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FEBRUARY 2020





Transport minister Phil Twyford, prime minister Jacinda Ardern and finance minister Grant Robertson announce the $12b New Zealand Upgrade Programme.

TRUCKING INDUSTRY REACTS TO ROAD SPENDING

Roading and rail is set to benefit from the Government's $6.8 billion transport infrastructure boost but trucking leaders say years have been wasted and some important projects are still in limbo.

The Government announced the spending package as part of its $12b New Zealand Upgrade Programme which also includes schools and hospitals.

Roads will receive the largest chunk of spending with $5.3b across the country's main growth areas – Auckland, Waikato, Bay of Plenty, Wellington, Canterbury and Queenstown.

Meanwhile, rail will receive $1.1b in extra spending while money will also go to cycle tracks and shared pathways, including $360m for the Auckland Harbour Bridge SkyPath.

Major roading projects include $1.3b for Mill Rd with a 21.5km four-lane corridor connecting Manukau to Drury South, $692m for SH1 Whangarei to Port Marsden featuring a 22km four-lane corridor and $815m for a new four-lane 24km corridor on SH1 from Otaki to North of Levin.

Prime minister **Jacinda Ardern** says the time is right to start spending big on infrastructure.

"This is a once-in-a-lifetime opportunity to invest in New Zealand – modernising our infrastructure, preparing for climate change and helping grow the economy.

Continued on page 2

NEW LEADERS AT KEITH ANDREWS TRUCKS
p4

REPORT CALLS FOR AUTONOMOUS VEHICLE LAW REFORM
p8

BAPCOR LOOKS AT NZ EXPANSION
p14

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"We must look to the future as we design this critical infrastructure. The projects have also been redesigned and future proofed to include provision for public transport and walking and cycling"



David Aitken



Nick Leggett



Greg Miller

Continued from page 1

"It makes sense to do this now because we've managed the books wisely and have historically low interest rates, which makes our programme affordable," Ardern says.
Deputy prime minister **Winston Peters** says restoring New Zealand's national rail system is also critical.
"Rail is a national strategic asset and strong investment is a no brainer.
"These projects will allow KiwiRail to deliver effective rail services and get our cities moving.
"A well-maintained reliable rail system reduces road congestion and road maintenance costs, seriously lowers carbon emissions and allows for large volumes of freight across the country," Peters says.
Meanwhile, transport minister **Phil Twyford** says the spending is giving "certainty and confidence about future work" to the construction industry.
"We must look to the future as we design this critical infrastructure. The projects have also been redesigned and future proofed to include provision for public transport and walking and cycling.
"Our decision to fund these projects by taking advantage of historically low long-term interest rates means this programme will free up funding in the National Land Transport Fund and Auckland transport budgets," Twyford says.

No East-West Link 'disappointing'

The National Road Carriers Association (NRC) is welcoming more spending on the roads but says the Government has missed an important piece of infrastructure by ignoring the East-West Link between SH20 at Onehunga and SH1 at Mt Wellington.
The NRC represents 1800 road transport companies collectively operating 16,000 trucks throughout New Zealand and has long been advocating for the route.
NRC chief executive David Aitken says "it is very disappointing the East-West Link is not included".
"If we are to keep NZ Inc moving, the Government needs to think about freight and how it's moved.
"Not only would the East-West Link provide connectivity between State Highway 1 and State Highway 20, it would also be a key freight link into Auckland's major industrial area and the Southdown rail freight terminal. Rail alone will not solve the issues the freight sector is facing."
Aitken says it's important to think of the contribution the trucking industry will make when helping deliver the $12b infrastructure programme.
"Not one of the announced projects will be able to rely on rail to deliver the necessary supplies. Trucks will be required, so we need good roading infrastructure.
"We're not against spending on upgrading rail infrastructure but rail is not going to replace trucks. Rail will complement trucks given the growing freight requirement. All modes need to be improved.
"Roading has been an afterthought for the last two years, not only new roads but the maintenance of our current roads as evidenced by the huge response to our Facebook appeal last year asking members for examples of poor roading.
"The consensus among our trucking company members is that New Zealand roads have been deteriorating due to lack of proper maintenance in recent years and need urgent attention," Aitken says.
Road Transport Forum chief executive **Nick Leggett** says roads "are the lifeblood of the economy"
"With 93,000km of road and only 4000km of rail, rail will never be able to meet the essential demands of delivering goods to New Zealanders, so investment in roads should be ongoing. Trucks transport about 70% of New Zealand's land-based freight, so roads have to be where the largest investment goes," Legget says.

KiwiRail welcomes investment

KiwiRail chief executive **Greg Miller** says it's "exciting times for rail" and the Government spending will boost freight and commuter services.
"Work in Auckland starts immediately, and will be completed in about four years. We're delighted to have a continuum of funding that will enable us to plan and to recruit.
"Auckland's passenger rail network already enables people to make 21.4 million trips per year. When the [City Rail Link] is finished, we expect another big jump in the number of people using rail to travel around the city.

"The third main adds an extra rail line between Westfield and Wiri in South Auckland, a section of line that is congested with freight trains going to and from Ports of Auckland and Port of Tauranga, and increasingly frequent metro commuter services. For [City Rail Link] to deliver the level of commuter service Auckland needs, the third main is crucial," Miller says.

Contractors keen to start

Civil Contractors New Zealand chief executive **Peter Silcock** says planning for many of the major projects is already "well advanced" and workers are ready to get moving.

"This selection will start to address the country's infrastructure deficit, but it will be interesting to see the shape these projects take, and when they hit the ground."

It is important to plan ahead as projects like Transmission Gully, Christchurch Motorways and Waikato Expressway begin to wind down, Silcock says.

"The Government has re-prioritised many projects towards improved road safety and multi-modal transport, so it will be really interesting to see how these projects have changed under the lens of their current policies."

However, a lack of attention in the South Island is a concern with the infrastructure programme heavily North Island-focused, Silcock says.

Proposals for Queenstown are sparse on detail and further improvements to the southern transport network are much-needed, he says.

The Automobile Association principal infrastructure adviser **Barney Irvine** says the country is in "desperate need of more modern highways in many places and it is great news that the Government is responding to that".

"The AA has fought for many of these roads because of the benefits they will deliver in safer travel, less delays and more resilience to extreme events."

However, the AA says it's disappointed the extension of the Waikato Expressway from Cambridge to Piarere is not included in the programme.

"This is a missed opportunity to make the most of the investment that's already gone into the Waikato Expressway, and to support road safety and economic growth in Waikato, and the Upper North Island as a whole," Irvine says.

Overall, he says the programme of work brings a good balance to transport investment.

"Recently there has been an unfortunate tendency to frame transport investment as a clash between roads and other modes.

"Actually we need to be investing in all of transport – roads and public transport and cycling and walking.

"Driving is still the main way that people and goods move around in New Zealand and it's crucial that we keep investing in upgrading the many roads around the country that aren't up to the standard they should be," Irvine says.



Peter Silcock



Barney Irvine

Road spending includes:

- $692m for SH1 Whangarei to Port Marsden featuring a 22km four-lane corridor.
- $411m for 7km Penlink corridor north of Auckland.
- $1.3b for Mill Rd with 21.5km four-lane corridor connecting Manukau to Drury South.
- $423m for widening of SH1 from Papakura to Drury South.
- $58m to removing the deadly T-intersection at SH1 and SH29 at Piarere for a large roundabout.
- $478m for a new 6.8km four-lane corridor on the Tauranga Northern Link.
- $455m for 7km four-lane upgrade on SH2 from Te Puna to Omokoroa.
- $59m of safety improvements and two new roundabouts on SH58 between Wellington's Hutt Valley and Porirua.
- $258m for upgrades for Lower Hutt's Melling interchange.
- $815m for a new four-lane 24km corridor on SH1 from Otaki to North of Levin.
- $159m for improved freight access and public transport in Canterbury.
- $90m for improved public transport and facilities in Queenstown.

Rail spending includes:

- $315m for improvements to the Wiri to Quay Park Corridor in Auckland including construction of a third rail line to ease the bottleneck between Wiri and Westfield.
- $371m to extend electrification from Papakura to Pukekohe of the Auckland metro network by 19km.
- $211m for improvements to the Wellington, Wairarapa and Palmerston North network and beyond, including upgraded tracks for the Wairarapa and Capital Connection lines.
- $247m to develop the Drury railway station, with two new stations at Drury East and Drury West, to increase transport access for the growing centre.

Walking and cycling:

- $360m for a 2km shared walking and cycling path over the Auckland Harbour Bridge and 3km of shared path from Northcote to Esmonde Rd, Takapuna.



POSITIVE MOVES AFOOT IN TOP DAIMLER DEALER ROLES



Aaron Smith



Kurtis Andrews

Keith Andrews Trucks (KAT) is making moves to cement its top position as a Daimler dealer with a number of key appointments.

This includes the arrival of **Aaron Smith** as group chief executive and executive director of the company and its associated business The Parts Hub.

Smith has 31 years of sales, operations, business management and technical experience in the transport and trucking, heavy machinery and petroleum industries and will join the team in early April 2020.

"The board and I see Aaron as a highly skilled business leader, with directly applicable industry knowledge and experience to help a family-owned company such as ours succeed," group director **Kurtis Andrews** says.

"We are very excited about his potential to move the business forward and help execute our goals."

Keith Andrews Trucks has been through a difficult period with the recent passing of its founder and Andrews says he looks forward to the clear and focused direction Smith will bring.

"The past 12 months have been challenging for the entire organisation and Aaron's appointment is a large step towards normality and an even larger step towards realising Keith's vision," Andrews says.

"My role will revert back to CEO of Fuso New Zealand and oversight of the Keith Andrews Holdings sales and marketing functions."

In his most recent role as general manager of Gough Group's New Zealand transport businesses, Smith oversaw operations of truck and trailer parts specialists Gough TWL and Gough Transpecs.

Combined, the companies comprise 19 branches, three distribution centres and a team of around 200.

He says the opportunity to lead New Zealand's largest truck retailer was too good to look past.

"I am thrilled to be joining the Keith Andrews Trucks and Daimler family," Smith says.

"Throughout the recruitment process, I was impressed with the openness and engagement of Kurtis and the board members, which gave me great insight into the business' culture and vision.

"I have the utmost respect for the legacy that Keith Andrews and his team have created.

"As part of the collective Keith Andrews and Fuso NZ operation, I look forward to building on these solid foundations to create the next phase of evolution to support our team's, our customers' and our supplier partners' goals and aspirations," Smith says.

Continued on page 6

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Continued from page 3

Jason Chambers

New dealer principal

Keith Andrews Trucks has also appointed **Jason Chambers** as dealer principal for its Whangarei dealership.

The role will span the existing Mercedes-Benz, Fuso and Freightliner truck brands as well as new purpose-built Mercedes-Benz light commercial vehicle dealership.

Chambers started with KAT Whangarei over 20 years ago, joining as an apprentice automotive technician in 1997.

He was promoted to foreman in 2004 and assumed the role of service manager three years later, operating in that role for more than 10 years before being promoted to group service manager in 2018. There he covered Whangarei, Auckland and Hamilton service departments.

Chambers credits the late **Keith Andrews** for establishing a culture that encourages staff and provides opportunities for those with the desire and capability to develop their career.

"As the business grew, Keith didn't always look for outside help, he looked to his current staff first.

"He opened up many opportunities for me, for which I will always be extremely grateful.

"In every new role, I was able to benefit from a solid support network that allowed me to develop my skills.

"I'm honoured and excited to be taking this next big step within the business. The future looks very bright," Chambers says.

Andrews says Chambers' extensive service and operational experience, allied with his loyalty and dedication to the business and its people, have prepared him well.

