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SCANIA

TR Group enters Australia

TR Group is making its entry into Australia with the acquisition of Melbourne-based trailer rental company Semi-Skel Hire.

It comes after many years of investigating the market across the Tasman and fits with TR's ambitions to provide world-class service in renting and leasing trucks and trailers.

TR was founded in 1992 and now has a team of 180 people and a fleet of 5500 rental and lease vehicles in New Zealand.

The group provides customers with a complete fleet management service and provides

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Let's tackle drugged drivers, RTF says

More needs to be done to get drugged drivers off the roads and this includes tougher roadside drug testing polices, the Road Transport Forum (RTF) says.

It comes following the establishment of a NZ standard for oral testing in March this year.

Ministry of Transport data shows drugged drivers were responsible for 159 deaths on the roads over the last two years.

The RTF has submitted on the Ministry of Transport's Enhanced Drug Impaired Driver Testing discussion document and is calling on a fresh approach to tackle the problem.

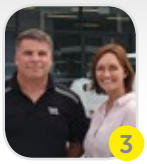
RTF chief executive **Nick Leggett** says the Government needs to change its "single-minded road safety focus, which is tunnel vision on speed and getting vehicles off the road".

"The number of people being killed by drug impaired drivers is higher than by drivers above the

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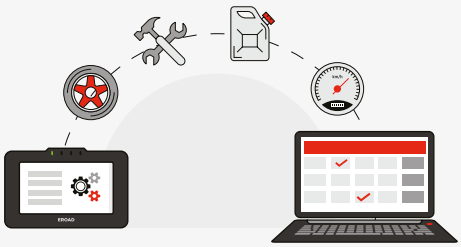
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Transport Specifications tackling safety and regulation

New health and safety regulations and technologies are among issues putting extra pressure on the transport industry when it comes to regulatory compliance, Auckland-based Transport Specifications Limited (TSL) says.

The company provides expert advice to both the light and heavy vehicle and heavy equipment industries and says there are plenty of issues that need resolving.

"There has been a strong focus on new health and safety legislation, and the need to ensure compliance," TSL managing director **Mike Brown** says.

"We have completed a number of safety investigations and audits and note the number of companies that still lack an in-depth safety programme.

"There are a number of investigations we have completed where on the surface health and safety appears to be paramount, but sadly, we don't have to dig too deep to find problems."

The family-owned company has been running for over 35 years and recently moved into its new Silverdale headquarters.



TSL managing director Mike Brown and business co-ordinator Suzanne Brown.

On many occasions it has been involved with lobbying and making changes to transport law to support the industry.

It was founded by Mike's father, **Ron**, to fill the gap between the vehicle industry and the governing bodies.

It has helped companies and organisations such as Fire and Emergency New Zealand, NZ Crane Association, NZ Post and Fulton Hogan.

With a team of seven, including mechanical engineers and consultants, TSL also employ the services of several contracting engineers and specialists.

"Our current work focus is essentially going back to the core values of when the business was first started in 1980.

"We investigate accidents for WorkSafe NZ and private companies alike. We take a broad approach and offer independent advice," Brown says.

"When it comes to accident investigations, many have tragic outcomes.

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The way to reach the entire heavy vehicle and contractors' equipment industries

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Let's tackle drugged drivers, RTF says

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alcohol limit," says the RTF chief.

The statistics in this discussion document are just the tip of the iceberg, as drug testing is limited and there is no mention of serious injury and harm, only the death toll.

"Something has got to change. We believe that the way alcohol use and driving is dealt with could be replicated for drug use, to ensure safer roads for all road users.

"The RTF fully supports roadside drug testing as a first line tool for early detection of impaired drivers. This should, without question, be part of an overall aspiration to mitigate risk on New Zealand roads of injury and death caused by drugged drivers," Leggett says.

"Truck drivers are in the unique position of sharing their workplace – New Zealand roads – with the public.

"We would like to see one standard approach; we don't have that now.

"Drug driving is clearly a road safety issue of some magnitude and the RTF supports roadside drug testing including the compulsory impairment test, screening with some of the new oral technology and saliva wipes, and where necessary, an evidentiary blood test. Let's get serious about road safety," Leggett says.

