

Basics of truck selection

- Vehicle selection is complex and multifaceted.
- Because a commercial vehicle can be used in many different ways, there is no single "right or universally applicable way" of selecting the right vehicle for the task to be performed.
- Therefore, this product overview merely serves as a rough selection guide to establish a basic link between the need of the user/industry and the possible vehicle choice(s) that may be suited to perform the task.

Our mission is to supply multipurpose chassis cabs to provide transport solutions when offering the complete vehicle. The application determines the chassis to be selected, while the industry determines the body and equipment to be selected.

When selecting a truck-based transport application, the following aspects are typically considered:

Aspect:	Possible implication on truck selection:
1 Daily production output required	Available capacity offered by the vehicle/distance X load
2 Volume of the load	Size of load body/trailer
3 Dimensions, packaging of the mass of the load	Available chassis carrying capacity and GVM
4 Type/characteristic of load	Length of body and/or trailer
5 Terrain and road conditions	Type of body required, eg box body, flat deck, insulated, tanker, crane, etc.
6 Mass of the load	Traction and suspension
7 Topography	Power required and brakes
8 Nature of routes	Retarder, gearshift
9 Trip distances/average speeds	Power required, sleeping accommodation
10 Height requirements/stipulations	Wind resistance, power requirement
11 Need for additional capacity with trailers	GCM rating, power (D/T Rating)
12 Crew/drivers per shift	Catering for specific cab requirements (size, layout, comfort level, etc.)
13 Loading and offloading facilities and limitations	Size of vehicle required; lifting and ancillary equipment
14 Cost and investment parameters/restrictions	Available ownership/usage options to select

<p>Mercedes-Benz CharterWay</p> <p>CharterWay offers two new cost-effective mobility solutions. These are the CharterWay Service BestBasic and the CharterWay Service Complete.</p> <p>The BestBasic solution is the entry level product that covers all maintenance related tasks called for by the maintenance booklet of your commercial vehicle. In addition to the CharterWay Service BestBasic, the CharterWay Service Complete package includes all wear and tear costs as well, thus giving you peace of mind and motoring pleasure.</p> <p>Benefits / Reasons for Choosing:</p> <ul style="list-style-type: none"> • Avoid unexpected bills and unforeseen maintenance costs • Outsource administration and free up your time • Ensure that your vehicles are serviced and maintained by trained Mercedes-Benz technicians using only genuine Mercedes-Benz parts • Special conditions for parts and wages ensure best-possible quotations • Original Mercedes-Benz replacements parts guarantee your vehicle high value retention • Value breakdown risk and associated cost risks are minimised (e.g. penalty) • Benefit from the advantage of a properly documented Service Contract history when it comes to selling your vehicle <p>Above and beyond a service contract, Mercedes-Benz CharterWay can bundle the CharterWay Service BestBasic and the CharterWay Service Complete contract with an operating lease which will allow you to lease the vehicle over a predetermined period of time, thereby taken care of all risk associated with ownership of the vehicle, as well as improving cash flow in your business by offering competitive monthly repayments</p>	<p>FleetBoard Driver & Vehicle Management</p> <p>Features</p> <ul style="list-style-type: none"> • Performance measuring of drivers and vehicles • Easy identification of areas of improvements • Online monitoring of technical status • Monitoring of electronic faults through MBSA to prevent severe damage to major components (i.e. clutch, engine, transmission, etc ...) • Position tracking and tracing <p>Benefits</p> <ul style="list-style-type: none"> • Significant reduction of fuel consumption • Less wear and tear • Reduced workshop visits and downtime of the truck • Increased uptime of the entire fleet 	<p>Mercedes-Benz After-Sales</p> <p>GenuineParts • Genuine Service • Genuine Accessories</p> <p>Services Offered</p> <ul style="list-style-type: none"> • Distributed National Inventory (Optimised Stock Management) • Competitive pricing • Superior infrastructure • Up to 12 months guarantee • Strategically located dealers • Service Excellence <p>Benefits to Clients</p> <ul style="list-style-type: none"> • The right part, at the right place, at the right time, for the right price • 24 hour Customer Support – CV specific road side assistance • Uptime team within the Dealer Technical Assistance Centre in combination with FleetBoard® • Downtime measurement (globally accredited) – transparent to network at MBSA • Key customer breakdown report <p>The Mercedes-Benz Remanufactured GenuineParts programme (ReMan) has been designed to maximise on price-sensitive customers and/or older vehicle models, by providing genuine quality parts with an average cost saving of up to 30% over new Mercedes-Benz GenuineParts.</p>	<p>Mercedes-Benz Driver Training</p> <p>Mercedes-Benz strives to provide quality training and services that will foster personal growth and enhance driver skills.</p> <p>We offer a variety of training courses:</p> <p>Generic Courses</p> <ul style="list-style-type: none"> • Basic Driving Skills & Remediation • Vehicle Familiarisation Training • Economic & Defensive Driving • Advanced Driver Training <p>Segment Courses</p> <ul style="list-style-type: none"> • Construction Industry • Timber Industry • Sugar Industry • Short and Long distance haulage <p>The Mercedes-Benz Driver Training Academy is committed to the success of our customers through the transfer of knowledge and development of their drivers.</p>