Chambers also recently completed Mercedes-Benz Global Management training in Sydney, in preparation for his new role.

"This is a really exciting time for Jason to be heading operations in Whangarei, as we embark on a new chapter with a brand-new LCV dealership and an expanded offering that covers Mercedes-Benz car parts and service.

"Jason understands and is already an integral part of the KAT culture. His passion and expertise for ensuring the highest standards in customer service and operations will, I'm sure, see him succeed in his new role," Andrews says.

Daimler dominance

Meanwhile, Keith Andrews' Auckland dealership has recently joined its Hamilton and Whangarei branches as a fully authorised sales, parts and service outlet for Mercedes-Benz trucks."We have been working with Mercedes-Benz, Freightliner and Fuso for a number of years across our network," Andrews says."We have experts in each range and a proven track record in delivering the best solution for our customers – now they know they will receive the same level of service at each of our three main dealerships."The shared heritage of each brand as part of the Daimler family gives us a depth and breadth of expertise that is of direct benefit to our customers' various businesses," Andrews says.

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REPORT CALLS FOR LAW REFORM ON AUTONOMOUS VEHICLES



Mitchell Gingrich

A new report is looking at the future of autonomous vehicles (AVs) in New Zealand and says now is the time to start looking at laws and regulations before it's too late.

The white paper, titled *The Driverless Revolution: What Next?*, written by **Mitchell Gingrich** and **Steven Moe**, looks at what is changing in the area of autonomous vehicles and asks what can be done to prepare for that.

It concludes with eight key recommendations in the area of regulatory compliance and suggests New Zealand has the chance to be "world-leading" in its adoption of AVs and show other countries the way forward.



"With change, there is always opportunity. In our view, this opportunity is to offer New Zealand a way to smooth out the legal bumps in the road for AVs and deliver a regulatory framework, which not only is coherent but also technologically savvy – combining law and AV technology.

"Whether delivering people or products, AVs must be safe for all users of public spaces," it says.

"Whether delivering people or products, AVs must be safe for all users of public spaces"

Recommendations include:

- A full-fledged permitting process allowing companies to test AVs on the public roads in a limited manner, such as a geo-fenced area.
- Upgrading New Zealand motor vehicle standards so that AVs are in compliance. For example, regulations permitting a vehicle without a steering wheel or pedals for a human driver. These upgraded standards should also reflect the adoption of the Society of Automotive Engineers (SAE) taxonomy for levels of vehicle autonomy.
- Establishing an AV agency under the authority of the Ministry of Transport/ NZTA to provide oversight concerning regulatory framework and approvals for AV certification and testing.
- Updating street signs, pedestrian walkways, cycle lanes, lane markings, and footpaths.
- Establishing "autonomy zones" where geo-fenced AVs may operate for testing, initially, and then full-fledged operations.
- Address privacy and carefully navigate the concerns of AV users and all users of the public roads as tremendous amounts of data will be stored by the AV owner/operators.
- Clarify legal liability and update New Zealand law to address the liability for an AV accident.
- For fully autonomous Level 5 AVs, the need to consider whether these may be owned or operated by individual owners or only by fleet operators, public road testing standards, software standards, vehicle and computer hardware maintenance standards, testing simulation standards, reporting requirements for AV owner/operators, IT security standards, privacy standards, post-incident data sharing requirements, initial registration and on-going certification process for AV safety drivers, initial registration and on-going certification process for those remotely observing and operating the AVs.

Gingrich, who now lives in Christchurch, previously worked for Uber's Advanced Technologies Group (ATG) as a test pilot in the AV programme from 2017 to 2018. The work required him to collect data and contribute to the deployment of software updates as part of the autonomous fleet of more than 200 Volvo XC90 vehicles. By December 22, 2017, Uber announced it had completed 3.2 million kilometres in automated mode testing.

Continued on page 9



Continued from page 8

However, on March 18, 2018, the trial came to an end when **Elaine Herzberg** became the first pedestrian to be killed by a self-driving car that was taking part in the programme.

Herzberg was struck by an auto-piloted car with a single operator while walking outside of a pedestrian crossing.

The incident made headlines around the world and the Tempe Police Department produced a 300-page report on the accident while the National Transportation Safety Board (NTSB) produced hundreds of pages supporting the findings.

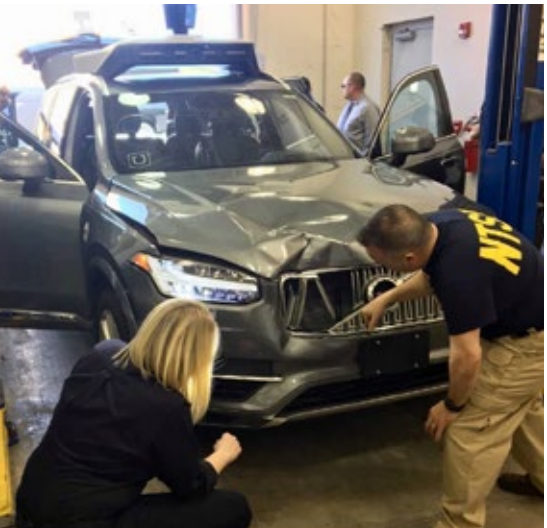
The NTSB said that the immediate cause of the collision was the failure of the Uber ATG operator to closely monitor the road and the operation of the automated driving system because the operator was visually distracted throughout the trip by a personal cell phone.

Furthermore, it says Uber ATG had inadequate safety risk assessment procedures, ineffective oversight of the vehicle operators and a lack of adequate mechanisms for addressing operators' automation complacency.

"Safety starts at the top," NTSB chairman **Robert Sumwalt** says. "The collision was the last link of a long chain of actions and decisions made by an organisation that unfortunately did not make safety the top priority."

Gingrich says the accident was "preventable" and that avoiding such events requires "foresight, regulatory input and guidance, thoughtful planning and placing safety as the paramount purpose for any transportation project conducted on public streets".

He says the accident also serves as a reminder for how important it is to get the laws and regulatory compliance in check before we have fleets of AVs on our local roads.



He concedes that the Uber ATG programme was "basically a science experiment on public roads" and this is the challenge that needs to be faced as the technology begins to roll out around the world.

"The reports from the NTSB and the Tempe Police Department reflect the considered opinions of experts in evaluating transportation accidents and certain aspects of their reports remain under consideration, such as whether the AV driver could or should be charged criminally for reportedly paying more attention to her smartphone than the road," Gingrich says in the report.

In 2015, Arizona had no regulatory scheme permitting AVs to operate on its public roads and the Arizona Department of Transportation announced that the absence of regulations incentivised AV testing.

"Uber ATG's fatal accident, however, has not deterred other states from aggressively pursuing the AV dream.

"A thorough and well-reasoned regulatory framework permitting AVs to operate on the public roads in New Zealand creates a stronger likelihood of preventing AVs, aka, the 'robot cars', from striking pedestrians or inflicting harm on the public roads," he says.

Gingrich, who also has a law background, has now launched a consulting business with the aim of assisting the government and industry in developing policies relating to the testing and use of autonomous vehicles in public areas.

Co-author **Steven Moe** is also based in Christchurch and is a partner at Parry Field Lawyers and host of the *theseeds.nz podcast*. He works across the country to help establish and provide advice to companies, investors, social enterprises and not for profits.

NZ working towards AV framework

The Ministry of Transport says it is working closely with NZ Transport Agency to "understand the potential new road safety risks AVs could introduce to the transport system (such as hardware and software failures, malicious hacking, and increased risk-taking)".

"The Ministry also seeks to understand how new technologies contribute to transport outcomes. This includes considering how new technologies can influence travel choices, impact congestion, reduce the road toll, improve access, reduce emissions, and improve the liveability of our cities."

"The Ministry needs to understand what an effective regulatory framework looks like, including the level of risk tolerance we are willing to accept; the balance of flexibility in the system versus certainty for users; and the expertise, resources, and systems needed to administer it.

"New Zealand's current regulatory framework for vehicles is based on prescriptive vehicle standards and detailed driver licensing requirements. Vehicle standards have been developed gradually over several decades, and are largely based on the assumption that vehicles will look and operate in similar ways as they have done in the past.

"Driver licensing also becomes less important (and manufacturer licensing more important) as vehicles become highly and fully automated. Both of these aspects are challenged by new vehicle technologies, which place a greater reliance on software [and software updates], and place fewer duties and demands on the driver," the transport ministry says.

"How AVs are deployed into the New Zealand market will also influence the level of regulatory change required. If AVs are owned by companies who deploy them as fleets of self-driving vehicles, then regulation could potentially be simpler, as it will follow many of the existing legislative requirements business owners already have.

"If AVs are deployed and sold to individuals for private use, there may be the need to revise existing legislation, especially rules around liability. Nevertheless, there will still be a need to review and assess existing legislation with the new requirements AVs present, and to incorporate new legislation to address risks not covered in existing legislation," it says.





NEW PARKING PITCHED FOR CAR TRANSPORTERS

New road designs and safety features are being planned to better accommodate car transporters along Auckland's Great North Rd, home to some of the largest dealerships in the country.

Auckland Transport spokesman **Mark Hannan** says plans are still in the "very early stages" and public consultation on the designs is expected to begin in April with construction set to start at the end of 2020.

"At this point, Auckland Transport is concentrating on Great North Rd which is the major concern for issues with car transporters.

"In time, we will be doing similar work on other arterial roads where car transporters operate.

"As part of providing traffic lanes, bus lanes, bike lanes and footpaths the design incorporates loading zones for vehicles including car transporters.

"Safety features incorporated into the design include raised tables at side roads to manage vehicle speeds and more signalised pedestrian crossings along Great North Rd.

"We are also looking at removing the flush median on the road which will stop the unsafe practice of trucks unloading in the middle of the road," Hannan says.

Auckland Transport says it's received a number of complaints about trucks parked illegally in the area.

Auckland Transport parking services and compliance group manager **John Strawbridge** says the council is "worried about safety issues with transporter operators working around caryards particularly in Grey Lynn and New Lynn".

"Many of these caryards have been there for years and were built without conditions around loading and unloading transporters.

"We have issued tickets but the fines aren't stopping the operators parking illegally, we need to find an answer to this problem.

"We have already put in some special loading bays on side streets but many of the transporters are too long to navigate these side roads. We have to support these businesses but we need to make sure they're operating safely."

In the long term, the Grey Lynn end of Great North Road will be completely re-designed and the needs of pedestrians, bike riders, motorists and local businesses will all be under the spotlight, Strawbridge says.

In 2019, 82 tickets were issued to car transporters for parking violations along Great North Rd. This included 56 infringements for parking on broken yellow lines with a fine of $60 and 26 infringements for parking on the flush median with a fine of $40.

Carr and Haslam Transport director **Chris Carr**, whose company specialises in the transport of vehicles, says he hasn't seen any final proposals yet.

"Great North Rd, at the city end, is a highly concentrated vehicle dealer zone.

"The dealers are the residents of that area, and they need to be respected as residents who contribute heavily to the commercial landscape of Auckland," Carr says.

'Some of New Zealand's largest dealers are in that zone, and they have invested heavily in a commercially zoned area.

"Road design needs to cater for their needs, and other users, but not to the exclusion of the commercial residents.

"We have some concerns that the reduction in road space does not provide safe options for motorists, or pedestrians and cyclists.

"We hope that the consultation process is driven by logic and good practice," Carr says.

Giltrap's head of communications **Shaun Summerfield** says the company, which owns several dealerships in the area, is talking with Auckland Transport about the issue and will be taking part in consultation.

He says Giltrap is only one of a number of large dealerships in the area alongside Toyota, Ford and Mazda, and the company is committed to operating safely and being "a part of the community".

