



THE NEWS SOURCE FOR TRANSPORT, LOGISTICS & HEAVY EQUIPMENT

transporttalk

DECEMBER 2019

SCANIA NZ OPENS NEW SERVICE CENTRE



Scania NZ managing director
Mattias Lundholm

Scania New Zealand has opened its South Auckland service centre featuring \$5.5 million worth of genuine parts.

Located in Drury, it follows Scania's largest ever investment in the country now operating as a wholly-owned subsidiary business.

After more than two decades of distribution by third party Cable Price, Scania is now responsible for the importation, distribution and sales of its heavy trucks and buses, as well as parts and services.

Run by branch manager **Phil Smith** and a growing team of around 15 staff, there is experience on-hand to process multiple heavy vehicles and buses six days per

week in two truck bays.

The facility complements 20 other workshops around the country with a total of 52 staff and offices in Wellington, Christchurch and Auckland.

The service centre is on a recruitment drive and is soon looking to employ around 25 people. Staff work around one shift but a second shift is also part of the plan.

It's located on the former site of HEB Construction and covers over 3000 square metres. It was a Scania customer who suggested the site to the team which turned out to be a perfect fit for the brand. Vehicle movement data collected in real time through Scania's connected services

Continued on page 2

KEITH ANDREWS
REMEMBERED
p3

FREIGHT HUB FOR
ROAD AND RAIL
p16

TACKLING STINK
BUGS
p18

Affordable electronic RUC for light vehicles

Do you want to move away from a paper licence and **automate the RUC process?**

Find out more: 0800 376 237 • eroad.co.nz/ruc-for-light



EROAD



From left: Phil Smith, Mattias Lundholm, Laura Blackburn, Deon Stephens and Rob Covich.

Continued from page 1

shows a high concentration of truck movements south of Auckland. Scania has more than 4000 of its trucks on the road throughout the country. Scania NZ managing director **Mattias Lundholm** says it marks a special milestone for the brand's journey in New Zealand.

"There is a history here with our trucks and buses ... New Zealand has always been a special market for Scania. It's tough and demanding for transport here and we like that, it's a good place to be."

Although the site is not purpose-built, the team "will make things work", Lundholm says.

"We do have a workshop in Mt Wellington but the traffic is tough, making the Drury location very good.

"And that alone with the traffic moving south makes us believe this is the right place to be," he says.

The site is also set to be used as a

national training centre. At the moment this only includes technical training in the classroom but more in-depth workshop training is also on the agenda.

Lundholm says the company is setting itself up to meet the "demands and expectations of customers".

"The truck industry in New Zealand is looking good. The economy is growing and is expected to grow and in simple terms that means more transport. We're in a good space and a very good position for the long run.

Scania NZ sales director **Deon Stephens** says the first year was a record result for the brand which increased its market share from 5.4% to 8%.

The team is "immensely proud" of what they have achieved so far but double digit growth is the next target, he says.

"The sales team are really excited and really hungry to be number one in New Zealand and we want to make sure that



we satisfy our customers in the best possible way."

New Zealand is important to Scania on a global level, particularly for its V8 market, along with Sweden, Australia, Norway and Italy, Stephens says.

Meeting Scania senior executives in Sweden, "they are very interested to hear how New Zealand is going and what's happening and what we can do better and how can we support the customer", he says.

"What we've seen from our customer demand with the new generation model is customers are really interested in the safety features and the economy you can get out of these trucks.

"We now have a model that can fit every application in the New Zealand market from the 4x2 250 horsepower right through to the 730 10x4 or 8x4 which is a common specification for us in New Zealand."

Stephens says Scania's connected services are also adding a lot of value to customers by providing truck analytics to manage and prevent faults.

"Customers are asking for fuel efficiency and are asking how we get the best out of our investment," he says.

Scania has also launched an online truck configurator to help its customers build a truck with their own specifications such as axle configurations, cab variants, colour, transmission and engine.

"It's a passionate brand and you can build it from the chassis up and spec it to how you want it to be.

"We have passionate truck drivers and customers, it's a passionate industry and people actually want to build it from the ground up and say, 'I built that truck'. It's a good feeling," Stephens says. ■



KEITH ANDREWS REMEMBERED: 'A MAN WITH A UNIQUE VISION'



“To attract the top diesel technicians in Auckland we had to make the job more user friendly ... It’s about family, we’re committed to ensuring a work/life balance for all of our staff.”

The trucking and transport industry has farewelled **Keith Andrews**, the founder of one of New Zealand’s leading truck dealerships and distributor of Fuso.

He died on November 13 after a year-long battle with cancer. He is survived by wife **Vicki**, children **Kurtis, Camden and Holly**, and five grandchildren.

A service was held at Marsden Cove Marina in Whangarei on November 23, where he was remembered by friends and family.

His casket was loaded into a Fuso truck after the funeral and taken to the dealership where staff formed a line to pay their respects.

Keith was born in Auckland and moved to Whangarei in 1965, when he was 11. He called it home for the rest of his life and maintained a “small-town” humility, while dreaming – and achieving – on a bigger scale.

With a practical grounding from a mechanic’s apprenticeship after leaving school, Keith demonstrated incredible drive and vision to not only build his own business, but to build one that changed the face of the industry and became the most successful of its kind in the country.

It all started at Haywood Motors, where he did his apprenticeship and was later given the opportunity to sell boats (a lifelong passion) and then trucks. **Responsible for setting up and expanding the light commercial division, he quickly cut his teeth in sales, marketing and management.**

In 1991, he saw the potential to set up a specialised Mitsubishi Fuso truck sales, service and parts company, taking over the business from Haywood Motors with

its blessing.

Roger White, then sales manager of Fuso trucks for Mitsubishi Motors, says Keith had many special qualities.

“As with many people he met, we quickly established a good rapport – his mechanical background and mine as a truck engineer finding common ground.

“I saw he was just the sort of young man who could do well in this business ... and I might learn something about marketing from him,” Roger says.

Keith Andrews Trucks (KAT) was created, operating from a small workshop on Rewa Rewa Road with three service bays, a parts store, and five staff, including Colleen Hayes, who remained a loyal and trusted friend. Colleen retired in 2017 after 25 years of service.

Keith had originally intended it to remain a small business – but growth happened organically.

His plans for the current Whangarei dealership, across the road from his original workshop, blew Roger away.

“It was stunning, unlike anything seen



Continued from page 3

before in this country,” Roger says. “It soon became a talking point for the industry. Truck dealerships didn’t have floor-to-ceiling windows and tiled floors. “Everyone had service pits, except Keith – he had hoists and he displayed new trucks in the showroom, as if they were new cars; something special.

“He was a man with a unique vision for the truck industry, truck marketing and the opportunities it presented,” Roger says.

The Whangarei branch opened in 1996, quickly building on a reputation for exceptional service, an innate understanding of customers’ businesses and an ongoing talent for innovation.

The business added Mercedes-Benz vans sales, service and parts, followed by buses and trucks. It has also been a parts and service outlet for Freightliner since 2004. Alongside Fuso, these three brands sit within the Daimler Trucks family, under whose banner the Keith Andrews franchise marches on.

The franchise grew significantly in 2011 with the takeover of Roadlife Trucks in Manukau – and its offices in Bay of Plenty and Hamilton – a business that was turned around by applying the same principles that Keith held dear, headed by his son Kurtis.

Keith’s ultimate vision was more ambitious yet – an ambition that was realised in 2016, when he won New Zealand distribution rights for Fuso trucks through his newly formed company Fuso NZ Ltd.

Keith Andrews Trucks’ state-of-the-art Hamilton branch followed in 2018. In November this year, the network was announced as a full Freightliner sales, parts and service dealership for the North Island.

Staff remember Keith as a boss who led from the front – always beating them to work in the morning and the last to leave. He had an amazing work ethic and a genuine passion for his people and his customers.

In a 2015 interview with *DieselTalk* (now *TransportTalk*), Keith spoke about the importance of creating good company culture.

“To attract the top diesel technicians in Auckland we had to make the job more user friendly ... It’s about family, we’re committed to ensuring a work/life balance for all of our staff.”

Keith said his business philosophy was

always about providing the best possible support to the customer and to make the workshop and reception areas exceptionally clean, well-presented, well-equipped, well-staffed and fully stocked with all the parts.

“Once the truck has left the workshop bay, the floor and surrounding workspace is cleaned before the next one rolls in.

“I challenge you to find another workshop as clean, fully stocked, and as well presented as this one,” Keith told *DieselTalk*.

“Support levels can be quite poor in this industry, which is why we have focused on providing the best possible support to keep customers happy,” he said.

Outside of his business, Keith remained competitive in a number of activities which included yacht racing in his younger years. And when he wasn’t sweating it out on the squash court, training with marathon runners or cycling 45 minutes to work he was either fishing with rod and spear, diving, sailing or just enjoying the

freedom of being at sea.

Keith’s absence from the business over the past 12 months has meant the KAT and Fuso New Zealand teams have operated under the leadership of son **Kurtis Andrews.** ■



Keith Andrews Trucking's original five staff in 1991 (from left) Keith Andrews, Gary Crane, Colleen Hayes, Murray McAuley and Peter Hewson.



Keith's casket was loaded into a Fuso truck





www.scrsolutions.co.nz




Talk to Chris Kensley about the benefits of becoming a sponsor.
Phone: 027 530 5194 | Email: chris@automediagroup.co.nz

Transporttalk Magazine and transporttalk.co.nz are published by Auto Media Group 8/152 Quay Street, Limited. P.O. Box 10 50 10, Auckland City, 1030. Ph. 09 309 2444



TRANSPORTTALK EDITOR
Nigel Moffiet
022 018 0998
nigel@automediagroup.co.nz



BUSINESS MANAGER
Chris Kentsley
027 530 5194
chris@automediagroup.co.nz



ASSISTANT BUSINESS MANAGER
Sophie Song
sophie@automediagroup.co.nz



RECRUITMENT SPECIALIST / PRODUCTION
Fran Da Silva
021 933 279
fran@automediagroup.co.nz



GROUP GENERAL MANAGER
Deborah Baxter
027 530 5016
deborah@automediagroup.co.nz



MANAGING EDITOR
Richard Edwards
021 556 655
richard@automediagroup.co.nz



PUBLISHER / CHAIR
Vern Whitehead
021 831 153
vern@automediagroup.co.nz

Auto Media Group Limited makes every endeavour to ensure information contained in this publication is accurate, however we are not liable for any losses or issues resulting from its use.

Printed by: Alpine Printers.

automedia

autotalk.co.nz

autotalk.com.au

transporttalk.co.nz

futuretrucking.com.au

evtalk.co.nz

evtalk.com.au

wheeltalk.co.nz

autotalk

autotalk

transporttalk

futuretrucking

EVtalk

EVtalk

wheeltalk



BLACK DOG MACK CARRIES MESSAGE OF HOPE

TR Group is putting a special Mack on the road to carry aggregates along with an important message on mental health.

The truck, named Hopeful Black Dog, is part of TR Group's rental fleet which is being leased to Winstone Aggregates.

It was recently presented in a handing over ceremony at Hampton Downs Motorsport Park with the support of mental health ambassador **Mike King** and his charity, I Am Hope.

The truck is covered with messages of support and features a one-of-a-kind black bulldog mascot on the front.

TR Group general manager **Brendan King** says the unit is an "expression of love and support" for everyone who has experienced or dealt with mental health struggles.