Union backs oral testing

Meanwhile, First Union lawyer **Oliver Christeller** says employers who continue to use urine testing as an only option for workplace drug testing may be breaking the law.

The union represents more than 28,500 New Zealand workers including many in the transport industry.

Christeller says now that there's an approved standard for oral testing, companies who do not move to this testing method are potentially in breach of the Privacy Act 1993.

"Principle 4 of the Privacy Act 1993 prevents companies from collecting information in a way that is unreasonably intrusive.

"I think it is fair to say that requiring someone to give a sample of their urine as opposed to simply providing an oral sample of saliva, is unreasonable given there is now an accredited standard for oral testing," Christeller says.

A Fair Work Australia decision in 2012 stated that not only is urine testing "potentially less capable of identifying someone who is under the influence of cannabis, but it also has the disadvantage that it may show a positive result even though it is several days since the person has smoked the substance".

"This means that a person may be found to have breached the policy even though their actions were taken in their own time and in no way affect their capacity to do their job safely.

"In the circumstances where oral fluid testing, which does not have this disadvantage, is readily available, I find that the introduction of urine testing by the applicant would be unjust and unreasonable," the decision stated.

Testing agency urges caution

The Drug Detection Agency (TDDA) chief executive **Kirk Hardy** says testing devices available in New Zealand do not yet fully meet the new oral fluid testing standards.

TDDA has been carrying out oral testing for over 10 years but it has "a number of limitations", Hardy says.

The agency had a role in developing the new oral testing standard with the input of group technical manager **Rod Dale** and chief toxicologist **Armin Kiani**.

"While there are appropriate situations where oral fluid testing is a good choice of testing technology, it is not considered industry wide best practice and won't deliver the same level of accuracy as other tests.

"The standard was announced in March 2019, but currently there are no oral fluid screening devices that can achieve the target concentrations in all drugs listed.

"TDDA has just had manufactured a compliant device that will test for all of the drugs listed in the new standard and will be compliant to the new cut off levels. TDDA is also on track to be the first in the nation to achieve cross-Tasman accreditation for the standard," Hardy says.

TDDA expects to have the new device on the market this month but it is still cautioning its use.

"Just because there is an oral fluid testing standard and there will be an accredited device, doesn't mean that the technology should be treated as a reliable one-stop-shop. That's a recipe for disaster.

"Unfortunately, the idea that oral fluid testing is a one size fits all test is one of a number of assertations people keep getting wrong about the science.



Kirk Hardy

"For example, and overwhelmingly, workplaces rely on urine testing – it's the most accurate and comprehensive test for keeping people safe at work. Oral fluid testing can't test for opiates, benzos or synthetics. With urine testing, you can.

"Pre-employment testing is about understanding the risk profile of a potential hire. This is why it's best done with hair testing which can show an historic pattern of drug use. Oral fluid testing will only show very recent use," Hardy says.

"There's no one size fits all approach to testing. They all have strengths and weaknesses. For example, oral fluid testing is more easily obfuscated, a quick rinse of the mouth can reduce testing accuracy significantly – putting much more risk on the roads.

"Another common misunderstanding is around impairment. Toxicology does not test for impairment. It tests for presence.

"Additionally, oral testing only tests for very recent usage. And this ignores hangover effects which, depending on the drug, can last for some time," he says.

Industry backs testing

TAA Logistics systems manager **Kim Mulder** says alcohol and drug testing is taken very seriously in the transport industry.

"All of our owner-drivers are fully informed of the alcohol and drug testing policy prior to becoming an owner-driver with TAA Logistics and they understand fully the written policy and procedures when they may hire any drivers.

"Each driver undertakes an induction process prior to driving a vehicle on behalf of TAA Logistics and this includes signing the alcohol and drug policy and undertaking pre-start testing.

"Drug testing is an integral part of the business for several reasons including first and foremost driver and public safety," Mulder says.

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TR Group enters Australia

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operational support.

Semi-Skel Hire was founded in 1994 by **Geoff Kelly** and is based in Yarraville, Melbourne. With over 1100 trailers available for hire, and a further 70 on order, it is the largest rental operator in the Victorian transport market.

Semi-Skel's clients value its high-quality equipment, the availability of vehicles when needed and the quality service provided by its team.

The family is selling to allow the business to reach its full potential to become an Australia-wide company while continuing with the core values that have made the business so successful to date.