Summerfield says the new Botany dealership where pre-delivery inspection can take place is also helping reduce a large number of vehicles to its Great North Rd sites.

Meanwhile, Toyota NZ marketing manager **Morgan Dilks** says the company won't be taking part in consultation directly, but its transporter Car Distribution Group will be doing so.

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MERCEDES-BENZ AXES THE X-CLASS

The Mercedes-Benz X-Class is officially on the chopping block and will be removed from the market globally in May.

Production of the model will come to an end in May 2020, less than three years since its launch in 2017.

Mercedes-Benz Vans Australia and New Zealand communications manager **Blake Vincent** says the ute was a "niche product" within the global product portfolio.

It was heavily targeted towards the Australia, New Zealand and South Africa markets.

From 2018 onwards it sold 3671 units in Australia and 644 units in New Zealand.

"We continuously check our product portfolio. With the X-Class launch in 2017, Mercedes-Benz entered into a new segment and presented a mid-size pick-up. We drew in a lot of attention with this vehicle," Vincent says.

"Notwithstanding the end of production, our focus is on continuing to serve the current demand for the X-Class with the remaining stock we have.

"What's more, service and warranty coverage will continue to be assured by Mercedes-Benz Vans," he says.

Rumours about the end of the X-Class emerged in 2019 with reports that Mercedes-Benz' parent company Daimler was looking to ditch the model in order to reduce costs amid profit warnings.

Daimler downgraded its earnings outlook by up to 4% for the 2019 financial year sighting costs associated with the diesel emissions breach and Takata airbag recall.

The ute was manufactured at the Nissan plant in Barcelona, Spain, alongside the Navara and this points to one area of criticism surrounding the vehicle.



It was marketed as a high-end premium ute and was the most expensive amongst the competition – consumers would soon realise they could match it with the Navara at a better price.

X-Class and Navara shared the same 2.3-litre twin-turbo four-cylinder diesel engine, however, there was around a $10,000 cost saving with the latter.

The X-Class was also up against some heavy competition in the New Zealand market with the Ford Ranger registering 9492 units in 2019 and Toyota Hilux registering 7142 units. The Navara saw 3319 registrations for the year.

Continued on page 13



Continued from page 12

The X-Class launched with 13 variants ranging from $53,300 for the Pure six-speed manual rear-wheel drive up to $69,000 for the Power seven-speed automatic.

The 3-litre V6 model X350d soon followed featuring 190kW (258 hp) and completing a sprint from 0 to 100 km/h in 7.5 seconds.

Pricing started at $81,205 for the Progressive range and $88,325 for the Power range.

A spokesperson for Daimler dealer Keith Andrews Trucks, which has been selling the X-Class, told *TransportTalk* it is "disappointing" to see the ute come to an end.

"We all felt it was starting to gain acceptance in the New Zealand market," the spokesperson says.

TransportTalk previously reviewed the X-Class and we were impressed with its level of refinement within the light commercial segment.

Its interior was also well-designed with dash and door trims covered in a stitched, leather look along with comfortable seats and a smooth driving performance.

Safety features included seven airbags, the standard lane keeping assist in the four-cylinder model and active lane keeping assist in the six-cylinder , meaning if a driver unintentionally departs from the lane not only will pulsed steering wheel vibrations occur, but one sided braking is also applied to manoeuvre the vehicle back into its lane automatically.

Additionally, there is ESP trailer stabilisation, a tyre pressure monitoring system, cruise control, and a reversing camera. A 360 degree camera comes as standard in the Power line.



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GROWING TRADE BUSINESS WITH A BRICKS AND MORTAR APPROACH


Geoff Dawson

Despite increased consolidation and digitalisation in the global automotive aftermarket business, Bapcor Group remains committed to expanding its branch footprint within the New Zealand market to better service its customers.

The company operates from more than 80 locations in New Zealand and 2019 revenue exceeded $200 million.

For those people unfamiliar with the Bapcor Group, it is a solely trade focused automotive aftermarket supplier which owns brands such as BNT, HCB Technologies, Autolign, Diesel Distributors, JAS Oceania NZ, The Shock Shop, Truck and Trailer Parts (TATP), Battery Town, and Precision Equipment.

The BNT brand is a general supplier of parts and sundries to the automotive aftermarket, HCB Technologies and Battery Town specialise in replacement batteries for all vehicle types, while Truck and Trailer Parts (TATP) are specialists in heavy commercial vehicles.

The Autolign brand focuses on suspension and under car parts, while JAS is a specialist supplier of automotive electrical and electronics. Diesel Distributors supplies diesel injection and electronic parts to passenger and heavy commercial repairers while Precision Equipment focuses on the supply and installation of workshop equipment from the Rotary and Summit brands.

In the past 18 months Bapcor Group has opened eight additional branches across New Zealand in an effort to get even closer to customers and meet their requirements.

It has recently co-located BNT and Truck and Trailer Parts (TATP) to new super stores in Manukau and Christchurch. It has opened new BNT stores in Silverdale, Cambridge, Taupo, Tauriko, Fielding and Upper Hutt, and also relocated to a new Autolign store in Manukau. BNT Mount Maunganui has been relocated to a new site and the BNT Whakatane and Whanganui sites were expanded to accommodate an increased TATP commercial parts presence.

"We will continue to expand our footprint, particularly where we see a gap in the market where one of our brands ought to be, we will actively seek out a suitable site for that to happen, to ensure we can best service the needs of our customers," Bapcor New Zealand group marketing manager **Geoff Dawson** says.

Continued on page 19

Continued from page 18

"We are purely trade focused, we've never entertained the idea of being a retailer, and thanks to our group of specialty businesses we have a very comprehensive offer to the aftermarket," he says.

"Our customers like the ability to walk into any of our branches and know that there is a trusted advisor behind the counter who knows what they are talking about. Our customers value the experience of talking to like-minded people with the technical knowledge to assist them.

"Because of the brands specialisation we can offer a solution to every part of the automotive sectors, and we are continually looking at emerging technology from a product perspective, bringing new ranges to market so we can satisfy customer requirements.

"We are continually evaluating New Zealand car parts because the challenge for the automotive aftermarket is to satisfy the needs of second-hand imported vehicles from Japan. For example, there may be 10 imported units of one model which takes a unique set of brake pads, and while we will do our best to stock such items, sometimes it's not always possible.

"However, thanks to access to global suppliers we can normally get unique parts sent quickly.

Dawson also points out that the Bapcor Group recognises that there are different needs within the automotive aftermarket and the company endeavours to cover all aspects and price points to meet the needs of its customers.

In 2019 Bapcor expanded its own brand activity with the introduction of Ultima shocks, a widened Trans pad range, Motorgear timing kits and water pumps and the Superiol lubricants range.

The company also extended its range of products in the engine, steering, suspension, and electrical categories.

"We cater to premium service centres who want the best products for their customer's vehicles but we've also catered to the mid-tier by introducing good quality products but at a lower price point to allow workshops to more easily and affordably service older cars," Dawson says.

Bapcor NZ has further shown its commitment to the trade through its financial support of the Auto Super Shoppes Automotive Academy, which seeks to provide a pipeline of skilled and technically-equipped graduates to the automotive industry.

BAPCOR EXPANDS TRUCK SERVICE



Bapcor recently purchased commercial vehicle parts businesses Truckline and Diesel Drive for around A$48 million.

Truckline was a CNH Industrial-owned company dealing in truck spare parts with 22 branches across Australia.

The trade network is supported by distribution warehouses in Perth, Western Australia and Brisbane, Queensland.

The group has 150 team members and revenues of around A$100 million.

Bapcor says the deal further extends its participation in the heavy commercial sector where it has a "modest wholesale presence" through its specialty wholesale division.

Diesel Drive is a business that specialises in the sale of Japanese commercial truck spare parts.

Operating from a single location in Sydney, it has 14 team members and revenues of around A$13m.

Bapcor has been growing its presence in the Japanese commercial truck spare parts market with 15 new locations over the last 12 months and the Diesel Drive deal adds to this.

The company says it will keep expanding in this particular Japanese truck market with a target of 40 outlets. The businesses are expected to achieve a return on investment of at least 15%.

"These acquisitions in commercial truck parts further strengthens Bapcor's position as a specialist provider of automotive aftermarket parts, accessories, automotive equipment and services," chief executive **Darryl Abotomey** says.

"The group is uniquely positioned to provide aftermarket parts to all forms of road transport.

"Australia continues to be dependent upon the logistical services provided by both the heavy and light commercial truck sectors.

"We see considerable opportunities for Bapcor with further expansion opportunities," Abotomey says.

In Bapcor's FY19 results, revenues increased by 4.8% to A$1.3 billion and earnings before interest, tax, depreciation and amortisation was up 9.8% to AU$164.6 million, in line with guidance. Net profit after tax was A$94.3m.



TELETRAC NAVMAN PARTNERS WITH SEMENOFF GROUP

Teletrac Navman has won the contract for providing GPS fleet management technology to transport operator Semenoff Group.

It will see Teletrac Navman's suite of GPS-based equipment and software installed into Semenoff's vehicles and assets, starting with its three transport divisions – bulk cartage, livestock and logging.

Teletrac Navman's complete GPS fleet management solutions assist New Zealand operators in running an efficient, productive and compliant fleet.

The technology is approved by the NZ Transport Agency as an electronic system provider and its range of technology is designed to improve operations for both drivers and owners while meeting regulatory requirements.

"Large operators with multiple divisions are aiming to increase efficiency by consolidating their systems," Teletrac Navman Asia Pacific vice-president **Ian Daniel** says.

"To support them, we've been focused on developing a full suite of technology that targets all areas of a transport business from operations and administration to driver behaviour and compliance.

"The Semenoff Group found this streamlined, all-in-one system to be a very practical and effective approach to its wider business and fleet management," Daniel says.

Semenoff Group is Northland's largest privately-owned transport company and has a mixed fleet of close to 100 vehicles and plant in regular operation. This includes on-call specialist and surplus vehicles for project and other seasonal work.

It has been operating a couple of different telematic systems, including Teletrac Navman products, following several business acquisitions over the past 10 years. However, Semenoff Group was looking to upgrade to an all-in-one solution, including compliance, safety and logistics technology, for its entire mixed fleet.

The firm will install Teletrac Navman's full system over the coming months, incorporating in-cab devices for easy communications and transport-specific applications. New products to the Semenoff Group are Teletrac Navman's electronic logbook, speed assist and pre-start checklist for drivers and RUC Manager for electronic road user charges management and processing off-road rebates.

"I have been in transport for 50 years this year, I have always considered the safety of my staff and other road users as paramount and our record of no serious incidents is testament to this," managing director **Stan Semenoff** says.

"We have been working with Teletrac Navman for some time to use new technology to continually improve our focus on safety.

"We're looking forward to fully integrating our fleet with Teletrac Navman's system to streamline our operations and future-proof our business," Semenoff says.

Operations manager **Alexander Semenoff** says Teletrac Navman offered a complete solution at a competitive price.

"We're installing Teletrac Navman's full suite of compliance technology to ensure every truck in the Semenoff Group is operating efficiently, safely, and is tracked and monitored to ensure those outcomes.

"As well as backend maintenance solutions, each truck will have an in-cab device with access to applications such as an electronic logbook, and all our drivers will be trained by Teletrac Navman on its use.

"We're focused on moving forward in 2020 with one, fully integrated GPS fleet management system that we can rely on," he says.




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AUCKLAND INVESTIGATES FLEETWIDE E-BUS NETWORK

Auckland's 1360 buses are closer to becoming fully electrified after Auckland Transport (AT) and Vector announced an agreement to explore the impacts of a full implementation.

Vector and AT have started a feasibility study to assess the impact of a fully electric bus fleet on Auckland's electricity network.