"What we wanted to achieve with Mack was to give love and support to everyone affected by mental health issues and raise awareness in the community.

"To let you know that you are not alone and that there is always support here and there

is always hope.

"This connects to our vision of leaving a lasting imprint on the world and making a positive difference in people's lives," King says.

"For a long time, the messaging in the media has been about encouraging people that are struggling to ask for help – messages like, 'it's okay to ask for help'.

"Frankly, this is largely ineffective and whilst well intended, is misguided.

Someone in the depths of depression already feels hopeless and they are not going to make themselves more vulnerable by asking for help.

"The messaging on our truck is aimed at the friends and loved ones – it is our job to ask our mates if they are okay and to offer them our time, our love, our support.

"One of the messages is, 'what are you doing to make it okay to ask for help'. Another is, 'have you checked on your mates today?' It is our job as humans to look after each other," King says. ■



CHEERS GILL'S.

100% locally owned and operated.

Gill's Construction has notched up over 80 years of business specialising in everything from roading, earthmoving and fertiliser spreading to stock and bulk cartage.



We're proud to support your success.
Thanks for helping us to be the #1 selling truck brand in NZ.

ISUZU
TRUCKS YOU CAN RELY ON



eCANTER GOING THE LAST MILE

Commercial vehicles account for 35% of New Zealand's transport emissions, which in turn account for around 18% of all our greenhouse gas emissions. But while passenger car emissions are stable or falling, commercial emissions are rising thanks to strong demand for goods - and the need to get them there.

While it could be argued electrified solutions for long-distance trucking are some way away, options for short distance or "last mile" transport are beginning to arrive, one of the first to produce an option being Fuso - which has a fully-electric eCanter truck on New Zealand roads for testing.

Auto Media has had a brief chance to test the eCanter - and you can read about that later in this story.

Someone not used to testing such large vehicles, however, is Green Party member of parliament and associate minister of transport **Julie Anne Genter**. But despite nerves, Genter did a quick lap of the Wellington CBD in the eCanter during its testing tour.

So how did she find her first experience driving an electric truck? Or a truck at all



The eCanter attracted the attention of David Parker, Minister for the Environment, (right), with Fuso GM of sales Kathy Schluter and chairman Leon Grandy

for that matter.

"It was easier to handle than I expected. Quieter and cleaner. It was easier to drive than an SUV."

In a quick chat to Auto Media on the steps of parliament, Genter noted having "last mile" options like the eCanter are important as work continues to reduce the emissions of our transport fleet.

"If we can shift more freight to electrified rail or coastal shipping, we'll still need to get things the last mile, and that is going to need to be zero emissions," Genter says. "But also there are benefits from the cleaner air and lower noise in residential areas."

Does the government need to do more to assist the commercial fleet to transition to

Continued on page 9

Continued from page 8

electric - in ways similar to that proposed for the light fleet in the proposed Clean Car Discount and Standard.

"We are focused on the light fleet because that's an area where emissions have been increasing and we really need to make a change," Genter notes. "With heavier vehicles the EECA contestable fund already provides some incentives to switch to electric or cleaner vehicles.

"You'll probably see some incentives coming out around biodiesel and other technology like hydrogen fuel cell for heavier vehicles and we will be improving the standards for heavy vehicles as well, over time."

Fuso New Zealand chairman **Leon Grandy** believes electric trucks like the eCanter will play a part in meeting future transport needs.

"I think there are many alternative fuel sources other than clean diesel, including EV and fuel cells. In highly built up suburban areas, noise pollution, emission controls and a requirement for short-run, fast turnaround vehicles means EVs will

be an essential part of the transportation sector."

He says government assistance will be required for a widespread shift of transport vehicles to electric.

"We have lots of diesel distribution around the country, but we have very little electricity distribution specifically for commercial vehicles," Grandy says. "So in order to break the diesel monopoly, the government has to be involved in some way in actually exploring all of these alternative fuels, not just electric."

We drive eCanter

Based on the popular small truck, the eCanter has a gross vehicle weight of 7.5 tonnes, and a potential payload of 4.5 tonnes.

The eCanter has a modular battery system allowing the operator to specify up to 82.8kWh of storage. That gives a practical range of 100 to 120km, with a DC charging time of one hour to 80% - though there has been an indication the charging power limit could eventually rise to 170kW, dropping charge times further.



Charge overnight - it should take around nine hours with the 30amp supplied charger - and Fuso suggests off peak rates will make a recharge from 20% as cheap as \$10.

Include 30% lower maintenance costs, and the potential for ongoing road user charge exemptions, and there is a strong

Continued on page 10

EverShine Wheels

JOST

Surface treatment for premium forged alloy wheels

- Available in American and Euro stud pattern for trucks and trailers
- Super low-maintenance - requires only soapy water/truck wash to clean
- Provides protection from harsh transport environments
- Penetrates the surface layer and binds itself to the metal
- 5 year finish warranty (Conditions apply, please contact JOST NZ for warranty T&C's)



www.jostnz.co.nz

Ph 0800 567 869

Member of **JOST**-World



Continued from page 9

running cost story to tell here. The eCanter's electric motor produces 135kW and 390Nm of torque, driving through a single-stage transmission. There are two levels of regeneration for braking and energy recovery. Fuso has discussed the possibility of a 40kW power take off motor for the truck, adding to its usage options. The cab of the eCanter is the same as the rest of the Canter range, meaning it should slip right in to usage for operators who already have Fuso fleets. The key difference is the push-button start and the centrally-mounted touchscreen providing battery, charging and regeneration information.

It also features the same advanced safety features available on the rest of the Canter range - active emergency braking, a lane departure warning system and electronic stability control. *Auto Media* had the chance to spend 15 minutes behind the wheel of the eCanter. **It is as simple to drive as any automatic car or van, pop it into drive and go. Empty, the eCanter sprints off the line like no other small truck I have ever experienced, and with the amount of torque on offer, it should preform well even with a load on board.** A quick squirt on the motorway, and I found the eCanter is limited to 90km/h - fine for the kind of work it will be doing. It also felt more stable than I am used to.

Of particular note was the quietness and smoothness of the Fuso, not just over diesel trucks but over other electric commercials. Fuso seems to have polished out many of the relay and motor noises we are used to, and the throttle and brake programming is very smooth. ■



TRUCKS MADE FOR NEW ZEALAND. DIY MATE.

Don't just imagine your dream truck, build it. The Scania Configurator is a first for New Zealand and allows you to create the perfect truck for any job you want, and any conditions you face.

And let's face it, here in New Zealand that's many, so there are over 80,000 permutations available.

Design your dream truck at scania.co.nz/configure-my-truck

MADE FOR NEW ZEALAND

SCANIA



VOLVO TRUCKS AIMS FOR ZERO ACCIDENTS



Sean Webb

An estimated 1.25 million people are killed in road traffic accidents worldwide, according to the most recent statistics from the World Health Organisation. Conversely, the vision that Volvo Trucks is pursuing for its trucks – and its customers - is zero accidents. Safety has been a focus for company investment since the invention of the three-point seat belt in the late 1950s. **Sixty years ago, Volvo Trucks created a dedicated accident research team to gather, study and analyse data from crashes involving all makes of trucks.** This work is on-going and to date, more than 1700 accidents have been investigated. This information is fed back to Volvo design and engineering teams and used as a basis for product development.

Volvo made the three-point seatbelt patent freely available to the industry shortly after it was developed, saving millions of lives — and Volvo trucks were the first heavy goods vehicles to have seatbelts fitted as standard. Development of the safety cab to withstand the Swedish cab test followed. The Volvo cab exceeds EU standards and emphasises Volvo Trucks' commitment to build one of the world's safest driving environments.

The most recent initiative from Volvo Trucks New Zealand is the inclusion of its active safety pack as standard on all truck models from the Volvo FE to the FH16. This includes lane changing support, lane keeping support, driver alert support, electronic stability program, adaptive cruise control and

forward collision avoidance with warning and emergency braking.

Volvo leadership in this area has been so comprehensive, and over such a long timeframe, that the company has developed a reputation for its safety. Other innovations include the introduction of the front underrun support system into its trucks in 1996, development of electronic braking systems (EBS) and dynamic steering. The I-Shift automated transmission is now available with crawler gears providing greater control at low speed, and the dual clutch version was launched in New Zealand earlier this year.

“Every Volvo safety innovation is focused on getting the driver safely home, avoiding injury to other road users and damage to vehicles,” Volvo Trucks NZ product trainer Sean Webb says.

“While New Zealand’s truck drivers are among the best in the world, these features are designed to operate in the background supporting the driver without removing control.

“Helping to keep drivers alert, assisting them regardless of road conditions and the actions of other road users,” Webb says.

Now standard across all Volvo models, the Volvo Active Safety pack includes:

- Lane changing support. When activated, lane changing support uses radar technology to scan the passenger’s side of the cab for other road users. If it’s not safe to change lanes, a buzzer is triggered and an

icon next to the passenger mirror flashes.

- Lane keeping support. Drifting out of lane is a common cause of serious accidents among truck drivers. With the lane keeping support the road markings are tracked with a camera and the system alerts the driver if he or she unintentionally crosses them.
- Driver alert support. An intelligent system that tracks driving behaviour, identifying when behaviour differs from normal, as an indicator of tiredness. An alert is triggered and a message displays advising the driver to take a break.
- Electronic stability control. Reduces the risk of skidding and rollovers. In risky situations it instantly steps in, decreasing engine power and applying brakes to each wheel of the truck and trailer individually.
- Adaptive cruise control and collision warning with emergency brake. In heavy traffic, radar and camera-based adaptive cruise control helps drivers keep a safe distance from the vehicle in front by controlling the accelerator and all available brakes. If there is a risk of impact, the intuitive collision warning system alerts the driver by projecting a light onto the windscreen. And the emergency brake automatically activates, significantly reducing risk of severe injuries. ■

HOW TO MANAGE ON-SITE PEDESTRIAN VS VEHICLE RISK



Greg Dearsly

There are many companies with health and safety risks associated with on-site vehicle movements - you don't need to be a transport company to have this concern.

Any person versus vehicle interaction at close quarters can be dangerous if it's not anticipated and managed carefully.

A quick search on any news site reveals plenty of incidents at workplaces - the bottom line is, people will always come off worse.

Part of this risk comes from the need to manage different groups of people each having different roles and needs when on-site - there are multiple variables

and managing health and safety can be complex.

Rule number one is as a business you are responsible for the health and safety not just of your own workers, but that of anyone visiting your site.

New Zealand Institute of Safety Management (NZISM) president **Greg Dearsly** says there are a number of steps for managing people and vehicle movement on-site.

Here he outlines the following steps to help reduce risk and make sure operations are efficient, smooth and without incident.

Continued on page 14



We help **fleet managers, owners, and drivers** define what skills and tools will decrease cost, improve efficiency and reduce compliance issues.



Call us now to upskill with confidence



Upskill with Confidence



Senior SAFEDNZ instructors



EECA Fuel Management Advisors



Fuel Data Specialists

Driver Licencing & Endorsements



Class 2- 5 Driver licencing
Dangerous goods, Passenger Service, Wheels Tracks and Rollers...

Health & Safety



Transport Health & Safety Management Systems

Fleet Efficiency



SAFEDNZ Driver & Instructor Training...
Fuel Operation Rating

Compliance



SIDELoader Certificate of Competence
TRUCK Mounted Crane Certificate

T: 0508 762 3754 | P: 09 919 2711 | admin@roadskills.co.nz | www.roadskills.co.nz | 21 Brigade Road, Airport Oaks, Auckland

Continued from page 13

Know the people or community in and around your organisation

Information is key when it comes to managing risk and fully understanding your site operations and your supply chain is a priority.