Kelly will retire from his role as managing director, although continuing to be available as a consultant to the business. Geoff's daughter Kim will be the state manager for **Victoria** and son **David** will be the fleet and operations manager going forward with TR.



Chris Perry

Both businesses share similar philosophies with respect to being fully focused on the transport industry and providing high quality vehicles and customer experience.

The Semi-Skel Hire business will now operate as TR Semi Skel Hire in Australia, under the leadership of TR Group's **Chris Perry**, who has relocated to Melbourne.

"The Semi-Skel team of 18 are a quality group of people and I am really looking forward to working with them as we all grow and develop as a team.

"I know that they are as excited as the TR team about building further on the great business that Semi-Skel already is," Perry says."

The team is hard at work getting to know current and future customers and understanding their experiences and needs.

"Having strong working relationships with suppliers is an important part of achieving this," Perry says.

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Heavy vehicle training gets a boost

Otago Polytechnic is launching a heavy automotive engineering programme and driver training as a result of consultation with local industry to meet the skills shortage.

Otago Polytechnic automotive programme manager **Hamish Miller** says "it's a win-win".

The level 4 New Zealand engineering certificate "gives learners a really strong grounding".

"In turn, that means it is great for employers looking for quality staff."

Otago Polytechnic chief executive **Phil Ker** says he is pleased to deliver a course that meet the needs of the heavy transport industry.

"The introduction of this programme is a good case study of our responsiveness.

"It demonstrates that although the vocational education system may have some challenges, Otago Polytechnic continues to grow its offerings and, in doing so, strengthens industry and other organisations in the region."

The course has strands in road transport, plant and equipment, agricultural equipment, and materials handling.



Phil Ker

It is structured in the same format as the light vehicle/auto electrical programmes, which have been highly successfully in training apprentices to meet industry needs.

Otago Polytechnic is also expanding its automotive engineering (level 3) programme to offer increased training in heavy as well as light automotive engineering training.

Both of the programmes will be offered from July 2019 in the newly renovated premises in Donald St, Kaikorai Valley, Dunedin.

HT driver training

Otago Polytechnic is also planning to offer heavy transport driver license training from September.

"The trucking industry is growing and, at the moment, a lot of companies are looking for drivers, too," Miller says.

"So as well as training people to be HT mechanics, we are offering HT driver training, which means learners have a range of pathways once they complete their programmes with us.



"This flexibility is important. It means an employer can take on someone for a driving role knowing that person also has the requisite skills and training to move into a workshop – or vice-versa.

"And the people working on trucks have to be able to drive the vehicle anyway. For example, they might have to test-drive it before and/or after as well as get it into the workshop."



Steve Divers

Road Freight Transport career pathways director **Steve Divers** says it's great to have a local training provider that's responding to the needs of the community.

"We have a national shortage of approximately 2800 new class 5 drivers each year and with 16 tertiary institutes available, only seven offer commercial road transport programmes.

"With Otago Polytech launching it's course which is based upon the Toi Ohomai model that we support, this means Otago can now have a programme to allow people to access our industry, particularly relevant for those looking to change career pathways.

"There is now a pathway into transport related careers which can follow on from school programmes.

"A key issue underpinning the shortage is the lack of young people with full car licences at the time they leave secondary education. We have been working with government to correct this.

"If we don't attract young people into a transport career, they are likely to choose an alternative which doesn't require the same standard of licensing," Divers says.





A new millennium begins
Y2K passes without widespread computer failures
Olympic Games in Sydney
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2000



Queen Mother dies
Bali bomb kills 203 people
Brazil wins Soccer World Cup
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2001



9/11 Twin Towers are hit by passenger planes
Slobodan Milosevic arrested over war crimes
Wikipedia goes online
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2002



Boxing Day Tsunami causes widespread devastation
First privately funded human spaceflight
Janet Jackson suffers 'wardrobe malfunction' at Super Bowl
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2003



Population of New Zealand exceeds 4 million
Saddam Hussein is captured
Space Shuttle Columbia destroyed during re-entry killing 7 astronauts
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2004



Five cent coins are dropped from circulation
Italy wins Soccer World Cup
Google purchase YouTube for $1.65m
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2005



Hurricane Katrina devastates New Orleans
Prince Charles marries Camilla Parker Bowles
Pope John Paul II dies
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2006