It will also identify opportunities where innovative energy technologies can be used to assist the transition and help avoid large network upgrade costs.

The memorandum of understanding (MoU) is a direct response to AT's Low Emission Bus Roadmap published in late 2018.

The roadmap outlined its commitment to have all new Auckland buses electric from 2025, with the whole fleet fully electric by 2040.

"Electrifying the bus fleet would stop around 70,000 tonnes of CO2 from entering the atmosphere every year and address the problem of pollution from black carbon, which is at high levels in areas such as the city centre," Auckland mayor **Phil Goff** says.

"In 2018, I committed Auckland to ensuring that all replacement buses purchased from 2025 would be non-carbon emitting. Bringing forward that date would be even better and would be possible if the government was to extend to public transport vehicles an incentive scheme similar to its feebate for private electric cars.

"Vehicle emissions represent well over 40% of Auckland's carbon emissions and electrifying our bus fleet as well as encouraging a shift from cars to public transport is critical to achieving our climate change goals."

AT operates three electric buses, and is supporting electrification of Waiheke Island's buses, with six electric buses due to arrive this year and more new services being negotiated to start from 2021.

AT bus services manager **Darek Koper** says a faster transition to electric buses requires a detailed assessment of the future demand on the electricity network.

Meanwhile, Vector is involved with several initiatives supporting electrification of the transport sector, including residential EV smart charging and using EVs to power homes (V2H) trials, charging infrastructure projects in collaboration with the Energy Efficiency and Conservation Authority (EECA), and it also maintains 29 public EV chargers across the city.

Vector group chief executive **Simon Mackenzie** says the partnership with AT will help push through full electrification of the public transport fleet.

It will also help AT "think innovatively about new energy technologies and solutions that get the job done without placing unnecessary cost burdens on customers," Mackenzie says.



Phil Goff

The first of two reports will explore a route and service profile, which will model the electricity demand that a fully electrified bus fleet requires.

The second report will provide guidance on the electricity network infrastructure upgrades needed at each bus depot, as well as likely timings and costs.

Both reports are expected to be delivered by June 2020.

Buses comprise 87% of the carbon emissions produced from public transport, so converting them from diesel to electric should help meet New Zealand's 2050 zero-carbon emissions goal.

TMC TRAILERS TRUCK SHOW GEARING UP

New Zealand's largest truck industry show is set to get even bigger with a record number of registrations rolling in.

The TMC Trailers Trucking Industry Show is taking place at Canterbury Agricultural Park, Christchurch, from March 20-21.

Show manager **Rebecca Dinmore** says more space has been made available for exhibitors and trucks due to the strong demand. Visitor numbers are also expected to exceed the 2018 show.

The NZ Trucking Association's small team organise and run the show on the day which has evolved to be much more than a truck and trade show.

"The secret to the show's success is the affordable cost for exhibitors and the public to attend.

"Kids 18 and under are free to enter and all the activities are free, so it makes it a fun, affordable day out for the whole family," Dinmore says.



The 2020 show will see the introduction of five national industry competitions which are attracting a lot of interest.

The TR Group New Zealand Truck Driving Championships are on during the show. Truck drivers from all over New Zealand will travel to Christchurch to compete in one of three categories: Truck and Trailer, Tractor-Semi or the Eroad Class 2.

An overall winner will be selected to be the NZ Truck Driver of the Year 2020. Prize packs of $5000 are up for grabs for each of the driving competition categories, and special recognition awards include the TR Group Young Driver of the Year and the VTNZ Women Driver of the Year.

The first-ever crane competition sponsored by Liebherr is taking place with Titan, Smiths and Calder Stewart facing off to find New Zealand's best operator. The competition will be based on a health and safety training course.

The Mimico Excavator Championships will be showcasing real life excavation, digging trenches and doing a level house pad. The winner will receive $1000 cash and an all-inclusive, week-long trip to Japan including Kobelco Factory tours as part of an amazing prize pack. Kids will be able to have a go in a small excavator.

Hyundai Forklift Championships is going to be based on overseas competitions that are interesting to watch and compete in. The Tyre-Technician Championships will be teams of two changing tyres on a stationary tractor unit and must show a high level of health and safety while doing the task.

Exhibitors have taken huge spaces to display their trucks, equipment and services with exciting new product launches on display. The Heartland Bank Lawn will be a place to relax near the food court. Heartland Bank have generously sponsored the Cash Grab activity. Spin the giant wheel and if you land on a Cash Grab segment you will have seven seconds in the inflatable money machine to grab as much cash as you can.

The stars of the show are the UDC Show and Shine Trucks which features on the Saturday. Upwards of 300 trucks are expected to travel from all around New Zealand, as a record number have already registered. Discounted shipping across Cook Strait has been sponsored by Interislander.

Careers Transport 2020 is a huge focus to attract young people but it's also an opportunity for people that are considering a pathway or job change to take advantage of this day and come along to talk to companies about careers.

Scania New Zealand is making sure that every student in out-lying Canterbury areas can get to the Careers Day by running Scania buses as far north as Kaikoura and south as Timaru.

Have your Say! Is a new idea that the team from NZ Trucking Association is setting up. Boards will display topical subjects around transport. Visitors will be able to rate what is important and what is less important. Have a Chat! sessions will be attended by Road Transport Forum chief executive **Nick Leggett.**

The idea is to gauge the mood and feelings of the industry at the show and to confirm that the highly important issues are being discussed or changes implemented. So, make sure you drop by and have your say.

The event will round off at the Teletrac Navman Industry Show Dinner and Awards Ceremony that is being held in the Riding for the Disabled Arena.

*The event is $10 entry and children 18 and under are free. All proceeds are donated to charity. Email *Rebecca.dinmore@nztruckingassn.co.nz* or go to *truckingindustryshow.co.nz* for more information.

EV MINING TRUCK HAILED AS NZ FIRST



The first all-electric mining dump truck in New Zealand is operating at Blackhead Quarries' Logan Point Quarry in Dunedin.

Rock is extracted and crushed near the summit and the TFT125 50-tonne EV truck takes it down a 1.7km track on about an average 9% slope to stock piles closer to the road, returning uphill empty and using about 5% of battery capacity.

Running uphill the e-truck uses 201kW at about 20km/h, while descending with a load it regenerates 176kW at about 12km/h.

In early trials the battery regeneration achieved running downhill with a 30-tonne load is nearer 6% of battery capacity, Auckland-based Landex and Etrucks director **Ross Linton** says.

On flatter carts and other duties around the quarry the regeneration is less, so overall the truck will still need charging, he says.

"It's not quite perpetual motion but a great result so far."

The truck had done 13 loads by lunchtime on January 29 for a battery loss of 2% – using about 4kWh or about $1 worth of electricity to move more than 350 tonnes.

Landex also displayed its first four-wheel drive mini telehandler at the Southern Fieldays at Waimumu, Gore, from February 12-14.

Some of the most advanced autonomous road rollers in the world are now offered by heavy machinery manufacturing company XCMG, releasing the XS223S single drum.

Conventional rollers with autonomous ability are already working in China.

About 33 XCMG machines are working to establish a new hospital in Wuhan to help contain the coronavirus outbreak. The 1000-bed hospital was built in 10 days.

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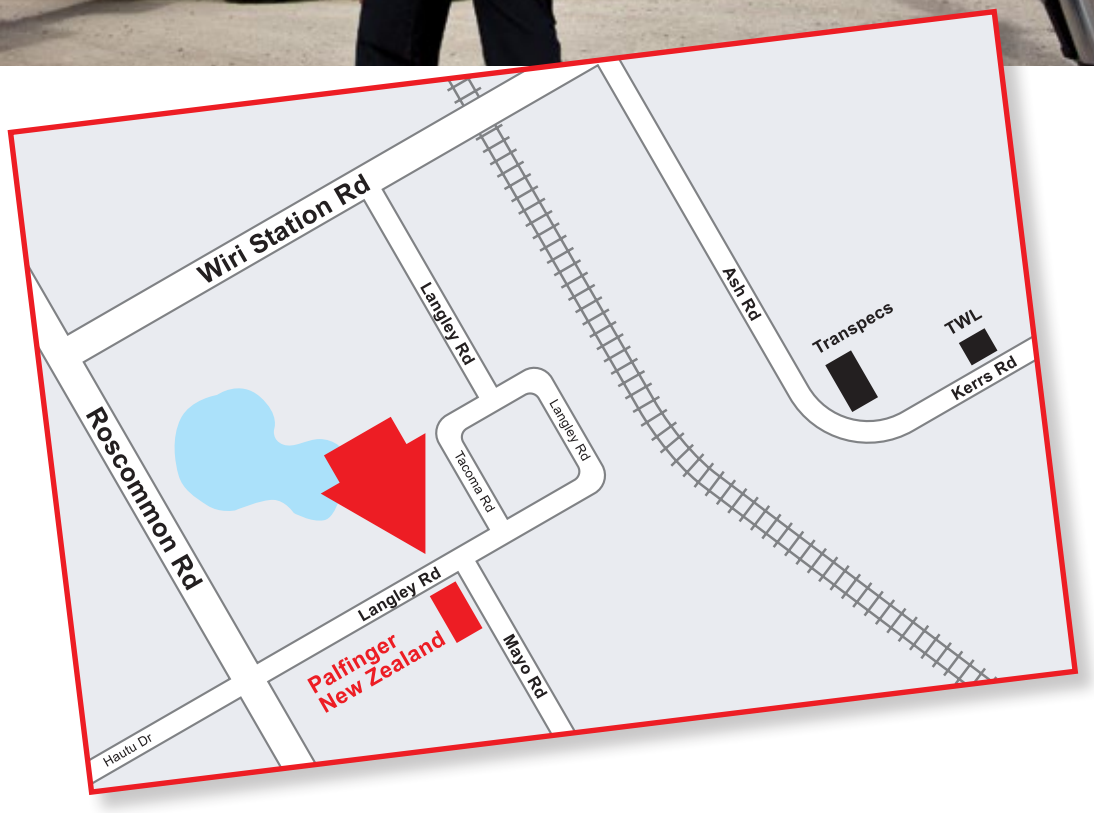
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TRUCK SALES DOWN AT START OF THE YEAR

Commercial vehicle registrations have taken a dip for the start of the year with both new and used trucks down for January year-on-year.

Total registrations of new trucks and buses over 3500kg GVM sits at 470 units for January. This is down 9.3% compared to the same period last year which saw 518 registrations for new commercials for the month.

Isuzu is market leader for January with 80 units registered and a 17% market share. The brand was down 23.1% compared to the 104 registered in the same period last year.

Fuso is in second spot for the month, down 16.4% with 61 units registered and a 13% market share.

Hino is third, down 1.9% with 52 units registered and an 11.1% market share.

Mercedes-Benz follows, up 135.3% with 40 units, **Volvo** down 25% (39), **Fiat** up 27.3% (28), **Scania** up 133.3% (28), **Iveco** up 46.7% (22), **Kenworth** unchanged (22) and **UD Trucks** down 11.8% (15).

Total used imported truck and bus registrations were down 27.7% year-on-year with 133 registrations in January compared to 184 in the same period the previous year.