It's imperative you know how your site operates by considering who and how all stakeholders engage with your organisation.

This is your community and will include groups such as your own workers, from the warehouse to the management offices, internal, out-bound and in-bound drivers, and visitors such as contractors, customers, suppliers, even friends and family.

Capture the information in a database, either names or groups of people, so that you can communicate with them about your health and safety system and processes. Whether this is mapped on a spreadsheet or through a sophisticated IT system, you need to know what's happening in detail on a day-to-day basis in order to manage it.

Other information that will be useful includes

- The number of vehicle movements on-site and whether they are inbound or outbound, or internal, such as forklifts moving goods.
- What are the peak times for vehicle movements?
- What types of vehicles are involved?
- What types of goods are involved?

The basic need is to know each element of site operations. The best way to gather this information is to talk to your workers who operate in this area and use this as an opportunity for the organisation to learn from them - this is a great way to engage with those who are deeply familiar with what really happens daily.

Identify the potential on-site risks

There will always be risks and every company is different, so it's important to discuss them, identify them and work out how they can be managed. Risks will include moving vehicles, pedestrians, visibility, stacking and storage of product or equipment,

distractions such as mobile phones and personal audio devices, and the movement of heavy or dangerous loads. You should also consider other conflicting activities that might be occurring on site and where there could be interaction with traffic movements. Whether its maintenance, construction or cleaning work, make sure the risks associated with this does not pose other risks to workers.

People also become distracted by just being busy and not paying enough attention, or just being tired. Also, visitors to the site can be a risk if they are inadequately supervised or unaware of the risks, and your health and safety protocols.

Develop processes to manage health and safety on-site

Set-up a plan and make sure people understand it and its importance. The information needs to be short and easy to remember.

The most effective way to manage the risk of pedestrians and vehicle interaction is of course, to eliminate, the risk.

However, if this is not reasonably practicable then the next option considered should be physical separation between vehicles and people - while this can be expensive, it's the level of health and safety all companies need to aspire to.

Vehicle movement sensors, GPS tracking, geo-fencing, lights and warning alarms are also used. Whether you use barriers, or other forms of engineering controls, these are the most effective ways to manage risks in this area as they create a safe place and don't rely on worker interaction to use them.

Less effective controls include painting lines on the ground to guide people around the site, installing signs to direct them creating zebra crossings at safe places to cross the roadways and having rules and procedures around how vehicles and pedestrians should move around a site.

While hi-vis or PPE (personal protective equipment) is usually the standard people resort to, it's only a rudimentary tool and it won't protect you against a moving vehicle. These administrative and PPE controls are less effective than isolation or engineering controls as they



rely on worker compliance.

The reality is that combinations of the above controls are the most likely way that a business can manage these types of risks. One particular issue worth highlighting is when forklift drivers on-site are loading vehicles. Ultimately, it's the truck driver's responsibility for the stability and safety of the load, but it's the forklift driver's job to load the truck.

The drivers of both vehicles need to discuss the loading process beforehand and then the truck driver needs to leave the loading zone until the job is finished.

There have been many incidents when the driver hasn't done this and has been injured as a result.

It's also very important to make sure everyone has the opportunity to be informed whether it's through direct communication, such as emails, on-site using posters, signs and maps, and post it on your website. Then consistently cover different aspects of it in different ways such as on social media, newsletters, video or set-up some internal awards - make it interesting!

Understand the human aspects of health and safety

No matter how much you emphasise the importance of health and safety there will be times when people lose focus - using mobile phones while walking around an operational area is a good example. It's these times that can be the most dangerous.

Having great health and safety is both an awareness and a culture. Get your team to talk about it constantly, make sure people are aware of its importance, listen to people's concerns and take action. It is everyone's responsibility. It not only makes sense to protect people on-site, it also makes business sense.

New Zealand's record in workplace health and safety needs improving, and it is everyone's role to help achieve this. Sites where transport and the moving of goods is involved need special focus. ■

KNOW YOUR



WHAT IS THE REAL COST OF OWNING A TRUCK?

Don't guess your servicing costs. Hino and Truckstops have teamed up to create an industry-leading service calculator. Know your costs and when you'll need your A, B, and C services for the next three years. Every service is carried out to the manufacturer's recommendations, using genuine Hino parts - so you stay on the road longer.

Value is more than just the purchasing price. Make sure you know about your servicing costs, and protect the residual value of your truck.

SEE THE FULL PICTURE

WWW.HINO.CO.NZ/SERVICECALCULATOR



REGIONAL FREIGHT HUB TO LINK RAIL AND ROAD

A master plan has been released for KiwiRail’s regional freight hub in Palmerston North which will include a container terminal, warehousing, and loading operations for bulk goods and forestry. Regional economic development minister **Shane Jones** unveiled the plans on November 26 which includes \$40 million from the Provincial Growth Fund (PGF).

The hub design is spread over three kilometres and will also include freight-forwarding facilities and KiwiRail’s train operations and maintenance depot.

KiwiRail is now working with local councils, iwi and other stakeholders to identify sites around Palmerston North where the hub could be built.

It expects to identify a preferred technical site early next year and will be consulting with the public before seeking to have the land designated for rail use. “Getting rail back on track requires investment across the full range of rail infrastructure. This project will be a major development for freight

distribution across the lower North Island,” Jones says.

“Freight volumes are forecast to increase by more than 50% in the decades ahead. Hubs like these are needed to ensure rail can play a key role in handling this increase, so as to minimise transport emissions and avoid increased congestion from more heavy trucks on our regional roads.



Greg Miller

“It will allow for greater use of rail across the lower North Island, efficiently link rail and road freight together, and create a focal point that will help draw more distribution businesses to the Manawatu.



Shane Jones

“Goods come into Palmerston North from all four directions and it is already a well-known logistics centre of expertise.

“This project is about building on that, with Palmerston North City Council, Horizons [regional council] and KiwiRail aligning their thinking and working together to create jobs and grow the regional economy,” Jones says.

KiwiRail chief executive **Greg Miller** says the project is a major step forward for the country’s freight logistics.

“It brings road and rail freight together in a much more integrated and seamless way, improving efficiency and saving in costs.

“The design allows for consumer imports and bulk exports to be managed at one place, and there is plenty of room to co-locate freight partners and meet their warehousing needs.”

Miller says Palmerston North is a critical freight distribution point, with goods coming through from the upper North Island, Taranaki, Hawke’s Bay, Wellington and the South Island.

“With freight volumes expected to increase in the decades ahead, this intermodal hub will be a crucial freight centre for the lower North Island.

“The efficiency improvements will make rail more attractive and help manage the numbers of trucks on our national and regional roads. But we are also planning for the decades ahead, ensuring the hub is designed to accommodate longer, more economical 1500-metre trains - which is a 60% increase in length and capacity.

“A purposely designed facility to link rail and road together like this hasn’t been seen in New Zealand. We are creating something world-class, which will support the growth of Manawatu’s logistics industry well into the future,” Miller says. ■

High Performance Oil and Lubricants

eni
TRANSDIESEL

MITO JOB HUB

CONNECTING JOBSEEKERS AND EMPLOYERS



Find your next employee on the MITO Job Hub.

Access the profiles of jobseekers actively looking for work in the transport industry in your region and contact them directly!

You can also advertise job vacancies - and if it's an entry-level role, we'll feature it on the MITO Facebook page to our 6,000 followers.

Register for free today!

mito.nz/jobhub


mito



AUTOMOTIVE AND HORTICULTURE INDUSTRIES TEAM UP TO STOP STINK BUGS

Kiwifruit Vine Health (KVH)'s chief executive **Stu Hutchings** is working with the automotive industry to tackle those nasty brown marmorated stink bugs (BMSB) we've all heard so much about.

As much as it is a nuisance and liability to us in the auto industry, it is equally a pest for the horticulture industry as the bugs eat more than 200 different plants, including kiwifruit.

"Our job is to manage biosecurity risk on behalf of the kiwifruit industry. We have kiwifruit orchards in Europe, particularly Italy, and the BMSB is there causing huge amounts of damage. The bugs bite into the fruit and inject saliva. This causes internal damage and the fruit drops off the vines. Around 30-40% of fruit goes to waste.

"We don't want them there; they just destroy everything!

"The actions of the automotive industry and the groups that pre-treat is really appreciated and reduces the risk of these



nasty bugs getting into the country," Hutchings says.

Hutchings will appear over video chat in one of VIA's fortnightly meetings to discuss with members the actions being taken to keep the pest out of New Zealand and what they can do during the high-risk summer BMSB season.

"There is a whole lot of work being done offshore around vehicles and machinery from countries that have been found

to have stink bugs in them in the past," Hutchings says. "For example, Biosecurity New Zealand rules requires offshore treatment of all vehicles in Japan before they are shipped here, so that we can prevent the stink bugs hitchhiking in. "We've spent time working out what the best treatment is, and that work has now resulted in the protocol that works in Japan in terms of heat treatment. This is

Continued on page 19



Stu Hutchings

Continued from page 18

audited by staff who are based there.”

The horticulture and automotive industries are working together in various ways to stop stink bugs coming into the country. Hutchings says collaborative communication is key, with the VIA and KVH teams raising awareness of what to look out for and what to do if anyone suspects they have found the pest.

“The BMSB can get into people’s luggage from overseas, and actually get inside equipment and boxes. It’s really important that everyone is aware of what they look like and how to report them.

“The bugs have been found in packages that people have ordered in from the US, like sports gear and shoes. When people have noticed them, they have done the right thing and caught the bug, then called the Biosecurity New Zealand hotline.”

Hutchings says the two industries exchange information, with him letting VIA members know where the horticulture industry is sitting and informing them on the latest research.

“Also acknowledging and thanking them for the work they’re doing on our behalf. We want to acknowledge the great role that the combined efforts of the importing automotive industries have in helping reduce the risk posed by BMSB” Hutchings says about his meeting with VIA.

“If you can push the risk offshore and prevent [the stink bugs] from getting into things, it stops a whole lot of angst, cost and time delays. It’s a really positive proactive part of prevention. We have a great collaborative approach to improve biosecurity in New Zealand.”

The kiwifruit industry has also completed a lot of research into management of

BMSB, and there is further work about the use of agri-chemicals in the works.

“Netting over orchards and physically keeping stink bugs out has been working quite effectively overseas. By covering the orchards up, it lures the bugs away and allows them to be trapped.”

The BMSB 2019/20 high-risk season at a glance:

- Runs through to the end of April 2020.
- Biosecurity New Zealand has increased the number of BMSB risk countries from 16 to 33, and targeted vehicles, machinery and parts that have mandatory pre-arrival treatment requirements before being let through.
- Increased surveillance and inspection of arriving vessels and cargo from countries with established stink bug populations.

How to identify BMSB:

BMSB are best identified by their size (14-17mm, similar size to a 10c coin), white banding on the antennae, and alternate black and white markings on the abdomen. They are larger than other similar New Zealand stink bugs. ■

SWEENEY TOWNSEND
INSURANCE BROKERS



0800 555 453

info@stal.co.nz • sweeneytownsend.co.nz



**Insurance is all about best fit
for New Zealanders**

There is no ‘one size fits all’ in insurance. At Sweeney Townsend we take the time to understand your specific and often specialised needs. Then using our extensive knowledge, skills and experience we tailor your insurance to make sure it is ‘best fit for purpose’



MAINFREIGHT SHINES AT DELOITTE TOP 200 AWARDS

Mainfreight's **Don Braid** has been named Executive of the Decade at the 2019 Deloitte Top 200 Awards. Mainfreight was also named Company of the Year at the ceremony held in Auckland on December 5.