Truck Product Guide

Mercedes-Benz Commercial Vehicle Dealerships

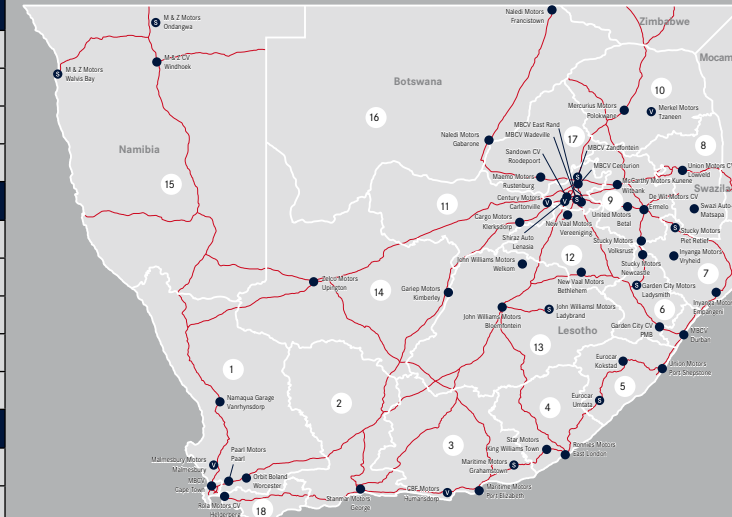
Western Cape	
Mercedes-Benz CV, Cape Town	021 550 9600
Paarl Motors, Paarl	021 862 1037
Rola Motors, Strand	021 841 8700
Eikestad Motors, Stellenbosch	021 886 8190
Orbit Boland, Worcester	023 342 2420
Stanmar Motors, George	044 802 7000
Eastern Cape	
CBF Motors, Humansdorp	042 295 1137
Ronnies Motors, East London	043 735 1333
Star Motors, King Williams Town	043 642 3595
Maritime Motors, PE	041 408 6600
Northern Cape	
Gariep Motors, Kimberley	053 831 2400
Namaqua Garage, Vanrhynsdorp	027 219 1033
Zelco Motors, Upington	054 331 1666
KwaZulu-Natal	
Eurocar, Kokstad	039 727 3190
Garden City CV, Pietermaritzburg	033 397 5600
Inyanga Motors, Empangeni	035 901 7500
Inyanga Motors, Vryheid	034 989 6300
Mercedes-Benz, CV Durban	031 576 1700
Stucky Motors, Newcastle	034 328 1000
Union Motors, South Coast, Port Shepstone	039 315 4800
North-West	
Cargo, Klerksdorp	018 406 5400
Maemo Motors, Rustenburg	014 592 1141