Toyota leads the used commercial import market for the month with 28 units registered and a 21.1 market

Continued on page 24

NEW HEAVY TRUCKS : Over 23,001kg

MAKE	JAN '20	JAN '19	% Change	% of Market	YTD '20	YTD '19
VOLVO	38	50	-24.0	18.0	38	50
ISUZU	25	29	-13.8	11.8	25	29
KENWORTH	22	22	0.0	10.4	22	22
SCANIA	22	9	144.4	10.4	22	9
HINO	18	22	-18.2	8.5	18	22
FUSO	14	16	-12.5	6.6	14	16
MERCEDES-BENZ	13	6	116.7	6.2	13	6
DAF	10	26	-61.5	4.7	10	26
UD TRUCKS	10	11	-9.1	4.7	10	11
SINOTRUK	9	5	80.0	4.3	9	5
OTHER	30	36	-16.7	14.2	30	36
TOTAL	211	232	-9.1	100.0	211	232

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

MAKE	JAN '20	JAN '19	% Change	% of Market	YTD '20	YTD '19
FUSO	34	26	30.8	26.0	34	26
ISUZU	23	24	-4.2	17.6	23	24
FIAT	22	28	-21.4	16.8	22	28
HINO	11	18	-38.9	8.4	11	18
MERCEDES-BENZ	9	14	-35.7	6.9	9	14
IVECO	7	10	-30.0	5.3	7	10
PEUGEOT	6	5	20.0	4.6	6	5
OTHER	19	23	-17.4	14.5	19	23
TOTAL	131	148	-11.5	100.0	131	148

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

MAKE	JAN '20	JAN '19	% Change	% of Market	YTD '20	YTD '19
ISUZU	30	47	-36.2	39.5	30	47
HINO	16	20	-20.0	21.1	16	20
FUSO	15	19	-21.1	19.7	15	19
UD TRUCKS	5	5	0.0	6.6	5	5
IVECO	4	3	33.3	5.3	4	3
OTHER	6	5	20.0	7.9	6	5
TOTAL	76	99	-23.2	100.0	76	99

NEW BUSES : Over 3,500kg

MAKE	JAN '20	JAN '19	% Change	% of Market	YTD '20	YTD '19
MERCEDES-BENZ	11	1	1000.0	31.4	11	1
FUSO	6	4	50.0	17.1	6	4
SCANIA	5	2	150.0	14.3	5	2
FORD	4	0	0.0	11.4	4	
FACTORY BUILT	3	5	-40.0	8.6	3	5
OTHER	6	44	-86.4	17.1	6	44
TOTAL	35	56	-37.5	100.0	35	56







Continued from page 23

share. This was down 26.3% compared to the 38 registered in the same period the previous year.

Hino is in second spot in the used market, down 25.7% with 26 units registered and a 19.5% market share.

Isuzu is third, down 41.7% with 21 units registered and a 15.8% market share.

Mitsubishi follows, down 33.3% with 14 units registered, **Nissan** down 54.5% (10), **Mazda** up 133.3% (7), **Mercedes-Benz** (5), **Fiat** up 100% (4), **Fuso** down 57.1% (3) and **Ford** down 33.3% (2).

Foley Trucks director **Thomas Church** says the market is not making record sales like it was in recent years but it's still "steady as she goes".

"This year has started quite slowly and everyone is down a little ... it's pretty average at the moment," he says.

Foley Trucks is also on the move from its leased Auckland site in Leonard Rd, Mt Wellington, and will be purchasing its own property in Hamilton.

It will move in May and will eventually have a new purpose-built truck yard open by the end of the year.

In the meantime, Church says the new government infrastructure announcement will certainly boost truck sales once the work gets under way.

"But do they have the people to build it and when will it begin? When that happens, sales will definitely go up, but the question is when the work begins," Church says.

The new heavy vehicle segment over 23,000kg GVM was down 9.1% year-on-year with a total of 211 units registered in January. This compares to 232 in the same period the previous year.

Volvo leads the segment for the month, down 24% with 38 units registered and an 18% market share.

Isuzu is second, down 13.8% with 25 units registered and an 11.8% market share.

Kenworth is third, unchanged with 22 units registered and a 10.4% market share.

Scania follows, up 144.4% with 22 units, **Hino** down 18.2% (18.2%), **Fuso** down 12.5% (14), **Mercedes-Benz** up 116.7% (13), **DAF** down 61.5% (10), **UD Trucks** down 9.1% (10) and **Sinotruk** up 80% (9).

The new medium truck segment between 9000kg and 23,000kg GVM was down 23.2% with 76 units registered in January compared to 99 in the same period the previous year.

Isuzu takes the top spot in January, down 36.2% with 30 units registered and a 39.5% market share.

Hino comes in second, down 20% with 16 units registered and a 21.1% market share.

Fuso is third, down 21.1% with 15 units registered and a 19.7% market share.

UD Trucks follows and is unchanged with five units and **Iveco** up 33.3% with four units.

The new light commercial segment between 3500kg and 9000kg GVM featuring trucks, vans, and buses was down 11.5% year-on-year with 131 units registered in January compared to 148 in the same period the year before.

Fuso leads the segment for the month, up 30.8% with 34 units registered and a 26% market share.

Continued on page 25

NEW TRUCKS & BUSES MAKES : Over 3,500kg

MAKE	JAN '20	JAN '19	% Change	% of Market	YTD '20	YTD '19
ISUZU	80	104	-23.1	17.0	80	104
FUSO	61	73	-16.4	13.0	61	73
HINO	52	53	-1.9	11.1	52	53
MERCEDES-BENZ	40	17	135.3	8.5	40	17
VOLVO	39	52	-25.0	8.3	39	52
FIAT	28	22	27.3	6.0	28	22
SCANIA	28	12	133.3	6.0	28	12
IVECO	22	15	46.7	4.7	22	15
KENWORTH	22	22	0.0	4.7	22	22
UD Trucks	15	17	-11.8	3.2	0	17
Other	83	131	-36.6	17.7	98	131
TOTAL	470	518	-9.3	100.0	470	518

NEW LIGHT COMMERCIAL MAKES : Under 3,500kg

MAKE	JAN '20	JAN '19	% Change	% of Market	YTD '20	YTD '19
FORD	1024	888	15.3	25.7	1024	888
TOYOTA	683	594	15.0	17.2	683	594
HOLDEN	380	353	7.6	9.6	380	353
MITSUBISHI	367	445	-17.5	9.2	367	445
NISSAN	274	338	-18.9	6.9	274	338
ISUZU	197	283	-30.4	5.0	197	283
MAZDA	180	163	10.4	4.5	180	163
VOLKSWAGEN	119	99	20.2	3.0	119	99
MERCEDES-BENZ	95	84	13.1	2.4	95	84
HYUNDAI	76	76	0.0	1.9	76	76
Other	584	673	-13.2	14.7	584	673
Total	3979	3996	-0.4	100.0	3979	3996





Continued from page 24

Isuzu is second, down 4.2% with 23 units registered and a 17.6% market share.
Fiat is third, down 21.4% with 22 units registered and a 16.8% market share.
Hino follows, down 38.9% with 11 units, **Mercedes-Benz** down 35.7% (9), **Iveco** down 30% (7) and **Peugeot** up 20% (6).
Registrations for new commercials (under 3500kg) were down 0.4% (17units) with 3979 units registered in January compared to 3996 units registered in the same period the previous year.
Ford takes the top spot, up 15.3% with 1024 units registered and a 25.7% market share.
Toyota is second, up 15% with 683 units registered and a 17.2% market share.
Holden is third, up 7.6% with 380 units registered and a 9.6% market share.
Mitsubishi follows, down 17.5% with 367 units, **Nissan** down 18.9% (274), **Isuzu** down 30.4% (197), **Mazda** up 10.4% (180), **Volkswagen** up 20.2% (119), **Mercedes-Benz** up 13.1% (95) and **Hyundai** unchanged (76).
Overall, January vehicle registrations (including passenger cars) were down 6.2% (860 units) compared to the same month last year, with 13,078 new vehicles registered.
"As expected, the new year has continued the downward trend set during 2019. Expectations for the 2020 year is for it to be about four to five per cent down on 2019, with the month of January coming in a bit softer than anticipated," Motor Industry Association chief executive **David Crawford** says.
The top models for the month of January were the **Ford Ranger** (885 units), followed by the **Toyota RAV4** (569 units) with the **Toyota Hilux** in third place (473).
The **Ford Ranger** starts the year as it finished in 2019 in the top spot as the bestselling commercial model with 22% share, followed by the

Continued on page 26

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USED HEAVY TRUCKS : Over 23,001kg

MAKE	JAN '20	JAN '19	% Change	% of Market	YTD '20	YTD '19
KENWORTH	2	3	-33.3	33.3	2	3
FREIGHTLINER	1	0	0.0	16.7	1	0
MAN	1	0	0.0	16.7	1	0
OTHER	1	9	-88.9	16.7	1	9
TOTAL	5	12	-58.3	83.3	6	12

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

MAKE	JAN '20	JAN '19	% Change	% of Market	YTD '20	YTD '19
MERCEDES-BENZ	4	0	0.0	44.4	4	0
ISUZU	2	2	0.0	22.2	2	2
DAF	1	2	-50.0	11.1	1	2
OTHER	2	9	-77.8	22.2	2	9
TOTAL	9	13	-30.8	100.0	9	13

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

MAKE	JAN '20	JAN '19	% Change	% of Market	YTD '20	YTD '19
TOYOTA	28	38	-26.3	25.7	28	38
HINO	25	30	-16.7	22.9	25	30
ISUZU	19	33	-42.4	17.4	19	33
MITSUBISHI	9	18	-50.0	8.3	9	18
NISSAN	8	20	-60.0	7.3	8	20
MAZDA	7	3	133.3	6.4	7	3
FIAT	4	2	100.0	3.7	4	2
OTHER	9	10	-10.0	8.3	9	10
TOTAL	109	154	-29.2	100.0	109	154

USED TRUCKS & BUSES MAKES : Over 3,500kg

MAKE	JAN '20	JAN '19	% Change	% of Market	YTD '20	YTD '19
TOYOTA	28	38	-26.3	21.1	28	38
HINO	26	35	-25.7	19.5	26	35
ISUZU	21	36	-41.7	15.8	21	36
MITSUBISHI	14	21	-33.3	10.5	14	21
NISSAN	10	22	-54.5	7.5	10	22
MAZDA	7	3	133.3	5.3	7	3
MERCEDES-BENZ	5	0	0.0	3.8	5	0
FIAT	4	2	100.0	3.0	4	2
FUSO	3	7	-57.1	2.3	3	7
FORD	2	3	-33.3	1.5	2	3
Other	13	17	-23.5	9.8	13	17
TOTAL	133	184	-27.7	100.0	133	184

USED BUSES : Over 3,500kg

MAKE	JAN '20	JAN '19	% Change	% of Market	YTD '20	YTD '19
MITSUBISHI	4	0	0.0	50.0	4	0
NISSAN	2	0	0.0	25.0	2	0
OTHER	2	5	-60.0	25.0	2	5
TOTAL	8	5	-63.6	100.0	8	5

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Continued from page 25

Toyota Hilux with 12% share (473 units) and the **Holden Colorado** in third place with 9% market share (373).
The used heavy truck segment over 23,000kg GVM was down 58.3% year-on-year with five units registered in January.
Kenworth had two units registered while **Freightliner** and **MAN** each had one registration in this segment.
Used medium trucks between 9000kg and 23,000kg GVM were down 30.8% year-on-year with nine units registered in January.
Mercedes-Benz leads with four units registered, **Isuzu** (2) and **DAF** (1).
Used light commercials between 3500kg and 9000kg GVM were down 29.2% year-on-year with 109 units registered in January compared to 154 in the same period the previous year.
Toyota leads, down 26.3% with 28 units registered and a 25.7% market share.
Hino is second, down 16.7% with 25 units and a 22.9% market share.
Isuzu is third, down 42.4% with 19 units and a 17.4% market share.
Mitsubishi follows, down 50% with nine units, **Nissan** down 60% (8), **Mazda** up 133.3% (7) and **Fiat** up 100% (4).
The new tractor segment was down 6.9% year-on-year with 134 units registered in January compared to 144 in the same period the previous year.
John Deere leads, down 8.1% with 34 units registered and a 25.4% market share.
Massey Ferguson is second, unchanged with 24 units registered and a 17.9% market share.
New Holland is third, down 7.1% with 13 units registered and a 9.7% market share.
Kubota follows, unchanged with 12 units, **Fendt** down 16.7% (10), **Case IH** down 46.2% (7), **Tractor** unchanged (7), **Case** up 500% (6), and **Landini** up 400% (5).
Used tractors were down 6.4% year-on-year with 73 units registered in January.
John Deere leads this segment with 15 units and a 20.5% market share. **New Holland** is second with 10 units and a 13.7% market share. **Massey Ferguson** third with nine units and a 12.3% market share.
Case follows with five units, **Tractor** (4) and **Fordson** (3).