The winners were chosen from New Zealand's top companies and were recognised for their focus on shaping the future, innovation and globalisation.

"The judges were unanimous that amongst a group of other high-performing CEOs over the past decade, Don Braid stood out as the most deserving of this recognition," judging panel convenor and NZME head of business content **Fran O'Sullivan** says.

"Mainfreight has demonstrated that a company founded on Kiwi values can succeed with a focus on people and hard work. Leading the way has been Don Braid." Naming Mainfreight Company of the Year, judge **Neil Paviour-Smith** says the company "reported one of the standout performances of the 2019 year with strong growth in operating earnings in the international regions it operates in".

The Sustainable Business Leadership accolade was awarded to Air New Zealand which recognised its commitment to creating long-term environmental, social and economic value.

MinterEllisonRuddWatts chief executive **Andrew Poole** presented the award and says it's a well-deserved win. He also congratulated Z Energy and Mercury who were named as finalists in the category. "A focus on sustainability is fundamental for all businesses seeking continued survival and growth moving towards the future. **"With climate change firmly on business leaders' agenda around the world, sustainable practices must be prioritised to ensure New Zealand's future prosperity," Poole says.**

Port of Tauranga's **David Pilkington** was named Chairperson of the Year in recognition of his "pragmatic leadership style, deep understanding and experience in governance".

Port chief executive **Mark Cairns** says Pilkington "ensures a diverse range of opinions are heard from around the board table".

"His foresight has helped us stay focused on our long-term goals, while remaining flexible and responsive to our operating environment.

"David has a very direct approach and does not shy away from pulling the management team into line when he sees the need," Cairns says.

2019 Deloitte Top 200 Awards:

- Executive of the Decade: **Don Braid**
- Company of the Year: Mainfreight
- Chief Executive of the Year: **Fraser Whineray**, Mercury
- Chief Financial Officer of the Year: **Grant Ellis**, Restaurant Brands
- Chairperson of the Year: **David Pilkington**, Port of Tauranga
- Business Sustainability Leadership: Air New Zealand
- Most Improved Performance: The Warehouse
- Best Growth Strategy: Datacom Group
- Diversity and Inclusion Leadership: Downer
- Young Executive of the Year: **James David**, Datacom
- Visionary Leader: **Dame Fran Wilde** ■

MITO LAUNCHES NEW ROAD TRANSPORT COURSES

Designed in consultation with industry, MITO has released two new innovative training programmes.

The New Zealand Certificate in Commercial Road Transport Skills (Level 3) and the New Zealand Certificate in Commercial Road Transport (Heavy Vehicle Operator) (Level 3) strengthen the training opportunities within the commercial road transport industry.

The New Zealand Certificate in Commercial Road Transport Skills is for entry-level employees who will learn to undertake tasks such as vehicle loading, yard person duties and basic driving as directed. The New Zealand Certificate in

Commercial Road Transport (Heavy Vehicle Operator) provides the skills and knowledge to safely and competently operate heavy rigid vehicles or heavy combination vehicles.

The programme goes beyond vehicle licence requirements to enable improved job performance and enhanced employment opportunities – whether the learner is new to the commercial road transport industry or an existing heavy vehicle driver.

"These are the first two programmes in a suite of commercial road transport programmes MITO will be releasing this year," MITO chief executive **Janet Lane** says. "MITO is committed to workforce



Janet Lane

development and with entry level programmes on offer through to ones suited for those with more experience, they provide an enticing career pathway for those in the industry."

Both training programmes include a mix of practical training and assessment, undertaken in the workplace, with eLearning providing learners the ability to complete theory elements of the programme in their own time using a mobile phone, tablet or PC. ■

GOUGH



YOUR LOCAL TRANSPORT PARTNER

Through rapid accessibility to crucial spare parts & equipment we help to minimise downtime & maximise your productivity.

Parts & Equipment:

- Heavy Transport
- Light Trailer
- Transport Equipment
- Auto-Electrical
- Safety
- Oil & Filtration
- Workshop



Proudly Playing a Part in
NZ Road Transport Since 1966

BRANCHES NZ WIDE
0508 677 704
TWLNZ.CO.NZ

WE'RE MOVING!

ON 9-16 DECEMBER 2019
WE'RE MOVING TO A
NEW HOME IN WIRI ...



**Our new site's
only 15-mins away
in Wiri where we'll
continue to deliver
you great Palfinger
service and support!**

We'll be packing up from the week starting 9 December but remain available on 0800 725 346 for any parts or support enquiries.

We look forward to seeing you at our new WIRI site from Monday 16th December!



Palfinger New Zealand

NEW SITE: Corner Langley & Mayo Roads, Wiri, Auckland

0800 725 346 | PALFINGER.CO.NZ



WORKING TOWARDS A FAIRER ORS

Road transport operators will be aware that Waka Kotahi NZ Transport Agency is developing a replacement for the operator rating system (ORS) that is used to regulate the heavy vehicle industry. The case for a major update of the system is compelling.

The ORS hasn't been fit for purpose for some time and in many cases provided an extremely narrow assessment of an operator's compliance record based on CoF inspections, roadside inspections and relevant traffic offences and infringements.

The system was also unfair because operators that spend most of their time on the back roads were far less likely to get pulled over for roadside inspections than those travelling on the main arterials. The transport agency has engaged RTF in the process through workshops to establish how the system could work best both from a public safety point of view and for the industry.

It is no secret that what RTF wants out of this process is a transparent, risk-based regulatory approach. Most importantly, we want to see this backed by hard evidence.

In RTF's engagement with the NZTA we are working from the position that it is desirable that the new ORS not only be workable from the perspective of safety,

We strongly believe the carrot works better than the stick when it comes to applying road safety regulations to the road freight transport industry



Nick Leggett

Is the Road Transport Forum chief executive. He has had a distinguished career in local government, serving two terms as mayor of Porirua City from 2010, and was the youngest mayor in New Zealand. He was first elected to council in 1998 aged only 19.

but makes sure that compliant transport businesses can keep their vehicles on the road without having to deal with overly-burdensome bureaucracy.

For example, we wouldn't want to see an over-emphasis on compliance around machinery and gear when we know most accidents are the result of human error. It seems to us that focusing more on human behaviour and driver distraction will go a long way to reducing accidents on our roads.

We strongly believe the carrot works better than the stick when it comes to applying road safety regulations to the road freight transport industry. We want to see the new ORS set up in a way where the NZTA can work with the industry to help them understand the new rules.

It is also vital that the industry is able to accept the rationale behind the various components of the new ORS. As we know, compliance is most effectively achieved when you achieve buy-in because the rules make sense.

The strength of the New Zealand road transport industry has always been the ability for smaller operators to compete alongside the big companies. Excessive compliance, as we know, has a disproportional impact on smaller businesses, which is why RTF is working hard to make sure the new ORS is fair to everyone.

Finally, it is critical to not only transport businesses but the whole New Zealand economy that in an effort to maximise safety, government is not tempted to overburden the industry with regulation that is unnecessary to the objective. The result of that would be increased costs to operators, which they would then be forced to pass on down through the supply chain. Inevitably that means extra costs to our exporters and consumers,

neither of which will help the waka to go faster.

By the time this magazine goes to print it is likely that the National Animal Identification and Tracing Amendment Bill (No 2) will have made its way through Parliament. This is a significant piece of legislation for the transport industry as it sets out new rules to enforce greater compliance with the once-faltering NAIT programme.

I am pleased to report that RTF and the National Livestock Transport and Safety Group (NLTSG) managed to convince the Government to include an exemption from liability for transporters who inadvertently move untagged animals, as long as certain criteria are met.

The bill as it was originally drafted would have made it an offence for transporters to carry untagged animals.

After extensive lobbying of MPI officials, the minister of agriculture and finally the select committee, it was accepted that transport operators should not be subject to the same strict liability as persons in day-to-day charge of animals, and the bill was subsequently amended.

I am grateful to the efforts of **Don Wilson**, chair of the NLTSG, who led the charge on this issue, and with support from RTF, held a series of meetings around the country to canvas the views of livestock transport operators. I'd also like to acknowledge the pragmatic position taken by Federated Farmers and Dairy NZ, who supported liability exemptions for transporters.

RTF and the NLTSG will now engage with MPI and attempt to have the necessary declaration placed on the animal status declaration (ASD). ■

TALK OF MOVING PORTS OF AUCKLAND TO WHANGAREI IS NUTS



Chris Carr

Is the director of Carr & Haslam Transport. The company specialises in the transport of vehicles and dangerous goods throughout the North Island with around 70 trucks in its fleet.

The Politicians Pension Extension Report (also known as The Upper North Island Supply Chain Strategy) sludges below the bottom of the political barrel.

Not since **Rob Muldoon's** days have we seen such naked self-interest, and obvious re-election strategies aimed at people who believe the moon is made of cheese.

As a road transport operator you would expect that the resulting business that would come out of such a move would make me an ardent supporter. Far from it – it is nuts.

When discussion about moving car imports to Northport first came about, I sat down and worked out the implications to us, and to the industry at large.

The result was such a significant increase in traffic on a crappy road north that it was impossible for any sane and logical New Zealander to support it under any circumstances.

If you were to drive north from Auckland, any day, any time, you would have a truck two minutes in front of you, another two minutes behind you, and you would pass one travelling in the opposite direction every two minutes.

This would be an impost of gigantic proportions on our fellow Kiwis, and one which would be commercially and politically irresponsible.

To that traffic, this report proposes adding another 2000 container moves per day.

That equates to somewhere between 700 and 1000 trucks return per day (because it would be many years before rail could get anywhere near to capacity, see below).

Not to care about the obvious downsides, NZ First and Labour, as part of their coalition agreement, agreed to produce a report which would justify NZ First's position as leading vote grabber for Northland, and thus keep the party in the trough. The outcome of the report was predetermined at the time of the coalition agreement.

I'm not surprised that Auckland Council and Ports of Auckland are against the proposal. The suggestions in the report take a different view when viewed against logic rather than re-election.

Anyone in the freight and logistics industry knows that distance is the enemy of logistics, and the further you move something the more it costs.

New Zealanders complain about the cost of things now, and yet some politicians feel justified in proposing a move which will increase costs for all New Zealanders, forever.

The argument will be that the value of the land will compensate, but doesn't say who will receive compensation. The family living in Otago won't see a bean. However, everyone in New Zealand will receive increased costs – forever.

In this case, forever is much, much longer than an election cycle, or the lifespan of any politician. Think your grandchildren's grandchildren, and keep going.

From this, we expect some self-interested groups to attach themselves to NZ First's coat-tails, and sell themselves onto the altar of self-interest. Who will be first up? The hypocrisy will be staggering.

What we have not seen is some obvious beneficiaries supporting the proposal: Port of Tauranga has made reluctant comment and in vague generic terms only. You would expect them to be shouting from the rooftops. They stand to benefit immensely, but they are effectively silent. Port of Tauranga owns a big chunk of Northport (50%).