Barack Obama elected first African American US President
Global Financial Crisis
Sir Edmund Hillary dies
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2007



Apple introduces the iPhone
Bomb kills former Pakistan PM Benazir Bhutto
Willie Apiata receives the Victoria Cross, the first New Zealander since World War II
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2008



First Canterbury earthquake causes widespread damage
Julian Assange, co-founder of WikiLeaks, is arrested
Chilean mining accident, remarkably all 33 miners rescued
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2009



Michael Jackson dies
First New Zealand rocket launched into space
Swine Flu declared a global pandemic
Isuzu Trucks No.1 in NZ

2010



Summer Olympics open in London
Mars Rover successfully lands on Mars
Queen Elizabeth II Diamond Jubilee
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2011



U.S. troops kill Osama bin Laden
All Blacks win Rugby World Cup
Kate Middleton marries Prince William
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2012



Malaysian airliner goes missing
Russia is reportedly in control of Crimea
ISIS take control of Mosul
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2013



Pope Francis first Latin American elected
Catherine, Duchess of Cambridge, gives birth to a baby boy
Nelson Mandela dies at age 95
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2014



Donald Trump elected US president
NZ highest ever Olympic medal tally
UK votes for Brexit
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2015



All Blacks win back-to-back Rugby World Cups
Paris terrorist attack
Flowing liquid water found on Mars
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2016



12 Thai boys and their football coach are rescued from a cave
Meghan Markle joins the royal family
New Zealand picks up 2 medals at the Winter Olympics
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2017



Team New Zealand win the America's Cup
Facebook hits 2 billion monthly users
Jacinda Ardern becomes Prime Minister
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2018



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Transport Specifications tackling safety and regulation

Continued from page 3



"From our investigations we normally find simple changes in a company's operation that could have prevented the incident. Our approach differs from the standard health and safety policies and we can identify potential issues quickly.

"It is rewarding to identify the true cause of the incident and report our findings which hopefully may help to save other people's lives," Brown says.

There is also a lot of catch-up work needed when it comes to new technologies in the transport industry, he says.

"Over the last couple of years, we have helped various companies and organisations gain approvals of new technology.

"Unfortunately, legislation in New Zealand is reactive and often out of date by the time it is first introduced.

"This is becoming more of an issue now with how fast technology is evolving."

Recently, TSL assisted Auckland Transport in gaining approval for higher axle weights for urban buses that allowed for the entry of double-decker buses in major urban centres. Previously, these types of vehicles were too heavy to operate on public roads in New Zealand.

The work involved initial discussions with Auckland Transport and working with the NZ Transport Agency, bus companies and other parties to introduce double-deckers to New Zealand roads.

Assisting the import and compliance of the first full-electric urban buses into New Zealand was another company highlight.

Originally there were two trial vehicles for Auckland Transport with others now being trialled in Wellington and Christchurch.

TSL has also helped NZ Post in evaluating and testing the Paxster all-electric mail delivery buggies.

This included evaluations such as destructive testing, brake and suspension testing through to general performance testing.

Another success was helping introduce the first mobile tower crane in the Southern Hemisphere. This involved evaluating suitability for the NZ market and working with the manufacturer and the client to make sure the crane met local road regulations.

TSL also helped the Crane Association of NZ (CANZ) reduce road user charges (RUC) for the industry which for many years was "paying disproportionate RUCs compared to other road users". **The work achieved a 30% average discount in rates.**

TSL has also worked with NZ Transport Agency's Auckland Motorways Alliance to review and introduce a mobile crash barrier that operates on the motorway network.

"We are focused on customer solutions, assisting industry and getting results that will help our clients exceed. This is applied in many forms from consultancy, engineering solutions, engineering review, investigations and advice," Brown says.

Let's tackle drugged drivers, RTF says

Continued from page 4

This also includes testing post-incident, random monthly testing (a percentage of the truck driver fleet is selected by TDDA) and for reasonable cause (if someone's fitness for work is suspected to be affected by the use of alcohol or drugs).

"Our drivers are visiting various sites and interact with many different individuals on a daily basis and the last thing we want is someone else hurt as a result of drug use in the workplace. Public safety is paramount, with the drivers being on the road for a majority of their work week, it is an operator's responsibility to ensure that drug use is not a contributing factor to any road incidents.