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Free State	
John Williams Motors CV, Bloemfontein	051 409 3700
John Williams Motors, Welkom	057 916 9921
New Vaal, Bethlehem	058 307 8300
John Williams, Ladybrand	051 923 1000
Gauteng	
Mercedes-Benz CV, East Rand	011 437 5000
Mercedes-Benz CV, Centurion	012 621 0000
Sandown, Roodepoort	011 611 2100
Mercedes-Benz Zandfontein, Pretoria	012 372 9200
New Vaal, Vereeniging	016 430 6500
Mpumalanga	
De Wit Motors CV, Ermelo	017 811 5225
McCarthy Kunene, Witbank	013 697 4370
Stucky Motors, Volksrust	017 735 1100
Union Motors Lowveld, Nelspruit	013 754 6000
United Motors, Bethal	017 647 8300
Limpopo	
Mercurius Motors, Polokwane	015 297 3726
Mercurius Motors, Tzaneen	015 307 5020
Botswana	
Naledi Motors, Gaborone	00267 319 1653
Naledi Motors, Francistown	00267 241 3602
Namibia	
M&Z Motors CV, Windhoek	00264 613 2005
Swaziland	
Swazi Auto Truck Centre	00268 518 6991

Mercedes-Benz Commercial Vehicles 012 677 1500
 Mercedes-Benz Finance and Insurance 086 732 4653
 Customer Response Centre 0800 133 355
www.mercedes-benz.co.za/trucks

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 Mercedes-Benz Financial Services is an Authorised Credit Provider in terms of the National Credit Act, No. 34 of 2005. Registration No. NCRCP80
 * Mercedes-Benz Finance and Insurance is underwritten by Regent Insurance, FSP No. 25 511, and Regent Life Assurance, FSP No. 18 146



Dealer Territories

Map Code	Territory Name
1	Boland
2	Outeniqua
3	Eastern Cape
4	Border
5	South Coast
6	Midlands
7	Zululand
8	Lowveld
9	Highveld
10	Limpopo
11	Northwest
12	Vaal
13	Free State
14	Northern Cape
15	Namibia
16	Botswana
17	Pilansberg
18	Heidelberg

● Mercedes-Benz Commercial Vehicle Dealers
S Mercedes-Benz Commercial Vehicle Service Dealers
V Mercedes-Benz Van Dealers

Dealership

Map Code	Territory Name	Dealer Name	Contact
1	Boland	Orbit Boland	023 342 2420
2	Outeniqua	Paarl Motors	021 862 1037
3	Eastern Cape	Ronnies Motors	043 735 1333
4	Border	Star Motors	043 642 3595
5	South Coast	Maritime Motors	041 408 6600
6	Midlands	Eikestad Motors	021 886 8190
7	Zululand	Stucky Motors	034 328 1000
8	Lowveld	Union Motors	013 754 6000
9	Highveld	United Motors	017 647 8300
10	Limpopo	Mercurius Motors	015 297 3726
11	Northwest	Cargo	018 406 5400
12	Vaal	New Vaal	058 307 8300
13	Free State	John Williams Motors	051 409 3700
14	Northern Cape	Gariep Motors	053 831 2400
15	Namibia	M&Z Motors CV	00264 613 2005
16	Botswana	Naledi Motors	00267 319 1653
17	Pilansberg	Naledi Motors	00267 241 3602
18	Heidelberg	Swazi Auto Truck Centre	00268 518 6991