Port of Tauranga also delivers, at their cost, about 300,000 TEU into Auckland every year. They pay this freight cost to compete with Ports of Auckland, and to provide containers directly into the logistics centre of Auckland.

If the cargo was moved to Northport they would no longer have to compete, and this money would go on to their bottom line, while the costs would go directly on to Auckland and New Zealand business, adding about 50% to the land costs to an Auckland container delivery.

KiwiRail has similarly been very quiet about this. While they are constrained as a government-owned enterprise, they fully understand the difficulties such a burdensome task would be.

Despite their best efforts (and I might add those of the Road Transport Forum, the Auckland Business Forum, and National Road Carriers in supporting them), they have been unable to build a vital (but short) third main line in Auckland due to lack of government support for 20 years. The task of building a viable, double tracked, line to Northport over hundreds of bridges, and more than a dozen tunnels is immensely difficult and expensive.

The other curious thing to me is how a reputable and respected outfit like EY (Ernst Young) came, two years ago, to find Northport was the 12th favoured option for alternative ports, and now two years later rates it number one, with no viable alternatives. The same people did the report. What happened in 24 months that no one else knows about?

The question is which group will ask for their money back? One of the reports is obviously so far wrong that a refund is due.

There is a lot of water to flow under the wharf on this topic, with the only certainty that we (that means you, me and all the other Kiwis) will be paying for it.

Next year's election may hinge on this. ■

WHEN WILL ALL THIS MADNESS STOP?

It has been one long slogfest as industry scrambles to keep up with the constant barrage of often ill-thought-through policy proposals coming from government departments and officials. **Then what's particularly frustrating has been to find that most of our input and considered advice has been ignored. Call me old and grumpy, but this government has shown a level of disregard I have never seen before in my long career in and around New Zealand's public policy scene.**

It was about this time last year when the government released a discussion document on immigration reform. They received a solid and consistent message back from a wide range of industry sectors saying that there is no incentive to employ foreigners over New Zealanders as it costs a lot more to find, move and set them up in New Zealand. In other words, when seeking to fill a vacancy we first and foremost seek to employ someone already in New Zealand, only looking wider afield when all else fails.

So, what did the government do? They made it harder by increasing the salary cap from the mid-\$50,000 to the high \$70,000s. With one stroke of the pen the slow strangulation of finding the right skills for automotive engineering jobs suddenly became a raging stranglehold.

Earlier this year, the education minister, **Chris Hipkins**, released proposals on a review of vocational education. While many agreed there was a problem with the delivery of vocational training, the vast majority argued strongly to leave the design side, our ITO system, in place. That advice was ignored with undue haste. In the middle of the year the government released, within a few weeks of each other, no fewer than five different discussion documents that affect our sector.

Some of the content in those discussion documents was of poor quality and the level of analysis behind them was, in my view, woeful. The worst of these were the proposed clean car policies from the Ministry of Transport.



David Crawford

Is the chief executive of the Motor Industry Association.

Those policies lacked proper research and were bereft of any industry input. This led to the Motor Industry Association taking a strong critical tone in our submission.

Other policies consulted on this year have been the proposed new road safety strategy, which does not sit well with the proposed clean car policies, the amendment to the brakes rule to require ABS on motorcycles and MBIE's consultation on Health and Safety regulations relating to at-risk industry sectors.

So, what did the government do? They made it harder by increasing the salary cap from the mid-\$50,000 to the high \$70,000s. With one stroke of the pen the slow strangulation of finding the right skills for automotive engineering jobs suddenly became a raging stranglehold.

Management of the stink bug risk remains an operational focus too.

Then there is the NZTA. Our genuine hope is that one day very soon they will stop the constant review and

restructuring madness that has been so prevalent within the agency for so long. We need it to settle down and the organisation's operational capability rebuilt to help us importers do what we do. Is that too much to ask? No, but sadly I am not holding my breath!

Following the submission period on the proposed clean car policies, the associate transport minister **Julie Anne Genter**, to her credit, agreed to a joint industry request to meet and discuss the proposed policies. The AA, MTA and VIA, like the MIA, were all critical of the proposals. In October we met three times with officials to debate how the policies should operate.

It was an opportunity for industry to outline what we consider would work. It would be fair to reflect that while the discussion was full and robust, there remains differences of viewpoints between the new and used vehicle importing sectors, as well as significant differences between industry and officials.

So, what is next?

My best guess is that officials will report back to the minister this month on the outcome of our discussions with a range of questions for her to consider. A Cabinet paper will follow.

It is increasingly unlikely that the paper will get through drafting and coalition consultation this side of Christmas, so we are expecting it to surface in February. Once policy is decided, proposed changes to legislation will need to be made. This will require another Cabinet paper on the details of proposed changes.

It is my view that a bill on those changes is unlikely to be introduced into the house this side of the next election. ■

NOW WE'RE PROTECTING PEOPLE OUTSIDE THE CAB TOO

Volvo Active Safety systems –
delivering tomorrow's trucks.



Volvo safety innovations over the last 60 years have saved millions of lives.
But it's not enough to make our trucks safer, now we're designing ways
to make the roads safer too.

When it comes to accidents, the only acceptable number is **zero**.





A HORSE WITH A NAME

The Great Wall Steed is marketed as being a no-fuss workhorse delivered on a budget and this is what makes it a contender in New Zealand's competitive ute market. **In China, the ute is called the Wingle which translates to "horse". That's where it gets its name the Steed for the English-speaking market.**

The single cab with tray starts from \$19,990 and provides a good entry point for those looking for a commercial runabout such as on the farm or to worksites.

Auto Media took the two-litre diesel out on the road, featuring 110kW and 310Nm of torque.

Along with a six-speed manual transmission, it offered a solid ride with a one-tonne payload and ability to tow up to 1700kg braked and 750kg unbraked. The ute looked smart with 16-inch alloy wheels and a no-frills exterior, simply designed to get the job done.

That's all Great Wall is pitching for here, delivering nothing other than the essentials.

The aluminium tray offers a decent amount of space measuring 2400mm x 1842mm.

It's still a basic approach inside the cab but benefits by keeping it simple and comfortable. In fact, a few little details might offer a pleasant surprise.

This includes hill hold control that stops

the ute rolling back on slopes and a self-dimming rear view mirror to reduce night-time glare.

Other standards include dual airbags, air-con, leather steering wheel, electric windows, central locking, Bosch anti-lock braking system and electronic stability control and tyre pressure monitoring. A Bluetooth set up is offered as an option. Swapping the single cab for the dual cab sees a few extra details inside the cab which adds a more comfortable driving experience.

The Great Wall comes with a three year or 100,000km warranty and three years roadside assist

Continued on page 28



SHOWROOM

New Vehicle Industry
and Product News



Continued from page 27

The dual cab comes with side steps, climate control air con, bed liner, reverse parking sensors, heated front seats, and an electric driver's seat. Cruise control, Bluetooth, and audio control are accessible through the leather steering wheel.

Auto Media Group drove the dual cab with the same 2.0-litre turbo diesel engine as the single cab. However, it also comes in a 2.4-litre petrol option which delivers 100 kW and 205 Nm of torque.

The petrol engine is also available in 4x2 and matched to a five-speed manual. Other useful features of the dual cab include auto headlights and wipers, front, side and curtain airbags, Bosch electronic

stability control.

The tyre pressure monitoring system is seen through the dash display which also includes fuel consumption, driving range, average speed and service interval reminders.

The wellside deck measures 1545mm x1460mm and is spruced up with a stainless steel sports bar.

The dual cab range starts at \$22,990 for the 4x2 petrol to \$27,990 for the 4x4 diesel.

The Great Wall comes with a three year or 100,000km warranty and three-years roadside assist. ■



GRANVIA TAKES ON PEOPLE-MOVER MARKET

Toyota New Zealand has launched a derivative of the Hiace van that is likely to take on European-sourced “premium” people movers.

The new Granvia, a name seen here before on Japanese-import people movers, is based on the shorter-wheelbase version of commercial van, although with a new level of comfort inside and revised exterior styling.

The brand says it will do both high-end family, hospitality, and corporate buyers – putting it head-to-head with the Volkswagen Transporter, Mercedes-Benz Valente and Ford Transit Tourneo.

The Granvia is priced at \$67,990 driveway, including a tank of fuel, 1000km of RUC and fixed price servicing. That makes it \$6000 more than a Ford Transit Tourneo, \$4000 more than a Volkswagen Caravelle and \$2000 less than a Mercedes-Benz Valente – though the Granvia offers more space and features than the European options at those prices.

Continued on page 30





Differentiating the Granvia externally from the Hiace are a painted front and rear bumpers, chrome grille, foglight, side skirts, rear spoiler, unique tail lights and 17-inch alloy wheels.



Continued from page 29

TNZ chief operating officer **Neeraj Lala** says the Granvia offers a long list of safety features alongside its comfort credentials. “Granvia provides high levels of safety with an almost limousine-like feeling of cabin comfort and refinement for passengers,” **“It’s a premium addition to our comprehensive van line-up.”**

Differentiating the Granvia externally from the Hiace are a painted front and rear bumpers, chrome grille, foglight, side skirts, rear spoiler, unique tail lights and 17-inch alloy wheels.

There are four exterior colours available; Crystal Pearl, Ebony, Graphite and Silver Pearl.

The Granvia shares its 2.8-litre diesel engine and 6-speed automatic with the Hiace and Hilux, though it gets a new four-coil rear suspension.

Seating is for eight, featuring a rear cabin with four individual reclining and sliding captain’s chairs with armrests and a fourth row with a 60:40 split two-seater bench seat. The 60:40 split rear bench seat includes a tip-up function that allows an increase in luggage capacity.

The interior trim feels more premium SUV than commercial van, with soft black finishes, metallic black instrument panel ornamentation, leather steering wheel and stitching detail on the soft touch upper instrument panel.

Comfort features include front and rear climate controls, smart entry and push button start, power sliding rear side doors, a digital rear view mirror and multi-media system with a 7” touch screen – still no Apple CarPlay or Android Auto though.

The audio system includes six speakers and Satellite Navigation with SUNA Traffic Channel. The Granvia also has six rear USB charging ports to charge portable devices.

Safety features include Toyota’s Safety Sense suite. This includes a pre-collision system with autonomous emergency braking, vehicle, pedestrian and cyclist detection, lane departure with brake control, blind-spot monitoring, rear-cross traffic alert, trailer sway control, front and rear parking sensors and reversing camera.

Granvia is fitted with nine airbags including driver’s and front passenger, driver’s knee, front seat side, front and rear curtain shield airbags.

The Granvia is one of the few vehicles available with ISOFIX and tether points for child seats available in four seating positions. ■



HOLDEN GEARS UP FOR SUMMER TOWING

Holden NZ has partnered with caravan manufacturer Jayco to showcase the towing ability of the Trailblazer and Colorado.

With the holiday season just around the corner, Holden took the opportunity to replicate a “quintessential Kiwi summer experience”.

Towing a boat, trailer or caravan is the work requirement of many utes and SUVs driving around the country during the Christmas season.

“It’s all very well to talk about how good Trailblazer and Colorado are to tow with, so we thought we’d put our money where our mouth is and put these vehicles to the test as they offer the highest tow rating in the Holden range,” Holden national marketing manager **Marc Warr** says. A tow-test from Auckland to the Coromandel was carried out with motoring journalists as part of an overnight stay in the caravans at Shelly Beach Top Ten Holiday Park.

Holden Australia technical manager **Paul Smith** was also on the trip to answer questions relating to the vehicles’ towing aspects and configurations.

