partnering for growth**

Today, MAN has identified Africa as its key growth region and has ramped up its vehicle assembly and marketing support infrastructure on the continent. With its regional head office in Dubai, its assembly and services hub located in South Africa and a new assembly plant in Kenya, MAN is fully-gearred to meet the growing demands of the region.

According to Shane Naidoo, management board member, MAN Centre Sub-Equatorial Africa, “MAN has been in South Africa for 50 years and our footprint in sub-equatorial Africa covers 13 countries. What separates MAN from its competitors in the region is our constant direct OEM involvement with our 20 business partners, facilitating ongoing hands-on support and swift decision-making.”

The market leader in South Africa’s highly competitive bus industry for several years now, MAN is streaks ahead of its nearest rival. “We are the only one-stop bus chassis and bodybuilder in Africa,” adds Naidoo. “While competitor bus OEMs outsource their bus body-building work, MAN has a world-class bus body-building plant in South Africa, enabling seamless delivery of customised bus bodies to its clients with swifter turn-around times and at lower cost,” adds Naidoo.

As the operating environment in sub-Saharan Africa has evolved, MAN Truck & Bus SA has engineered its vehicles to meet the demanding conditions faced by operators in the region.

“Our multi-brand portfolio of MAN and Volkswagen buses is extensive and offers a wide choice for the professional African operator; from commuter options to coach applications,” explains Naidoo. “We can meet any customer need, be it for commuter, inter-city, articulated, bi-articulated, luxury coach or BRT applications.”

### **Buses built for Africa**

Manufactured in Brazil, the Volkswagen Volksbus range can accommodate pax applications from 16 to 65 seats. The VW 9.150 midibus is offered in partnership with Busmark 2000 as a 35-seat (plus driver) commuter/staff unit. The VW 17.210 commuter bus is already a popular personnel carrier in industrial applications in the region. The rear-engined VW 18.310 is ideal for coach applications while VW 17.260 is also rear-engine with an automatic transmission making it ideal for start-stop applications.

The market-leading MAN Lion's Explorer range of buses includes the 65-seater HB1 basic commuter bus with manual transmission, its sister model, the HB2 commuter which comes standard with an auto-transmission, the MAN A84 Lion's city bus for BRT applications and the HB4 bus chassis which is fully customisable to meet any customer need. The MAN R37 and R40 chassis offer the perfect platform for five-star coach operators and are available in 13.8-metre and 15-metre formats with bodies from Irizar and MCV.

### **Covering all the bases**

Safety and vehicle productivity will always be top priorities for bus operators. All MAN and VW buses fully conform to EU safety standards while complying with local environmental standards.

Comprehensive driver-training is offered across all models.

"MAN is committed to forming long-term partnerships with its African partners and customers. Our ongoing mission is to add value to their business by offering them a *complete* passenger transport solution," concludes Naidoo.

MAN Truck & Bus (S.A.) (Pty) Ltd sales support

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