"Any operator that engages with customers in the market would also find that it is a requirement of most if not all work sites to turn up to work 'fit and ready' which includes being alcohol and drug free.

"Many of our customers randomly test on site and therefore we want to ensure our workers understand this requirement.

"Many operators in the industry have an immediate stand down process for the use of drugs [until further testing is carried out] due to the high level of risk it places drivers, the public and customers under if someone was to drive under the influence.

"You will find there are drug issues in many industries in this country but given truck drivers are operating class 5, heavy vehicles, often loaded to 50 tonnes, there is no room to allow for a worker to continue to operate whilst under the influence," Mulder says.

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School programme targets road transport

MITO's new secondary school programme for the road transport industry, ShiftUp, has been approved as a micro-credential by NZQA.

ShiftUp offers students in years 11, 12 and 13 a mix of e-learning theory and practical experience in the workplace, with credits earned leading towards the next step in a MITO traineeship in the road transport industry.

"MITO is delighted to launch our ShiftUp programme and have it recognised as a micro-credential by NZQA," MITO chief executive **Janet Lane** says.

"ShiftUp offers experience towards a number of career opportunities – including transporting goods, warehousing, distribution, logistics and administration services. It provides significant benefits to secondary school students as their NZQA Record of Achievement will capture their micro-credential achievement."

The programme covers topics including health and safety, vehicle documentation, general systems and components and driving hazards and risk reduction responses.

"Key to the success of ShiftUp is support from industry to provide the workplace practical assessment and work experience," Lane says.

"It's a fantastic opportunity for students to gain first-hand knowledge of the industry, and for employers to offer work experience, ideally securing their next MITO trainee."

In August 2018, NZQA launched a micro-credential system as part of New Zealand's regulated education and training system. Micro-credentials are smaller than qualifications and focus on a specific set of skills and knowledge. This is the fourth micro-credential available to secondary school students through MITO following the relaunch of the automotive programme StartUp earlier this year.



Janet Lane

"We're working hard to help address skills shortages by providing programmes that are valuable talent pipelines to industry," Lane says.

*If you're interested in becoming a ShiftUp employer, contact MITO's vocational careers advisor Maree Thomas, by emailing maree.thomas@mito.org.nz or phone 0800 88 21 21

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Christchurch welcomes E-buses for city-airport run

Red Bus has introduced three electric buses this month for its Christchurch central city to airport route 29 direct run.

The three new Alexander Dennis Ltd (ADL) Enviro200EV buses built by BYD in China replace diesels on that service.

"In 2017, transportation made up 53% of all Christchurch emissions," Red Bus chief executive **Paul McNoe** says.

"These buses are a significant first step for Christchurch on our journey towards a carbon-neutral future. The carbon footprint of the new buses is 90% lower than the diesel alternative."

Bought with funding support from the Christchurch Agency for Energy Trust and Environment Canterbury, the e-buses operate seven days for about 20 hours daily over the 22km out and back route, close to their 250km range.

They are running about every half hour for most of the day and hourly outside of peak times.

The 37-seaters can carry up to 63 passengers including those standing.

They charge up overnight on three 80kW BYD chargers.



Driver Abdul Fazlim takes Christchurch City councillor Pauline Cotter and Paul McNoe for a spin. Photo: Christchurch City Council/Newsline

McNoe is among those to have ridden the new e-buses and says they're extremely quiet and smooth, particularly as they don't have a gearbox.

The e-bus purchase follows a trial of a Kiwi Bus Builders electric there for several months.

"Driving is the new electric buses is not dissimilar to a standard bus, so it's not a case of retraining drivers on familiarisation with the controls," McNoe says.

He hopes to see patronage increase on the run as a result of introducing the electric buses.

McNoe expects to see more electric buses introduced in future, adding that Red Bus has a fleet of 150 used for school and urban runs, tours and charters.

"We'll see how this goes before we look at introducing any more."

And he hopes the price of the e-buses will drop to provide more of an incentive to purchase them.

The e-buses are expected to save about 40% in fuel, maintenance and servicing costs.

"Their energy consumption is significantly less than a diesel, using about a third of the energy in comparison," McNoe says.

They also don't pay road user chargers.