The Trailblazer and Colorado were hooked up to a variety of 21-foot and 25-foot long Jayco Caravans to get an experience of the vehicle’s special towing abilities.

The two Holden models are equipped with torque-laden powertrains featuring the 2.8-litre four-cylinder Duramax engine delivering up to 500Nm from the automatic transmission. This makes them an excellent choice for all towing applications.

Other features of the vehicles that enhance towing ability include grade braking and trailer sway control which

helps the driver keep control of the tow-item.

This works through a combination of anti-lock braking system, traction control, electronic brake force distribution and electronic brake assist.

These features all kick in when the vehicle detects the onset of instability which might occur in a number of ways such as heavy winds or a slippery road surface.

“While it’s impossible to beat the rules of physics, with Trailblazer and Colorado – combined with various active and passive safety features – you can certainly have enhanced peace of mind that you are in safe hands thanks to a capable and functional tow vehicle,” Warr says. The Trailblazer is rated to tow 3-tonne and the Colorado is 3.5-tonne and, in preparation for any towing activity,

Continued on page 32

Holden is running a special offer on the seven-seat Trailblazer LT, available from \$46,990, while the LTZ model is \$50,990.

The Colorado LTZ starts from \$38,490 and the range-topping Colorado Z71 automatic is available from \$51,490.





Continued from page 31

consideration must always be given to legal requirements around towing, including GVM (gross vehicle mass), GCM (gross combined mass) and towball load.

“It’s important to calculate the maximum allowable permissible weight of what you are actually towing, not forgetting to include the downward weight on the towball itself and also remembering the open road speed limit when towing is 90km/h,” Warr says.

Holden is running a special offer on the seven-seat Trailblazer LT, available from \$46,990, while the LTZ model is \$50,990. The Colorado LTZ starts from \$38,490 and the range-topping Colorado Z71 automatic is available from \$51,490. All new vehicles across the Holden range come with three-year scheduled service as standard, as well as three-year roadside assistance and three-year warranty. ■

HOW TO TOE THE LINE ON TOWING

There are a number of laws and regulations to follow when it comes to towing which means it’s not as straightforward as many drivers like to think.

Even a trailer with a single axis can put a large weight on the rear of a tow vehicle, causing potential interference with steering, braking and traction by unweighting the front axle, so, it’s important to brush up on the basics before you set out on any journey to ensure you’re towing safely.

The Automobile Association is reminding motorists about their towing obligations and how to stay safe over the holiday season:

Law requirements

All trailers must display a current WoF sticker, registration label and plate. The characters on the registration plate must be unobstructed at all times and be lit by a white light.

All trailers need to have stop and tail lights. Trailers that exceed the width of two metres must also have one pair of white, forward facing position lights. All trailers require at least one red tail light, but if your trailer is more than 1.5 metres wide and was first registered on or after January 1, 1978, it must have two tail lights fitted.

It’s also a requirement for trailers to have one or two pairs of stop lights, unless the trailer was registered in New Zealand before April 1, 2012 and has no obstructions that prevent the driver from carrying out arm signals.

Similar rules apply for direction indicators and trailers need to have a minimum of one red rear reflector fitted on each side. Make sure the trailer coupling and the

tow ball match and are in good condition. In New Zealand, tow balls are commonly 1 7/8 inch or 50mm in diameter. You should never use a 50mm coupling with a 1 7/8 inch tow ball or vice versa.

If your trailer has a gross laden weight of up to 2500kg and doesn’t have a breakaway brake, you’re required to have one or two safety chains in case the coupling device breaks. The chain must be short enough that it prevents the trailer coupling from dragging on the ground and it must be of sufficient strength to hold the trailer securely.

Trailers with a gross laden weight of 2500-3500kg must be equipped with a breakaway brake.

Trailer maintenance

The AA also recommends regular maintenance. If the trailer hasn’t been used for a long time, there are some basic checks that should be carried out. This includes a warrant check, signs of wear or damage on the tyres, check that all the lights are working, clean all lights and reflectors, check the tow coupling and brake mechanisms are well lubricated, jack the trailer to test for indications of worn wheel bearings by spinning the wheels and listening out for any rumbling noises, check that all tie-down points are secure and that the safety chain and D shackle are in place.

The trailer load

Every light vehicle and trailer combination is legally required to stop within a distance of seven metres from a speed of 30km/h. Therefore, it’s important to be mindful of the weight that you’re adding to your vehicle as overloading could

prevent the towing vehicle from meeting the brake performance requirement.

Additionally, overloading can compromise the vehicle’s cooling system, transmission, clutch, and even the engine longevity. Taking the maximum weight minus the unladen weight will give the maximum load that a vehicle can carry.

The AA provides these four tips to remember when loading a trailer:

- 1) Spread the load evenly across the floor or deck of the trailer, keeping the height as low as possible. Where stacking is unavoidable, make sure that the heavier or larger items are placed at the bottom. Doing this correctly will help to avoid the potential risk of the trailer swaying.
- 2) Arrange loads so that objects aren’t sticking too far out the side. Any projecting loads can be dangerous, so use the vehicle towing the trailer as a guideline and try not to exceed the width of the vehicle. The standard maximum towing width is 2.5 metres.
- 3) Always avoid placing heavier loads towards to the rear of the trailer as it will affect handling. Instead, try to position the cargo as close to the axle as possible, and ensure that there’s a downward force at the point of attachment that’s approximately 10% of the weight of the trailer plus the load. This will help to improve the overall handling while towing.
- 4) Secure the load to prevent shifting while travelling. Objects will move around as the vehicle brakes, turns, accelerates and drives over uneven surfaces, so prepare for every condition when strapping down. ■

REGISTRATIONS SHOW 'STEADY BUT SLIGHTLY WEAKER MARKET'

Commercial vehicle registrations have dipped for the month with both new and used trucks down for November year-on-year.

Total registrations of new trucks and buses over 3500kg GVM sits at 542 units for November.

This is down 10% compared to the same period last year which saw 602 registrations of new commercials for the month.

A total of 5876 new trucks and buses have hit the road in the year-to-date compared to 6302 for the same period last year.



9.5% market share, **Fiat** down 42.6% (39), **Iveco** (32), **Scania** up 125% (27), **UD Trucks** down 8% (23), **Sinotruk** up 128.6% (16) and **Kenworth** down 53.3% (14).

Sinotruk's Modern Transport Group director **Robin Ratcliffe** says he is very pleased with the brand's growth in the commercial market.

"We're making traction all over and everything is growing from our trailers business as well as the truck side and parts ... We're moving in the right direction."

Isuzu is market leader for November with 116 units registered and a 20.1% market share. The brand was down 30.5% compared to the 167 units registered in the same

period last year. **Hino** is in second spot for the month, up 4.5% with 70 units registered and a 12.2% market share. **Mercedes-Benz** is third, up 16.1% with 65 registered and an 11.3% share.

Fuso follows, down 9.8% with 55 units registered and a

Continued on page 34

NEW HEAVY TRUCKS : Over 23,001kg

| MAKE | NOV '19 | NOV '18 | % Change | % of Market | YTD '19 | YTD '18 |
|---------------|---------|---------|----------|-------------|---------|---------|
| ISUZU | 31 | 34 | -8.8 | 15.3 | 323 | 365 |
| SCANIA | 22 | 5 | 340.0 | 10.9 | 197 | 146 |
| HINO | 20 | 25 | -20.0 | 9.9 | 214 | 247 |
| SINOTRUK | 15 | 7 | 114.3 | 7.4 | 88 | 30 |
| UD TRUCKS | 15 | 15 | 0.0 | 7.4 | 130 | 132 |
| FUSO | 14 | 17 | -17.6 | 6.9 | 175 | 197 |
| KENWORTH | 14 | 30 | -53.3 | 6.9 | 255 | 302 |
| MERCEDES-BENZ | 14 | 22 | -36.4 | 6.9 | 145 | 106 |
| VOLVO | 14 | 20 | -30.0 | 6.9 | 288 | 268 |
| IVECO | 13 | 3 | 333.3 | 6.4 | 72 | 69 |
| OTHER | 30 | 44 | -31.8 | 14.9 | 482 | 555 |
| TOTAL | 202 | 222 | -9.0 | 100.0 | 2369 | 2417 |

NEW LIGHT TRUCKS : 3,500 - 9,000kg

| MAKE | NOV '19 | NOV '18 | % Change | % of Market | YTD '19 | YTD '18 |
|---------------|---------|---------|----------|-------------|---------|---------|
| ISUZU | 44 | 68 | -35.3 | 21.2 | 429 | 410 |
| FIAT | 39 | 68 | -42.6 | 18.8 | 262 | 418 |
| MERCEDES-BENZ | 37 | 21 | 76.2 | 17.8 | 295 | 330 |
| FUSO | 24 | 32 | -25.0 | 11.5 | 412 | 413 |
| HINO | 23 | 18 | 27.8 | 11.1 | 221 | 219 |
| IVECO | 13 | 17 | -23.5 | 6.3 | 157 | 122 |
| VOLKSWAGEN | 11 | 2 | 450.0 | 5.3 | 47 | 11 |
| OTHER | 17 | 12 | 41.7 | 8.2 | 254 | 199 |
| TOTAL | 208 | 238 | -12.6 | 100.0 | 2077 | 2122 |

NEW MEDIUM TRUCKS : 9,000 - 23,000kg

| MAKE | NOV '19 | NOV '18 | % Change | % of Market | YTD '19 | YTD '18 |
|-----------|---------|---------|----------|-------------|---------|---------|
| ISUZU | 39 | 41 | -4.9 | 39.4 | 405 | 330 |
| HINO | 27 | 24 | 12.5 | 27.3 | 238 | 204 |
| FUSO | 17 | 10 | 70.0 | 17.2 | 173 | 178 |
| UD TRUCKS | 8 | 10 | -20.0 | 8.1 | 107 | 118 |
| IVECO | 5 | 2 | 150.0 | 5.1 | 54 | 49 |
| OTHER | 3 | 7 | -57.1 | 3.0 | 96 | 84 |
| TOTAL | 99 | 94 | 5.3 | 100.0 | 1073 | 963 |

NEW BUSES : Over 3,500kg

| MAKE | NOV '19 | NOV '18 | % Change | % of Market | YTD '19 | YTD '18 |
|---------------|---------|---------|----------|-------------|---------|---------|
| MERCEDES-BENZ | 13 | 12 | 8.3 | 39.4 | 42 | 35 |
| FORD | 8 | 4 | 100.0 | 24.2 | 71 | 67 |
| SCANIA | 4 | 5 | -20.0 | 12.1 | 15 | 73 |
| FACTORY BUILT | 2 | 3 | -33.3 | 6.1 | 23 | 169 |
| ISUZU | 2 | 2 | 0.0 | 6.1 | 31 | 40 |
| OTHER | 4 | 22 | -81.8 | 12.1 | 175 | 416 |
| TOTAL | 33 | 48 | -31.3 | 100.0 | 357 | 800 |





Continued from page 33

Ratcliffe says there is still a “general lack of confidence” in the business sector and more spending is needed.

“The Government has no choice but to release more money in infrastructure, it has



to happen,” he says. Modern Transport Group business development manager **Robbie Pasley** says **Sinotruck** sales have been strong in the construction sector. Although the brand is still new in New Zealand, it has proven itself overseas. The sales team

has already met with some major local customers who are looking at using the trucks, he says.