USED TRACTOR REGISTRATIONS

MAKE	JAN '20	JAN '19	% Change	% of Market	YTD '20	YTD '19
JOHN DEERE	15	21	-28.6	20.5	15	21
NEW HOLLAND	10	9	11.1	13.7	10	9
MASSEY FERGUSON	9	18	-50.0	12.3	9	18
CASE	5	3	66.7	6.8	5	3
TRACTOR	4	5	-20.0	5.5	4	5
FORDSON	3	0	0.0	4.1	3	0
OTHER	27	22	22.7	37.0	27	22
TOTAL	73	78	-6.4	100.0	73	78

USED LIGHT COMMERCIAL MAKES : Under 3,500kg

MAKE	JAN '20	JAN '19	% Change	% of Market	YTD '20	YTD '19
TOYOTA	345	399	-13.5	40.7	345	399
NISSAN	200	206	-2.9	23.6	200	206
FIAT	66	30	120.0	7.8	66	30
MAZDA	41	40	2.5	4.8	41	40
FORD	40	58	-31.0	4.7	40	58
HINO	26	35	-25.7	3.1	26	35
ISUZU	26	39	-33.3	3.1	26	39
MITSUBISHI	25	35	-28.6	3.0	25	35
HOLDEN	14	19	-26.3	1.7	14	19
CHEVROLET	11	19	-42.1	1.3	11	19
Other	53	57	-7.0	6.3	53	57
Toal	847	937	-9.6	100.0	847	937

NEW TRACTOR REGISTRATIONS

MAKE	JAN '20	JAN '19	% Change	% of Market	YTD '20	YTD '19
JOHN DEERE	34	37	-8.1	25.4	34	37
MASSEY FERGUSON	24	24	0.0	17.9	24	24
NEW HOLLAND	13	14	-7.1	9.7	13	14
KUBOTA	12	12	0.0	9.0	12	12
FENDT	10	12	-16.7	7.5	10	12
CASE IH	7	13	-46.2	5.2	7	13
TRACTOR	7	7	0.0	5.2	7	7
CASE	6	1	500.0	4.5	6	1
LANDINI	5	1	400.0	3.7	5	1
OTHER	16	23	-30.4	11.9	16	23
TOTAL	134	144	-6.9	100.0	134	144

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Two generations of the Clennett (left) and Ormsby (right) families working together to make a positive impact on New Zealand's future fuel supply options.

WAITOMO AND HIRINGA PARTNER ON HYDROGEN NETWORK

Fuel retailer Waitomo Group is partnering with Hiringa Energy to develop New Zealand's first nationwide hydrogen refuelling station network.

Taranaki-based Hiringa Energy is the first company in New Zealand dedicated to the supply of green hydrogen, providing solutions for industry, the public sector, and transport operators.

Together the two companies will work on the detailed engineering requirements and consenting for a network of hydrogen refuelling sites – some of which will be on existing Waitomo fuel stops. Initial locations have been selected, with plans for a further 20 stations to be developed across both the North and South Island.

Hiringa Energy chief executive and co-founder **Andrew Clennett** says the partnership with Waitomo brings together the complementary skills and strengths of two companies to provide leadership in the development of hydrogen as a viable alternative commercial fuel source.

"Heavy transport makes up only 4% of our vehicles, but they're responsible for over 25% of our total vehicle emissions.

"Hydrogen is the key technology that will allow these fleets to stay on the road – a mass-market, clean energy solution that can have a real impact on reducing our transport emissions," Clennett says.

"Two small Kiwi, family-owned businesses working together to show leadership in this space, for our children's future and for the wider economy, is really exciting and the potential for New Zealand is huge, but we can't do it on our own.

"Delivering high-impact, commercially-viable solutions to reduce emissions will require input and partnership between government, cities, regions and private businesses.

"Establishing partnerships with leading companies like Waitomo is a key strategy to enable this transition, and we look forward to more partners coming on board with us," Clennett says.

Waitomo managing director **Jimmy Ormsby** says his third-generation, family-run company has been evolving its business model over the last 70 years to meet New Zealand's unique energy requirements.

"From my grandfather **Desmond Ormsby's** foundation of the business in 1947 in Te Kuiti, to my father **Grey Ormsby's** management of the business and then on to me, we've all been focused on building and growing Waitomo for the benefit of all Kiwis. That includes providing fuel supply for future generations of New Zealanders.

"Adding low emission alternative fuel solutions to our network is a no-brainer. We want to leave a legacy for the next generation of Ormsbys to continue in our footsteps. The exciting opportunities that green hydrogen technology offers allows us to deliver on that.

"Working with a company like Hiringa that shares our values and vision, and wants to make a positive impact on New Zealand's future fuel supply options for Kiwis and Kiwi businesses, is a project we're really proud to be involved in."

Development and consenting for the first hydrogen refuelling sites will get under way this year. The two companies will work together to identify and scope further sites for development of the network in 2020.



CENTREPORT GOES ELECTRIC



"The new vehicles will also improve the efficiency of our container movement system leading to further carbon reductions"

Wellington's CentrePort is set to be the first port in the country to go 100% electric with its container transfer vehicles.

French company Gaussin will supply seven electric tractor vehicles and accompanying trailers, expected to begin by July.

Logistics general manager **Mark Thompson** says sustainability is a key principle of CentrePort's regeneration and going electric makes environmental and business sense.

"We're committed to reducing emissions, which is a key component for the regeneration of the port. Replacing the current diesel-powered vehicles used to transfer containers on port will reduce CentrePort's carbon footprint by approximately 250 tonnes per annum, and forms part of a wider energy programme moving forward.

"The new vehicles will also improve the efficiency of our container movement system leading to further carbon reductions. There are cost benefits as well with reduced maintenance expenditure required for the electric vehicles," Thompson says.

CentrePort chose Gaussin to provide the vehicles for the French company's track record in electric and hydrogen powered logistics vehicles.

"This is proven technology, with these electric vehicles operating in ports in the Middle East and Africa. The batteries can be swapped out. They have a 12-hour capability pulling full loads and spare batteries will be on charge ready to swap in for uninterrupted operation.

"CentrePort currently moves approximately 100,000 TEU containers per annum and those volumes are forecast to grow as we support Kiwi businesses exporting and importing cargo. This move helps make the logistics supply chain more environmentally friendly and efficient."

The new electric fleet is the part of a range of initiatives by CentrePort to reduce carbon emissions including its CentreRail network and the company's waste minimisation programme.

KIWIRAIL BOOST FOR FORESTRY AND CONTAINER FREIGHT



Shane Jones

The first log trains are now running between Wairoa and Napier following a $6.2 million Provincial Growth Fund investment.

The line was mothballed in 2012 following severe storm damage and was officially re-opened again last year.

KiwiRail has also established a road-rail log yard in Wairoa and has contracted port logistics company ISO Ltd to help run it.

Regional Economic Development Minister **Shane Jones** says the trains will play a big part in boosting the forestry sector in Hawke's Bay.

"New Zealand is an export-led economy so the ability to get our goods to port efficiently and safely is crucial.

"That's why the coalition government is focused on an inter-modal approach to transport that makes the best use of trucks and trains," Jones says.

Export log volumes in the region are predicted to reach 3.3 million tonnes per annum in the next few years and remain at high levels until the mid-2030s. Forestry harvests across New Zealand are currently at around 36m tonnes per year.



Trains will begin running from Wairoa on Saturdays and Sundays, carrying 1400 tonnes of logs each weekend, with more train services expected as harvests increase.

It is expected this will remove 5000 truck journeys between Wairoa and Napier a year.

"If we are to avoid more logging trucks on the region's roads, keep congestion under control and lower our transport emissions, rail is a necessity," Jones says.

KiwiRail has employed two additional train staff and three track staff to support the new log trains and maintain the line.

KiwiRail chief operating officer **Todd Moyle** says the service is expected to grow as log export demand increases.

"Growing this business will assist local businesses to harvest and transport large volumes of logs, help bring profitability to KiwiRail, benefit the East Cape region with less congestion and road wear and tear, and bring added benefits from lower emissions.

"We welcome the involvement of ISO Ltd at Wairoa as the log marshaller for KiwiRail.

"That allows logs to be scaled for export off port and that improves efficiency for delivery onto port," Moyle says.

Napier Port commercial general manager **David Kriel** says he is looking forward to seeing trains pull into Napier Port.

"KiwiRail has put in a lot of work behind the scenes to get the line running commercially, and it's fantastic to see that work coming to fruition.

"It's great to be able to assist in offering our Wairoa customers a safe, direct, and sustainable alternative to trucking logs via State Highway 2, and it will really help to unlock the economic potential of the Wairoa region."

Forest Management (NZ) joint chief executive **Steve Bell** says: "Using rail to shift logs from Wairoa to Napier Port builds resilience into our operation".

"It gives us more options, and that is vital as the harvest increases and more logs are harvested.

"Using the hub at Wairoa means we can turn our trucks round in less than half the time, and that means we can shift more logs quickly and efficiently," Bell says.

Continued on page 30

Continued from page 29

Northland rail boost

KiwiRail is also welcoming the Government's recent $109.7 million Provincial Growth Fund investment which will enable hi-cube container freight to be transported by rail in the Northland region for the first time.

Of this, $69.7m will go towards lowering tracks in the 13 tunnels between Swanson and Whangarei; reopening the mothballed rail line north of Whangarei, between Kauri and Otiria; and building a container terminal at the Otiria rail yard, in Moerewa.

"I'm really impressed by the ingenuity of KiwiRail's engineering staff to be able to lower the tracks in the tunnels – which is a lot less expensive than boring bigger tunnels," KiwiRail chief executive **Greg Miller** says

"The tunnel work will have a huge impact on how freight is moved in and out of Northland.

"Currently 18 million tonnes of cargo is moved in and out of the region every year. Of that, around 30,000 containers leave Northland by road. Most aren't able to fit through the tunnels, but this investment will change that - opening up a whole new market to rail."

"Road maintenance costs were not fully known when HPMV licences were first issued a decade ago. It's now proving far more strategic for NZ Inc to invest in rail, to help avoid escalating road maintenance bills. The fact is rail is designed specifically for short, medium and long haul heavy cargo transport. Our roads are not.

"I am delighted to have the support of New Zealand's biggest trucking companies as our current customers and future partners."



"Currently 18 million tonnes of cargo is moved in and out of the region every year. Of that, around 30,000 containers leave Northland by road. Most aren't able to fit through the tunnels, but this investment will change that - opening up a whole new market to rail."

Miller says reopening the line to Otiria and building the container terminal will help the growth of agriculture, horticulture, dairy and support forestry in the far North.

"This part of Northland is what the Bay of Plenty was like 40 years ago. Connecting the Bay to rail resulted in phenomenal growth and helped create the prosperity it experiences today. Rail access has the same ability to transform Northland, as a critical infrastructure that will unlock value in the region.

"Rail will help build a bright future for Northland and we want to maximise benefits for the region now," Miller says.