McNoe is already impressed with the electric buses – and it seems passengers are too, as more are opting for emission-free public transport.

Red Bus is 100% owned by Christchurch City Holdings, the Christchurch City Council's investment arm.

Wellington gets its first electric rubbish truck



Wellington's first fully electric rubbish truck will join two electric vans in servicing about 40 Wellington City Council social housing sites.

The Manco SEA EV10 Electricat was revealed at a ceremony at the council's Berkley Dallard apartments on June 12.

Bought with the aid of a government low emission vehicles contestable fund administered by the Energy Efficiency and Conservation Authority (EECA), the e-truck goes to contractor Professional Property & Cleaning Services (PPCS).

The same company introduced two electric vans last year and has ordered six more EVs.

PPCS committed to introducing EVs where possible in taking up a contract for cleaning and rubbish removal at WCC's Parks, Sports and Recreation and City Housing sites.

"We see this new truck as a major step towards our target of converting 70% of our fleet to electric or hybrid by 2025," PPCS general manager **Sarel Bloem** says.

"We're a family owned New Zealand company and we're passionate about protecting the environment. That's why we bought this truck and why we've just ordered an additional six electric vehicles. This means in the next few months 100% of the vehicles we use to service Wellington will be electric."

Wellington mayor **Justin Lester** says the city has been installing EV chargers for residents' use but needs to lead by example.

"That's why we're converting our own fleet to electric and I'm delighted that PPCS are joining us in this. This is about making our city cleaner for us and future generations."

Climate change portfolio holder councillor **David Lee** says Wellington is continuing the journey to becoming a zero-carbon capital by 2050.

"We will get there only with help from companies like PPCS getting on board. I'd encourage other companies with large fleets to do the same."

Climate Change minister **James Shaw** says it is important for New Zealand's service fleet to convert to EVs.

"Unlike private vehicles, rubbish trucks, taxis and delivery vehicles are on the road most of the working day," he says.

"The more of them that are electric the quicker we will be able to reach our emission reducing goals."

The Manco SEA EV10 Electricat is based on a SEA Electric (NZ) SEA Drive system with the rest built by Auckland-based Manco Environmental.

Similar electric trucks are run by Civic Contractors in Auckland which has 200 vehicles it aims to switch to electric by 2025; and the Palmerston North City Council.

The trucks have a 120kW battery pack and 180km range and are recharged at their depots.



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Trucks and utes on show at 51st Fieldays





Trucks and utes were key highlights at the 51st Fieldays at Mystery Creek which saw more than 128,000 people through the gates over four days.

The Mystery Creek event ran from June 12 to 15 featuring the latest in heavy equipment, tractors and agricultural machinery.

Thrusday proved the busiest day with a whopping 40,135 turning up to check out the show.

Prime minister **Jacinda Ardern** cut the ribbon to the event alongside New Zealand National Fieldays Society president **Peter Carr**.

Society chief executive **Peter Nation** says the event is a "platform that educates and supports those within the industry while attracting opportunities for trade with international visitors".

"It is always a proud moment for us when we open the gates on opening day and we stroll through the streets to see the various agribusinesses with their finest on display and the large numbers of punters getting some valuable time off farm to keep up with the industry's latest," Nation says.

Gough Cat and John Deere were among Fieldays 2019 exhibitors awarded for effort and ingenuity in the creation of their sites.

The companies took out the Best Heavy Equipment Precinct Site Award and Best Tractor and Machinery Site Award, respectively.

In the motor vehicle precinct, the judges struggled to select the winning site, with the likes of Hyundai, Isuzu Utes and Toyota all vying for the coveted award.

However, it was fan-favourite Volkswagen New Zealand that stole the show with its twinkling lights, vintage Beetle display, and stunning architectural design.

The first round of judging took place on the opening Wednesday, with 16 volunteer judges assigned a sector to assess based on the overall attractiveness of the site, experience-enhancing interactive elements, recognisable branding and signage, and a clear focus on customer service.

At the end of the round, they designated several finalists for each precinct. Two senior managers from principal partner, Xero, had the task of judging the finalists on Thursday.

As well as sponsoring the awards, the Xero judges were required to assess the sites' use of innovation, education, technology, sustainability and, of course, the Fieldays theme.