Total used imported truck and bus registrations were down 9.6% year-on-year with 178 registrations in November compared to 197 in the same period the previous year.

A total of 2076 used trucks and buses have hit the road in the year-to-date compared to 2120 for the same period last year.

Isuzu lead the used commercial import market for the month with 40 units registered and a 22.5% market share. This was down 7% compared to the 43 units registered in the same period last year.

Hino comes second, up 6.3% with 34 units registered and a 19.1% market share. **Toyota** is third, down 35.7% with 27

registered and a 15.2% share. **Mitsubishi** follows, up 11.1% with 20 units registered, **Nissan** up 18.8% (19), **Fiat** down 22.2% (7), **Fuso** up 25% (5), **Mazda** down 33.3% (4), **UD Trucks** up 300% (4) and **Volvo** (3).

The new heavy vehicle segment over 23,000kg GVM was down 9% year-on-year with a total of 202 units registered in November. This compares to 222 in the same period the previous year.

In the year-to-date, there have been 2369 registrations in this segment compared to 2417 in the same period the previous year.

Isuzu leads the segment, down 8.8% with 31 units registered and a 15.3% market share.

Scania is second, up 340% with 22 units registered and

Continued on page 35



NEW TRUCKS & BUSES MAKES : Over 3,500kg

| MAKE | NOV '19 | NOV '18 | % Change | % of Market | YTD '19 | YTD '18 |
|---------------|---------|---------|----------|-------------|---------|---------|
| ISUZU | 116 | 167 | -30.5 | 20.1 | 1188 | 1145 |
| HINO | 70 | 67 | 4.5 | 12.2 | 673 | 670 |
| MERCEDES-BENZ | 65 | 56 | 16.1 | 11.3 | 509 | 494 |
| FUSO | 55 | 61 | -9.8 | 9.5 | 790 | 832 |
| FIAT | 39 | 68 | -42.6 | 6.8 | 262 | 418 |
| IVECO | 32 | 0.0 | 0.0 | 5.6 | 302 | 248 |
| SCANIA | 27 | 12 | 125.0 | 4.7 | 234 | 237 |
| UD TRUCKS | 23 | 25 | -8.0 | 4.0 | 239 | 251 |
| SINOTRUK | 16 | 7 | 128.6 | 2.8 | 100 | 35 |
| KENWORTH | 14 | 30 | -53.3 | 2.4 | 255 | 302 |
| Other | 85 | 109 | -22.0 | 14.8 | 1324 | 1670 |
| TOTAL | 542 | 602 | -10.0 | 94.1 | 5876 | 6302 |

NEW LIGHT COMMERCIAL MAKES : Under 3,500kg

| MAKE | NOV '19 | NOV '18 | % Change | % of Market | YTD '19 | YTD '18 |
|---------------|---------|---------|----------|-------------|---------|---------|
| FORD | 994 | 1064 | -6.6 | 23.6 | 10125 | 10414 |
| TOYOTA | 939 | 1023 | -8.2 | 22.3 | 8996 | 10199 |
| MITSUBISHI | 394 | 487 | -19.1 | 9.4 | 4997 | 3868 |
| HOLDEN | 315 | 431 | -26.9 | 7.5 | 4552 | 4437 |
| ISUZU | 262 | 304 | -13.8 | 6.2 | 2887 | 3318 |
| NISSAN | 213 | 286 | -25.5 | 5.1 | 3115 | 3631 |
| MAZDA | 184 | 156 | 17.9 | 4.4 | 2000 | 1960 |
| MERCEDES-BENZ | 180 | 173 | 4.0 | 4.3 | 1329 | 1244 |
| VOLKSWAGEN | 102 | 128 | -20.3 | 2.4 | 1161 | 1737 |
| FIAT | 98 | 121 | -19.0 | 2.3 | 717 | 1008 |
| OTHER | 529 | 643 | -17.7 | 12.6 | 7601 | 8269 |
| TOTAL | 4210 | 4816 | -12.6 | 100.0 | 47480 | 50085 |





If you're looking to purchase a new truck or equipment talk to UDC



Continued from page34

a 10.9% market share. **Hino** is third, down 20% with 20 registered and a 9.9% share. **Sinotruck** follows, up 114.3% with 15 units registered, **UD Trucks** unchanged with 15, **Fuso** down 17.6% (14), **Kenworth** down 53.3% (14), **Mercedes-Benz** down 36.4% (14), **Volvo** down 30% (14) and **Iveco** down 333.3% (13). The new medium truck

segment between 9000kg and 23,000kg GVM was up 5.3% with 99 units registered in November compared to 94 in the same period the previous year.

Isuzu takes the top spot, down 4.9% with 39 units registered and a 39.4% market share.

Hino comes in second, up 12.5% with 27 registered and a 27.3% share. **Fuso** is third, up

70% with 17 units registered and a 17.2% market share.

UD Trucks follows, down 20% (8) and **Iveco** up 150% (5).

The new light commercial segment between 3500kg and 9000kg GVM featuring trucks, vans, and buses was down 12.6% with 208 units registered in November compared to 238 in the same period the previous year.

Isuzu leads the segment, down 35.3% with 44 units registered and a 21.2% market share.

Fiat is second, down 42.6% with 39 units registered and an 18.8% market share.

Mercedes-Benz is third, up 76.2% with 37 units and a 17.8% share.

Fuso follows, down 25% with 24 units registered, **Hino** up 27.8% (23), **Iveco** down 23.5% (13) and **Volkswagen** up 450% (11).

Registrations for new commercials (under 3500kg) were down 12.6% with 4210 units registered in November.

This compares to 4816 in the same period the previous year.

Ford takes the top spot, down 6.6% with 994 units registered

Continued on page 33

USED HEAVY TRUCKS : Over 23,001kg

| MAKE | NOV '19 | NOV '18 | % Change | % of Market | YTD '19 | YTD '18 |
|-------|---------|---------|----------|-------------|---------|---------|
| HINO | 2 | 1 | 100.0 | 16.7 | 22 | 13 |
| IVECO | 2 | 2 | 0.0 | 16.7 | 9 | 12 |
| VOLVO | 2 | 0 | 0.0 | 16.7 | 26 | 17 |
| OTHER | 6 | 7 | -14.3 | 50.0 | 119 | 89 |
| TOTAL | 12 | 10 | 20.0 | 100.0 | 176 | 131 |

USED MEDIUM TRUCKS : 9,000 - 23,000kg

| MAKE | NOV '19 | NOV '18 | % Change | % of Market | YTD '19 | YTD '18 |
|---------------|---------|---------|----------|-------------|---------|---------|
| FACTORY BUILT | 2 | 2 | 0.0 | 13.3 | 6 | 7 |
| HINO | 2 | 2 | 0.0 | 13.3 | 59 | 52 |
| ISUZU | 2 | 5 | -60.0 | 13.3 | 38 | 51 |
| OTHER | 9 | 7 | 28.6 | 60.0 | 187 | 70 |
| TOTAL | 15 | 16 | -6.3 | 100.0 | 290 | 180 |

USED LIGHT TRUCKS : 3,500 - 9,000kg

| MAKE | NOV '19 | NOV '18 | % Change | % of Market | YTD '19 | YTD '18 |
|------------|---------|---------|----------|-------------|---------|---------|
| ISUZU | 38 | 38 | 0.0 | 25.3 | 393 | 476 |
| HINO | 30 | 28 | 7.1 | 20.0 | 338 | 295 |
| TOYOTA | 27 | 39 | -30.8 | 18.0 | 431 | 400 |
| MITSUBISHI | 19 | 18 | 5.6 | 12.7 | 185 | 182 |
| NISSAN | 18 | 10 | 80.0 | 12.0 | 184 | 148 |
| FIAT | 7 | 9 | -22.2 | 4.7 | 36 | 37 |
| MAZDA | 4 | 6 | -33.3 | 2.7 | 48 | 50 |
| OTHER | 7 | 12 | -41.7 | 4.7 | 98 | 139 |
| TOTAL | 150 | 160 | -6.3 | 100.0 | 1713 | 1727 |

USED TRUCKS & BUSES MAKES : Over 3,500kg

| MAKE | NOV '19 | NOV '18 | % Change | % of Market | YTD '19 | YTD '18 |
|------------|---------|---------|----------|-------------|---------|---------|
| ISUZU | 40 | 43 | -7.0 | 22.5 | 434 | 542 |
| HINO | 34 | 32 | 6.3 | 19.1 | 402 | 371 |
| TOYOTA | 27 | 42 | -35.7 | 15.2 | 440 | 411 |
| MITSUBISHI | 20 | 18 | 11.1 | 11.2 | 212 | 203 |
| NISSAN | 19 | 16 | 18.8 | 10.7 | 204 | 173 |
| FIAT | 7 | 9 | -22.2 | 3.9 | 36 | 37 |
| FUSO | 5 | 4 | 25.0 | 2.8 | 36 | 45 |
| MAZDA | 4 | 6 | -33.3 | 2.2 | 48 | 50 |
| UD TRUCKS | 4 | 1 | 300.0 | 2.2 | 22 | 8 |
| VOLVO | 3 | 0 | 0.0 | 1.7 | 31 | 20 |
| Other | 15 | 26 | -42.3 | 8.4 | 211 | 260 |
| TOTAL | 178 | 197 | -9.6 | 100.0 | 2076 | 2120 |

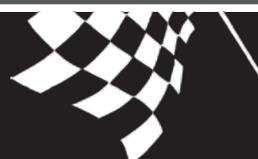
USED BUSES : Over 3,500kg

| MAKE | NOV '19 | NOV '18 | % Change | % of Market | YTD '19 | YTD '18 |
|-------|---------|---------|----------|-------------|---------|---------|
| FORD | 1 | 5 | 1400.0 | 100.0 | 30 | 16 |
| OTHER | 0 | 6 | -100.0 | 0.0 | 43 | 66 |
| TOTAL | 1 | 11 | -90.9 | 100.0 | 73 | 82 |
| TOTAL | 8 | 8 | 0.0 | 100.0 | 72 | 71 |

Your first choice in truck & equipment finance

Ph 0800 500 832 or visit www.udc.co.nz

UDC Finance Limited lending criteria applies.





If you're looking to purchase a new truck or equipment talk to UDC



Continued from page 35

and a 23.6% market share. **Toyota** is second, down 8.2% with 939 units registered and a 22.3% market share. **Mitsubishi** is third, down 19.1% with 394 registered and a 9.4% share. **Holden** follows, down 26.9% with 315 units, **Isuzu** down 13.8% (262), **Nissan** down 25.5% (213), **Mazda** up 17.9% (184), **Mercedes-Benz** up 4% (180), **Volkswagen** down 20.3% (102) and **Fiat** down 19% (98). Motor Industry Association chief executive **David Crawford** says that November 2019 registrations came in at 3.5% under November 2018 with 13,850 vehicles registered, down 509 units on November 2018.

“Year-to-date the market is down 4.7%, which confirms our expectation that the market for 2019 will be down approximately 5% on 2018 volumes.”

He says the month of November reflects a steady but slightly weaker market compared to 2018.

The top two models for the month of November were the **Ford Ranger** (907 units), followed by the **Toyota RAV4** (881) with the **Toyota** bumped back to third place (658).

The used heavy truck segment over 23,000kg GVM was up 20% year-on-year with 12 units registered in November. This compared to 10 registrations in the same period last year.

Hino, Iveco and Volvo all share two units each and a 16.7% market share.