Around 200 contracted staff will be working on 10 fronts across Northland and KiwiRail is taking on 12 more local staff for ongoing maintenance of the Northland Line.

The company will also be looking to take on new apprentices to get more young people into the industry.

"We're trying to use Northland-based contractors for our rebuild project where possible, so that this investment flows straight back into Northland's economy," Miller says.

The latest funding is the second PGF investment in Northland rail, following the $94.8 million provided to make improvements to the Northland Line between Swanson and Whangarei, announced last year.

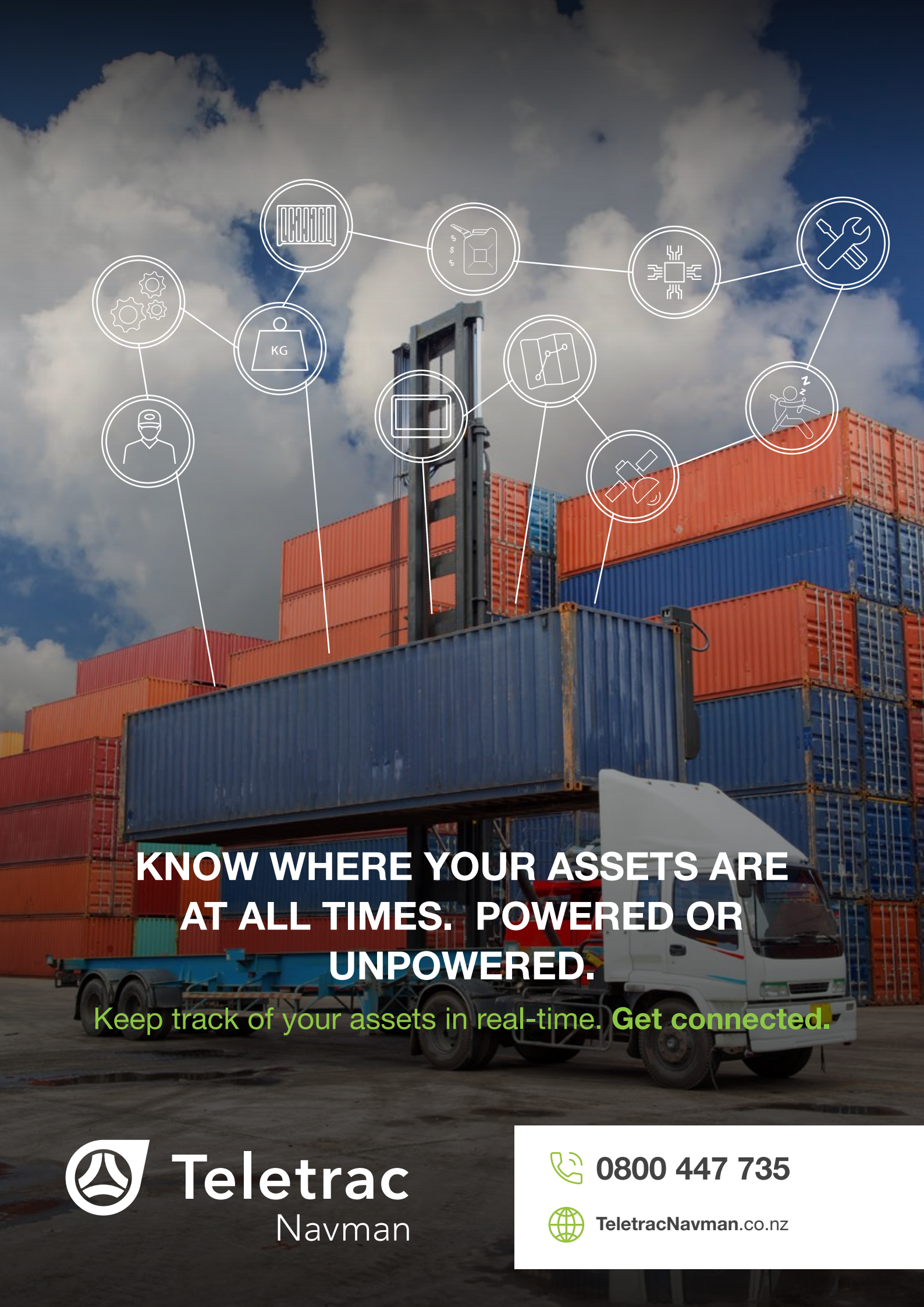
Local firm United Civil Construction has been awarded a contract to replace two bridges on the line near Whangarei.

"It's great to see this level of infrastructure spending in the North and particularly pleasing to see local businesses get involved in this project, with spending going back into our communities," United Civil Construction managing director **Andrew Campbell** says.

"This contract will allow us to take on more staff and provide additional training opportunities, including various civil engineering apprenticeships and diploma cadetships, which will help develop much sought-after skills within the region.

"There is also plenty of opportunity for our local sub-contracting and supply partners to participate in various elements of the project."

As part of the announcement, $40 million will be used by KiwiRail to purchase land along the designated rail route between Oakleigh and Northport/Marsden Point.



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MIGRANT EXPLOITATION REVIEW MUST CONSIDER WHOLE SUPPLY CHAIN



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.

Last month, I discussed the reasons why RTF was joining with Business NZ to oppose the Government's intention to introduce Fair Pay Agreements/national awards to our industry.

The issue is that the variability of the New Zealand freight task and the flexible employment conditions that it demands just do not fit with this Government's view of the world. Unfortunately, it seems as though they are making the same mistake regarding the treatment of migrant workers.

As trucking operators will know, New Zealand's immigration policy has been politically driven by the xenophobic perception that foreigners have been stealing our houses and farmland, which has conspired to deprive the transport industry of a much-needed source of workers.

Ever since truck drivers were taken off the Immediate Skills Shortage List, transport operators have struggled to keep up with New Zealand's ever-growing freight demand. It has become so difficult to hire overseas truck drivers to fill gaps in our workforce that most operators have simply given up.

RTF recognises that immigration will never be a long-term substitute for developing homegrown talent and nor should it be, but we do believe that it has an important role to play to fill critical skill gaps when the economy demands it.

The Government was rightly praised by RTF in late 2018 for announcing the introduction of a suite of short-term "sector agreements". These sector agreements are to assist certain industries to employ more migrant workers in return for those sectors developing strategies to ultimately employ more New Zealanders and reduce their reliance on foreign workers.

Road transport was one of the sectors identified to enter negotiations with Government, however, that is still a couple of years away.

In light of a number of high-profile cases, the Government has recently begun a review of temporary migrant worker exploitation and while there is no doubt that these situations do exist in New Zealand, we believe that the issue is actually much broader than the parameters of the Government's investigation.

RTF's submission to the MBIE-run consultation process focuses on the fact that there is a deeper issue related to general exploitation of people in roles of subservience, whether they are migrants or not. We point out that in road transport there is a convoluted chain of command that typically ends at the customer.

The customer bargains with transport operators in order to establish a favourable delivery schedule and drive down the price. Margins for operators are therefore, slim and can even be non-existent depending on the fluctuations in fixed costs, such as fuel and RUCs.

By endeavouring to meet the expectations of customers at low freight rates the transport operator is forced to work longer and harder and make savings where they can to make ends meet.

MBIE's consultation document seeks to remedy a number of exploitative practices within businesses, yet it does not seek to address the external drivers of some of these practices.

Fundamentally, it is the aggressive driving down of freight rates by customers that leads to the "race to the bottom" for transport company owners.

This of course is not something unique to the road transport industry. Many other sectors suffer from the same phenomenon and we have seen the result of this "race to the bottom" play out fairly disastrously in the building and construction sector in recent times.

What needs much more investigation is what the real chain of responsibility is and where does that start and stop.

We are concerned that the Government is heading blindly into an area that it doesn't really understand in order to satisfy the public perception that it is doing something. The risk is that imposing more rigid rules on employers will only make it more difficult for businesses to source the temporary workforce they need when things get busy.

We believe the best approach is to first ensure that all workers, migrant or otherwise, are educated about their rights under the law and what are considered exploitative working conditions. If we expect workers to report instances of exploitation, they must also know about the tools that are available to enable them to do so.

This can be particularly challenging with migrant communities, but many New Zealand workers also do not know what they are entitled to, especially those that are new to the workforce.

Finally, resources must be available to carry out effective investigations across the whole supply chain and not just narrowly focus on the employee-employer relationship, as that will not necessarily get to the root of the problem.

The worst thing the Government could do is unfairly target employers for a problem that in many cases is not of their own making and may well only exacerbate existing labour shortages.

TACKLE WASTEFUL IDLING WITH GPS FLEET TRACKING

Air pollution from engine emissions is of growing concern to people around the world. On a global scale, these emissions are contributing to increasing levels of CO2 and other gases in the earth's atmosphere. On a smaller scale, air pollution in large cities is contributing to health problems such as lung and throat diseases.

In an effort to combat air pollution and smog, the Italian cities of Milan and Turin have placed temporary bans on some vehicles. In the UK, excessive idling has been an offence since 2002, according to the Road Traffic Regulations. Yet, more needs to be done.

Within Teletrac Navman's research, the Telematics Benchmark Report, found that of companies that use a GPS fleet tracking system, only 25% monitor vehicle idling in their fleet. From conversations with customers across NZ and Australia, it was anecdotally found that reducing idling is not very high on the list of priorities for fleet managers. With customers that use a fleet management system to improve driver behaviours – including reducing idling – great results have been achieved such as reduced fuel expenditure as well as reduced vehicle wear in tear and maintenance. A focus on reducing idling brings many benefits and should be front of mind for businesses.

The issue with idling

Every minute a vehicle idles unnecessarily, dollars adds up. A considerable sum of money is being spent on fuel that is simply burnt with little or no productive gains.

The US Department of Energy states that idling a heavy-duty truck consumes about 4.5 litres of fuel an hour. This means that a truck that idles for an hour every week, will waste around 234 litres or over $370 of diesel per year (at $1.60 per litre).

The larger the fleet, the larger the issue and the larger the possible savings. Western Australia's Department of Environment and Conservation calculated that if all light commercial drivers in the state were to reduce idling times by three hours per week for a year it will save $12 million in diesel, eight million litres in diesel emissions and cut the amount of CO2 entering the atmosphere by more than 22,000 tonnes.



Anthony Laras
Is the regulatory program and sales manager at Teletrac Navman. He has more than 10 years' experience in the transport industry and works alongside industry groups and transport businesses to support transport operations with technological innovation.

Benefits of reducing vehicle idling

One of the fastest and simplest ways to reduce fuel costs is to eliminate unnecessary idling. Most drivers don't realise how long they idle their engines for as they drop off a delivery or double check the load is properly secured.

Drivers plan to leave the engine idling for only two minutes or so, but end up leaving the vehicle for more than 15 minutes.

GPS fleet tracking systems make it possible to see which vehicles are idling, for how long, which driver is at the wheel and when. Fleet managers can arrange to receive alerts for excessive idling or run periodic reports on individual vehicles and drivers. They can then use this information to identify which drivers have a habit of idling so they can discuss an action-plan to reduce it.

The Telematics Benchmark Report found that 20% of businesses monitor fuel usage and the average fuel reduction for firms that have installed a vehicle tracking system is 12.7%. Monitoring idling across the fleet, and training drivers into switching the engine off when it's not needed both contribute to this reduction in fuel use.

Another benefit of reduced idling is improved air quality in the immediate surrounds. In the UK, focus has been placed on unnecessary emissions from idling around schools and hospitals. In one example, a sustained awareness campaign to reduce idling outside a primary school led to a 36% reduction of black carbon in the air around the school. Improved air quality is especially important when you have a number of heavy vehicles in a small area, such as a major transport hub or industrial location such as an airport.