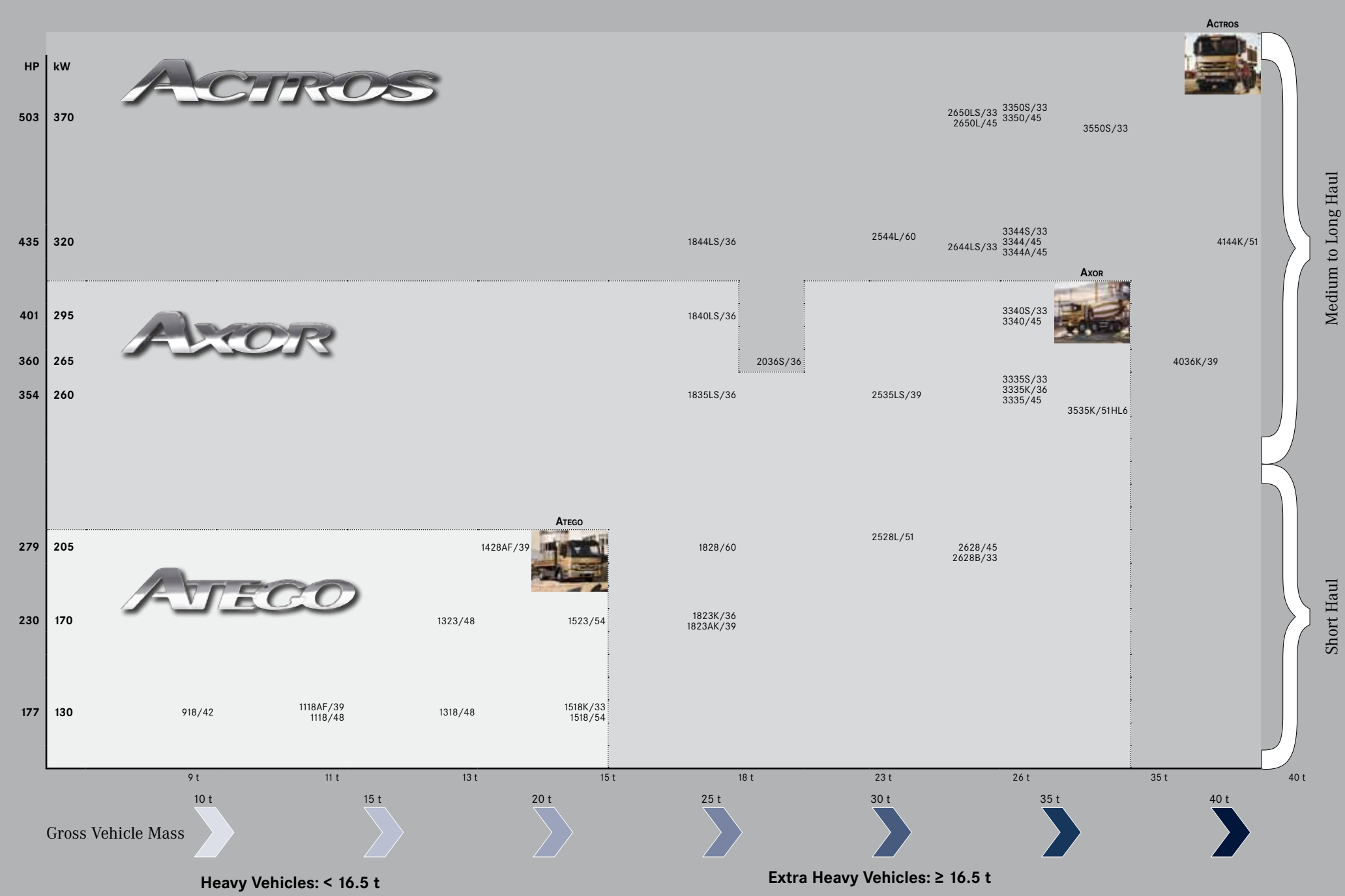


Mercedes-Benz Truck Product Guide

125! years of innovation



Range overview



Segment overview

Model	ATEGO										AXOR										ACTROS																			
	918/42	1118/48	1318/48	1323/48	1518/54	1523/54	1518K/33	1118AF/39	1428AF/39	1835LS/36	1840LS/36	2535LS/39	3335S/33	3340S/33	1828/60	2528L/51	2628/45	3335/45	3340/45	1823K/36	2628B/33	3335K/36	3535K/51	1823AK/39	1844LS/36	2036S/36	2644LS/33	2650LS/33	3344S/33	3350S/33	3550S/33	2544L/60*	2650L/45	3344/45	3350/45	4036K/39	4144K/51	3344A/45		
Industry Segment	4x2	4x2	4x2	4x2	4x2	4x2	4x4	4x4	4x2	4x2	6x2	6x4	6x4	4x2	6x2	6x4	6x4	6x4	4x2	6x4	6x4	8x4	4x4	4x2	4x2	6x4	6x4	6x4	6x4	6x4	6x4	6x4	6x4	6x4	6x4	6x4	8x4	6x6		
Long Distance Haulage	Level of Suitability										Level of Suitability										Level of Suitability																			
Refrigerated	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Dry Bulk	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Liquid Bulk	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Abnormal Load	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Volume	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Flatdeck	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Distribution & Medium Distance Haulage	Level of Suitability										Level of Suitability										Level of Suitability																			
Refrigerated	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	
Dry Bulk	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Liquid Bulk	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Volume	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Flatdeck	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
General Tipper	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Construction & Mining	Level of Suitability										Level of Suitability										Level of Suitability																			
General Tipper	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Concrete Mixer	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Crane	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Concrete Pump	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Tanker	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Bulk Material	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Abnormal Load	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Agriculture & Forestry	Level of Suitability										Level of Suitability										Level of Suitability																			