The used medium truck segment between 9000kg to 23,000kg GVM was down 6.3% with 15 units registered in November.

Factory Built, Hino and Isuzu all share two units each with a 13.3% market share.

Used light commercials between 3500kg and 9000kg GVM were down 6.3% year-on-year with 150 units registered in November. This compares to 160 in the same period the previous year.

Isuzu leads this segment, unchanged with 38 units registered and a 25.3% market share.

Hino is second, up 7.1% with 30 units registered and a 20% market share. **Toyota** is third, down 30.8% with 27 registered and a 18% share. **Mitsubishi** follows, up 5.6% (19), **Nissan** up 80% (18), **Fiat** down 22.2% (7) and **Mazda** down 33.3% (4). ■

USED LIGHT COMMERCIAL MAKES : Under 3,500kg

| MAKE | NOV '19 | NOV '18 | % Change | % of Market | YTD '19 | YTD '18 |
|------------|---------|---------|----------|-------------|---------|---------|
| TOYOTA | 448 | 448 | 0.0 | 44.8 | 4713 | 4571 |
| NISSAN | 212 | 206 | 2.9 | 21.2 | 2395 | 2124 |
| FIAT | 50 | 64 | -21.9 | 5.0 | 182 | 193 |
| ISUZU | 47 | 48 | -2.1 | 4.7 | 486 | 566 |
| MAZDA | 46 | 61 | -24.6 | 4.6 | 489 | 619 |
| FORD | 44 | 59 | -25.4 | 4.4 | 431 | 422 |
| HINO | 34 | 32 | 6.3 | 3.4 | 402 | 347 |
| MITSUBISHI | 33 | 31 | 6.5 | 3.3 | 332 | 352 |
| HOLDEN | 14 | 18 | -22.2 | 1.4 | 163 | 182 |
| VOLKSWAGEN | 10 | 5 | 100.0 | 1.0 | 102 | 56 |
| Other | 61 | 83 | -26.5 | 6.1 | 699 | 804 |
| Total | 999 | 1055 | -5.3 | 100.0 | 10394 | 10236 |

USED TRACTOR REGISTRATIONS

| MAKE | NOV '19 | NOV '18 | % Change | % of Market | YTD '19 | YTD '18 |
|-----------------|---------|---------|----------|-------------|---------|---------|
| JOHN DEERE | 18 | 9 | 100.0 | 26.5 | 75 | 130 |
| MASSEY FERGUSON | 7 | 9 | -22.2 | 10.3 | 54 | 97 |
| FORD | 6 | 5 | 20.0 | 8.8 | 28 | 38 |
| NEW HOLLAND | 5 | 8 | -37.5 | 7.4 | 38 | 61 |
| TRACTOR | 4 | 7 | -42.9 | 5.9 | 24 | 38 |
| CASE | 3 | 0 | 0.0 | 4.4 | 31 | 35 |
| OTHER | 25 | 29 | -13.8 | 36.8 | 231 | 241 |
| TOTAL | 68 | 67 | 1.5 | 100.0 | 481 | 640 |

NEW TRACTOR REGISTRATIONS

| MAKE | NOV '19 | NOV '18 | % Change | % of Market | YTD '19 | YTD '18 |
|-----------------|---------|---------|----------|-------------|---------|---------|
| JOHN DEERE | 54 | 66 | -18.2 | 25.8 | 611 | 883 |
| MASSEY FERGUSON | 27 | 13 | 107.7 | 12.9 | 237 | 251 |
| CASE IH | 25 | 25 | 0.0 | 12.0 | 181 | 177 |
| NEW HOLLAND | 23 | 22 | 4.5 | 11.0 | 212 | 209 |
| KUBOTA | 20 | 25 | -20.0 | 9.6 | 160 | 154 |
| TRACTOR | 12 | 4 | 200.0 | 5.7 | 104 | 74 |
| CLAAS | 11 | 6 | 83.3 | 5.3 | 89 | 107 |
| FENDT | 9 | 10 | -10.0 | 4.3 | 152 | 165 |
| CASE | 4 | 6 | -33.3 | 1.9 | 56 | 70 |
| OTHER | 24 | 21 | 14.3 | 11.5 | 237 | 262 |
| TOTAL | 209 | 198 | 5.6 | 100.0 | 2039 | 2352 |

Your first choice in truck & equipment finance

Ph 0800 500 832 or visit www.udc.co.nz

UDC Finance Limited lending criteria applies.



Gough Group sale gets OIO green light

The NZ\$211 million sale of New Zealand-based heavy equipment company Gough Group to Malaysian firm Sime Darby has been approved by the Overseas Investment Office.

The OIO says it is “satisfied” the applicant, Sime Darby Berhad, ticks the right boxes and “the individuals who will control the investment have the relevant business experience and acumen and are of good character”.

“The applicant has also demonstrated financial commitment to the investment,” the OIO says.

Gough Group has the local Caterpillar dealerships with service territory in New Zealand and interests in the transport and materials handling business in New Zealand and Australia.

In New Zealand, Sime Darby Motors operates under the Continental Cars and City Nissan dealerships in Auckland. Its commercial transport arm represents brands such as Volvo, Hino, Mack and UD Trucks.

Transport industry part of new biosecurity pledge

Major transport companies are part of a first-of-its-kind pledge to protect New Zealand from pests and diseases.

Mainfreight, Mondiale Freight, Northport, Fonterra, Auckland Airport, Goodman Fielder and Countdown are among 50 businesses to join the Biosecurity Business Pledge.

It aims to take a proactive approach to biosecurity by improving the partnership between government and businesses and help prevent unnecessary costs and disruptions.

“As a nation that depends on trade and tourism, and a country whose lifestyle is linked to our unique natural environment, having a culture of everyone taking responsibility for biosecurity is vital,” biosecurity minister Damien O’Connor says.



World's largest hydrogen export facility under way

Work is under way on a hydrogen export pilot project facility in Victoria, Australia, and it’s aiming to be the largest of its kind in the world.

Latrobe Valley brown coal will be turned into hydrogen gas as part of the world-first pilot.

The hydrogen gas will then be transported to Port of Hastings where it will be liquified and shipped to Japan for use in fuel cell vehicles and power generation.

The government-backed project also aims to boost local industry knowledge and expertise in the production and use of hydrogen, while also boosting jobs.

CablePrice signs deal with Hills Engineering

CablePrice NZ has signed an exclusive distributor deal with coupler manufacture Hills Engineering.

Hill Engineering is a leading coupler provider in the UK and is a major supplier to Hitachi UK with the majority of excavators sold.

“Hills range of couplers have a great reputation and we’re excited to now be offering our customers local access to their award winning and industry safest TEFRA range of couplers,” CablePrice national product manager **Johan Hanekom** says.

The coupler range is available for excavators from three to 30 tonnes, while the TEFRA TILT is available for excavators three to 22 tonnes.



Volvo begins electric truck sales

Volvo is rolling out its new electric truck range in Europe to meet an “increasing demand” for sustainable transport in city environments.

Volvo FL and FE electric trucks have been developed for distribution, refuse handling and other urban transport applications.

Sales will start in Sweden, Norway, Germany, Switzerland, France and the Netherlands.

The start of serial production is planned for March 2020.

The Volvo FL Electric has a gross vehicle weight capacity of 16 tonnes, while the FE Electric is 27 tonnes.

Volvo Trucks electromobility product line vice-president **Jonas Odermalm** says noise and emission requirements of global urbanisation is seeing “increasing urgency” for electric trucks.

“With the Volvo FL Electric and Volvo FE Electric we are able to meet both the strong environmental demands as well as the high commercial requirements of our customers,” he says.

Continued on page 38

Continued from page 37

Cabinet ministers considering controversial port study report

The third and final report created by the Upper North Island Supply Chain (UNISC) Strategy Working Group has been delivered to the relevant cabinet ministers for consideration. An earlier report from UNISC suggested ending operations at the Ports of Auckland and developing Northport at a cost of \$10.3 billion.

Reports say the working group advises that freight operations in downtown Auckland is no longer economically or environmentally viable, and it recommends that Northport goes ahead.

National Road Carriers Association (NRC) chief executive **David Aitken** says making Northport Auckland's main port will require massive investment in rail and road and will increase carbon emissions and the cost of goods.

"Although it would be good for road freight as they would get a lot more work and travel a lot more miles, it doesn't make sense," Aitken says.



Freightliner Cascadia close to arrival

The new Freightliner Cascadia will soon be arriving in New Zealand following a special unveiling in Australia.

Daimler Trucks and Buses chief executive Martin Daum and Daimler Truck AG board member Roger Nielsen presented the truck for the first time in Sydney on November 22.

The Cascadia is a market leader in the United States, making up 38% of the long-distance heavy haulage truck segment. It is hoped the truck will deliver the same results when it hits the market Down Under.

Daimler Trucks North America says it made "significant financial investments" for trials and adaptation of the new truck "in the demanding markets of Australia and New Zealand".



KiwiRail back on track after West Coast slip

KiwiRail has re-opened the section of line at Omoto allowing the TranzAlpine and freight trains to resume operations from Greymouth to Christchurch.

"The road and rail closure has been frustrating for all those involved. We acknowledge the impact it has had on our customers and on the community on the West Coast. We are delighted to be running trains again through this area," KiwiRail says.

KiwiRail South Island general manager **Jeanine Benson** had previously reported "good progress" on restoring the rail link. The teams were ahead of schedule and worked hard completing the final actions and checks to have it up and running.

Mainfreight posts \$59.1m half-year profit

Mainfreight has announced a net profit of NZ\$59.1 million for its half year result to September 30.

This is up \$3.4m (6.2%) and is a "satisfactory improvement" on the previous period, the company says.

Its total revenue was up \$69.4m (4.9%) to \$1.5 billion and earnings before interest, tax, depreciation and amortisation (EDITDA) up NZ\$10.7m (9.9%) to \$119.1m.

This includes New Zealand revenue up \$19.4m (5.7%) to \$362.5m and EBITDA up \$1.35m (3%) to \$46.7m.

"Continuing profit improvement from Europe and the Americas has assisted overall performance, as we continue to improve margins and services in both regions," the company says.

"Our New Zealand and Australian operations have both had to contend with slowing economic conditions and increased overhead costs." ■

CONTRACTOR SEASON IS UPON US



NEW ISUZU CYZ460 AMT

NEW ISUZU CYZ400

NEW ISUZU CYZ530 AMT

— READY TO GO —

**MORE SPACE. MORE SAFETY.
MORE AVAILABLE. MORE CAL>ISUZU.**

CAL > ISUZU
· YOU DRIVE US ·

To experience the level of service that has made us
NZ's leading Isuzu dealer, find your nearest depot
at calisuzu.co.nz.

CALISUZU.CO.NZ

Northland | 027 486 1288
Auckland | 09 918 1940

Waikato | 07 847 5110
Bay of Plenty | 07 928 4399

*Pictures may not represent exact truck.

YOU'VE MADE US
★ ★ ★
NO.1
FOR 19 YEARS

THE RIGHT TOOLS TO MAKE THE BEST ON-ROAD DECISIONS



Teletrac Navman is New Zealand's leading provider of integrated solutions and compliance technology to deliver greater visibility in real-time. We help transport businesses, large or small, to be more efficient and productive.

All you need are the right tools. *Get connected.*



TELETRAC NAVMAN



0800 447 735



[TeletracNavman.co.nz](https://www.TeletracNavman.co.nz)