Make 2020 the year your business cuts out idling, saving both fuel and emissions, reducing costs and most importantly, doing your part in reducing the business's carbon footprint.

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NARVA LIGHTS UP COMMANDER 8×8

Queensland's SLRV Expedition Vehicles has taken a MAN TGS and created the ultimate off-road explorer called the Commander 8×8 which uses lighting and power technology provided by Narva.

The Commander 8×8 is almost unstoppable off road, but still provides self-sufficient living for extended time away from civilisation. SLRV team developed a recreational vehicle (RV) body that includes sleeping for 10 and also features an ample living area.

To better make use of space, the vehicle features a second storey design. At the touch of a button, the upper storey lifts to provide six beds for the children as well as under mattress storage areas. On the bottom level, the parents are treated to a separate master suite and there's even an additional electric lift-up bed for two guests if required.

Also on the ground floor is a fully appointed kitchen and dining area with seating for up to 10 and a separate toilet and bathroom.

The Commander 8×8 is equipped with a lithium battery system, solar panels, a generator and power can also be drawn from the truck's special 9.5kVA alternator for immediate consumption or to charge battery packs.

Water is another prime consideration and Commander 8×8 is equipped with a multiple cell tank set-up that can hold up to 1000 litres.

SLRV have been using Narva equipment for more than 10 years across all its expedition motorhome builds. In some cases, Narva equipment has even replaced OEM lighting such as headlights.

"For the Commander range, we manufacture our own bull bars in-house and into these we integrate Narva LED headlamps and fog lamps," SLRV Expedition Vehicles director **Warwick Boswerger** says.

"We also fit a Narva dual row LED light bar onto the bull bar. On these trucks we also fit four Ultima 215 LED driving lights to roof racks on the top of the cabin. The feedback we get from customers about the performance of the lights is extremely positive as they talk turning night into day," he says.

As well as forward-facing lighting, with a vehicle the size of the Commander 8×8, periphery lighting is also important, according to Warwick.

"Around the vehicle we've positioned a number of Narva work lamps and these are all operated via remote control. They provide additional security but are also very useful when manoeuvring and parking up at night in remote areas."

"We've been involved in new product testing with Narva and they really value our opinion and take feedback on-board. I think that's an important measure of a proactive company that wants to keep progressing and improving its range or products.

"SLRV is a proud Australian company, and we like the fact that we are supporting another local operation such as Narva," he says.



KENWORTH AND DANA WORK ON FUTURE TRANSPORT



Kenworth and Dana have started collaboration on powertrain development for medium duty battery electric vehicles.

The zero-emission Kenworth K270E was on display at the Las Vegas Consumer Electronics Show in January.

The Dana electric powertrain system is specially designed for the Kenworth chassis and can provide a range of more than 300 km.

The battery packs can be recharged in about an hour using the vehicle's DC fast-charging system.

This makes the K270E ideal for local pickup and delivery, as well as short regional haul operations.

Kenworth general manager and Paccar vice-president **Kevin Barney** says the truck is an "important next step" for the company as it looks to develop electric powertrain systems.

"Dana is an industry leader in electrified modules and systems supported by in-house vehicle integration expertise.

"Kenworth plans to produce up to 100 medium duty cabover electric trucks in 2020," Barney says.

Dana commercial vehicle technologies president **Mark Wallace** says demand for electric vehicles "continues to grow".

"Kenworth's commitment to providing advanced vehicle technologies, combined with our proficiency in delivering end-to-end turnkey electric systems, will result in high-efficiency solutions that greatly reduce the total cost of ownership for vehicle operators," Wallace says.

Level 4 autonomous Kenworth T680

Kenworth also exhibited a Level 4 autonomous concept Kenworth T680 at the Las Vegas Consumer Electronics Show.

Paccar is working with leading experts in the field of high-definition mapping, localisation, perception and path planning to deliver autonomous solutions.

The special Kenworth T680 is equipped with cameras, LiDAR (light detection and ranging) sensors, and radars to sense the surrounding road environment and to feed algorithms for object identification and tracking.

A global navigation satellite system with an inertial measurement unit combined with LiDAR on a high-definition map provides centimetre accuracy. The autonomous vehicle software and feedback control logic for actuation are hosted on five computers that record up to 1TB of data per hour of driving.

Kenworth chief engineer **Patrick Dean** says the team is working in Silicon Valley "to explore and develop the latest advanced driver assistance systems and other new technologies that offer safety and efficiency benefits for truck fleets and drivers".

"The Level 4 autonomous Kenworth T680 is a perfect platform to study this technology in real-world applications," Dean says.



DAIMLER STARTS WORK ON E-ECONIC


A standard version of the Econic.

Daimler Trucks will be releasing its battery-electric eEconic truck for testing next year with series production starting in 2022.

The eEconic is a low-floor truck mainly for waste collection use and is based on the eActros which is already undergoing testing and due for release in 2021.

With urban driving, electrical energy can be recovered during braking to charge the battery, which further improves range and efficiency.

Daimler Trucks and Buses e-mobility head **Gesa Reimelt** says the company is aiming to be carbon neutral across its product range in major markets by 2039.

"With our global platform strategy, we are applying uniform technologies and vehicle architectures also for electric vehicles worldwide, and can accelerate development enormously through synergies," Reimelt says.

Mercedes-Benz Special Trucks sales and marketing head **Dr Ralf Forcher** says the eEconic "is a major milestone for the sustainable organisation of municipal logistics".

"Thanks to its application profile, the vehicle is ideally suited for electrification ... for example, in waste collection with stop-and-go traffic and plannable daily tours.

"It combines two important features, especially for use in urban areas. It is locally emission-free and very quiet," Forcher says.

In New Zealand and Australia, the dual control waste industry-specific Econic was released in 2016.

It features steering and controls from either side of the cab with drivers able to operate the truck close to the kerb.



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353 road deaths in 2019

A total of 353 people died in road crashes in 2019, down from 377 deaths the previous year.

Labour MP Iain Lees-Galloway says "this is still a staggering loss of life".

"As we enter the new decade, my thoughts are with the families, friends and communities of the 353 people who lost their lives in road crashes last year," he says.

"I want to acknowledge and thank all our emergency response professionals who deal first-hand with the trauma on our roads and work to save lives on a daily basis.

The official 2019/2020 holiday period began on December 24 and ended on January 3. A total of six people were killed on the roads during the period.

Port move requires us to 'dream a little'

Auckland Business Chamber chief executive **Michael Barnett** is urging residents to keep an open mind around the topic of moving Ports of Auckland.

In a New Year's letter, Barnett says it's best to look at innovative and creative ideas that looks beyond more rail and roads, more dredging and more carbon emissions.

The purpose of the letter is to ask Aucklanders to come up with an answer that is "world class and different", he says.

"Imagine if we chose to have a floating port. A possible location could be in the Firth of Thames and connected to an inland Port or railhead ...

"To some this might sound like a flight of fancy from a Jules Verne novel, but it is conceivable.

"I am not saying this is the answer, just asking you to think differently.

"We all agree the port needs to move. So now it's your turn. Dream a little and let's see if we can find an answer that's not linked to the dinosaur age," Barnett says.



Hydrogen truck testing planned

A new Deakin University research centre in Warrnambool, Victoria, could make hydrogen fuel cell trucking a reality in a partnership with Kenworth.

The $20 million research and industry testing site could also position Warrnambool and the broader South-West region to tap into the world's growing, multi-billion-dollar, hydrogen market.

The hydrogen centre will be set-up at the Warrnambool campus, creating work for up to 12 locals, as the first step in establishing the research and industry testing site, Deakin vice-chancellor professor **Iain Martin** says.

"The centre will partner with industry to apply Deakin University's world-leading capabilities to solve one of our toughest transport issues; how to fuel the world's trucking industries in a low carbon future," he says.

"Freight trucking continues to grow here and overseas, and trucks are driving further, with heavier loads; all big challenges. The centre confirms Deakin's commitment to the Warrnambool campus and the broader region, and when the project is fully established it will create up to 200 full-time jobs."



AT Local EV rides proving popular

The electric vehicle rideshare service helping get Aucklanders between Devonport, Bayswater and Stanley Bay ferry terminals had a record 300 rides daily in the fortnight before Christmas.

AT Local has proved to be a popular service with the trial period due to end around April after launching in November 2018.

The trial was extended for six months from October 2019 so Auckland Transport could better understand the service's summer performance.

A weekend service was scrapped because ridership was below the benchmark, while Friday night services were extended to later times following customer feedback.

AT Local runs three LDV EV80 vans and three Hyundai Ioniq cars.

Continued on page 38

Continued from page 37

Foodstuffs' solar roof could power 600 EVs

New Zealand's largest solar panel array will be installed on the Foodstuffs North Island distribution centre roof near Auckland airport.

The 2915 solar panels covering 6000 square metres provided by Reid Technology to go on the centre under construction at the Landing Business Park can power an EV for 8.8 million km, the equivalent of nearly 600 EVs driving 15,000km annually.

The 1.166 megaWatt peak (MWp) grid-connected solar panel system has been designed to make the office "zero carbon" for operational electrical consumption.

It will be connected to 18 inverters that convert the DC electricity generated to AC and produce about 1.5GWh of electricity annually, with batteries not included.

The new head office/distribution centre is due for completion late 2020 and will have at least 10 EV chargers,



NZ quarterly fuel volume down 4.8%

New Zealand's total industry fuel volume was down 4.8% year-on-year with 2.3 billion litres for the third quarter to December 31, according to Industry Exchange data.

This excludes Gull which is supplied by its Australian parent company and is no longer reported in the data.

Z Energy estimates that total industry volume declined by 1.8% year-on-year after factoring in the exclusion of Gull.

Z's total fuel volume was down 1.3% year-on-year for the quarter with 1.09 billion litres.

The company's total diesel volume was down 4.6% year-on-year with 310 million litres in the quarter led by a decline in commercial transport.

Truck stop volume was down across Z's networks from customer losses and slower economic activity. Retail diesel volume was flat year-on-year.

Z's retail petrol declined by 7.8% to 282 million litres year-on-year led by market share losses in its Caltex-branded network while Z's retail petrol volume remained flat for the period.

Other fuels declined 3.4% for the period due to a decline in fuel oil volumes and a small decline in jet fuel compared to the prior period, Z reports.



Truckstops opens Central Otago branch

Truckstops has entered into a lease agreement to open a new branch in Cromwell, Central Otago.

The branch, located at McNulty Road Cromwell, will be Truckstops' 19th facility and opens on February 3, 2020.

Truckstops general manager Kevin Smith says he is thrilled with the latest addition.

"The Cromwell branch will be a valuable link in a strategically important part of the country and allow Truckstops to offer the same high standard of customer service excellence to the local area," he says.

There will be a need for new, permanent team members and Truckstops is looking forward to receiving applications from individuals interested working in Cromwell.



KiwiRail employee scoops top award

KiwiRail senior level crossing engineer Eddie Cook has won a prestigious international award for research on level crossing safety.

The paper, on "Level Crossing Safety Impact Assessments (LCSIA) for Vehicle and Pedestrian Crossings" was prepared by Cook, along with Shane Turner from transport consultancy Abley and Shaun Bosher from engineering firm Stantec.

It received a Best Paper Award at the 2020 Transportation Research Board annual meeting held in Washington DC last week.

The conference was attended by around 14,000 transport professionals.

The paper looked at the changes KiwiRail has made to assessing crash risks at level crossings with new processes in place.

Assessments now take into account information such as incident data and the opinions of locomotive engineers to better inform decision making and provide a more consistent approach.

"It is gratifying to receive this recognition from our peers," Cook says. "Safety is our top priority, and we are always looking to improve the way we do things."

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