Livestock	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Dry Bulk	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Liquid Bulk	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Refrigerated	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Sugar Cane	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Timber	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Waste Management	Level of Suitability										Level of Suitability										Level of Suitability																			
General Tipper	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Refuse Compactor	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Skip Loader	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Hook Loader	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Tanker	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Municipal Service	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
EMS & Off-Road	Level of Suitability										Level of Suitability										Level of Suitability																			
Ambulance/Community	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Recovery	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Fire Engine	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Police/Security	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
Extreme, Mountain, Off-road	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

* 2544L/60 Special application car carrier chassis

- Not Suitable | ● Low Suitability | ● Med Suitability | ● Well-Suited

Vehicle application

Range	Model	Axle Configuration	Power (kW/hp)	Torque (N.m)	GVM (kg)	GCM (kg)	*Chassis Carrying Capacity (tons)		Cab Version **	Suspension (Front/Rear)	Road Conditions			
							Manuf	Legal			Paved	Gravel	Off-Road	
FREIGHT CARRIER	ATEGO	918/42	4x2	130/177	675	9500	13000	5,8	5,8	SC	Steel/Steel	●	●	●
		1118/48	4x2	130/177	675	11990	21000	7,7	7,7	SC	Steel/Steel	●	●	●
		1318/48	4x2	130/177	675	13500	21000	9	9	SC	Steel/Steel	●	●	●
		1323/48	4x2	170/230	810	13500	28000	8,8	8,8	SC	Steel/Steel	●	●	●
		1518/54	4x2	130/177	675	15000	21000	10,2	10,2	SC	Steel/Steel	●	●	●
	AXOR	1523/54	4x2	170/230	810	15000	28000	10	10	SC	Steel/Steel	●	●	●
		1828/60	4x2	205/279	1100	18000	36000	11,9	10,5	SC+EXT	Steel/Steel	●	●	-
		2528L/51	6x2	205/279	1100	26000	36000	18,7	16,6	SC+EXT	Steel/Air	●	-	-
		2628/45	6x4	205/279	1100	27500	36000	19,3	17,9	SC+EXT	Steel/Steel	●	●	-
		3335/45	6x4	260/354	1850	33000	65000	24,0	16,5	SC+EXT	Steel/Steel	●	●	-
	ACTROS	3340/45	6x4	295/401	2000	33000	65000	23,9	16,4	SC+EXT	Steel/Steel	●	●	-
		2544L/60	6x2	320/435	2100	25000	44000	16,9	15,4	LC XLR	Steel/Air	●	-	-
		2650L/45	6x4	370/503	2400	27500	65000	19,0	17,0	DAY	Steel/Air	●	-	-
		3344/45	6x4	320/435	2100	33000	65000	24,0	16,6	DAY	Steel			