The Fieldays 2019 Supreme Site Award, and Best Agribusiness Indoor Site Award, were won by four different organisations operating under Crown Research Institutes.

A unique winner for this year's category, the site was shared by the AgResearch team, Manaaki Whenua Landcare Research, Scion, and ESR.

This year, the Agribusiness Outdoor Site Award was separated into three categories based on the size of the exhibitor sites.

Continued on page 15





Trucks and utes on show at 51st Fieldays

Continued from page 16

Lely Dairy New Zealand Ltd were the lucky recipients of the Best Agribusiness Outdoor Site Award (Small). Its bright red site design secured them the win.

The Best Agribusiness Outdoor Site Award (Medium) was awarded to Waikato Milking Systems, recognised for its tidy site.

Meanwhile, the Best Agribusiness Outdoor Site Award (Large) was won by Ballance Agri-Nutrients, whose site felt more like a playground for farmers.

The winner of the Best Rural Area Site Award was NZ Tiny Homes, with its site drawing admiring visitors over the tiny-yet-innovative designs.

And finally, the celebrations of The Local team were heard site-wide when they discovered they were the recipient of the Best Food Vendor Site for the second year running.

The newest category introduced this year was the Contribution to Sustainability Award. Instep representatives covertly judged which site made the greatest effort to not only practice sustainability in the creation of their site, but to also involve visitors in their vision.

The Contribution to Sustainability Award was presented to Zespri International which featured the popular "blender bikes" which enabled visitors to create their own smoothie masterpieces through the power of simple pedalling.

The Zespri International team were "absolutely stoked to be the inaugural winners" of the new award and hope to see other exhibitors jumping on board in the coming years.























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Guardian Angel protecting lone workers

Guardian Angel GPS solutions are helping keep remote and isolated staff safe in areas such as ports, transport and forestry.

The business was founded in 2014 and now protects around 2000 lone workers across NZ and Australia.

Managing director **Petra Hakansson** says the technology provides layers of protection with solutions best fit for the risk.

It's easy to use, end users are well trained, response is guaranteed to be immediate and its tested monthly.

"While we are hardware agnostic, we do have a core range of products we have put through our rigid testing, from leading suppliers around the world. Two options for out of cell cover and three options for cell cover, including one with gas detection.

Man down, two-way voice, no movement, automated welfare checks are all functionality options," Hakansson says.

Customers all have different user cases but the "golden hour" is the same for all when it comes to remote and isolated staff. In New Zealand and Australia, businesses have a legal responsibility to provide an effective solution.

"If someone needs help, we need to know we have 100% connectivity and immediate response."

Among customers is TIL Freight which needed a device the drivers and storemen could use when loading or unloading when no one else was around.

TIL Whanganui branch manager **Dave Corlett** contacted Guardian Angel for a solution and within weeks all the staff had been trained on the new policy and process and the use of the device.

"I can go home and know we have a system in place that if there is an incident, with a lone worker, we would have the emergency services dispatched in less than a minute. What is exactly required in a life-or-death situation," Corlett says.

Hakansson says the first few weeks TIL had the device "were interesting".

"We got calls from one particular driver every time he was alone. He always wanted to check that the man down function was working.

"It was sort of nice for us to realise that he had clearly felt very vulnerable and now all of a sudden, he was so conscious of it, every time he was alone, he wanted to be sure the pendant was working before he started the jobs. We were fine with that. We'd run a test, and he'd happily carry on," Hakansson says.

"After a few weeks his confidence grew, and he was happy with just the normal monthly testing we do.

"It's rewarding for us to know we're making a difference to how staff feel every day."

The Port of Tauranga is another client who had some manual systems in place but knew there were gaps and it wasn't efficient.

"They wanted to automate the worker's safety as much as they could, and remove the reliance on colleagues to monitor their work mates.

"They also wanted to make sure they were meeting their legal obligations. Their staff were working on call or 24/7 and often in bad weather. The port wanted the peace of mind that their staff would get help immediately if required," Hakansson says

Panic pendants were purchased for each team of electricians, fitters, property engineers and the rail desk.

GPS systems typically send the nearest street address to responders which doesn't work in a port environment.

Guardian Angel set up the port's 24/7 call centre with fast links to the devices so that if there was an incident, the Guardian Angel operator calls the port's on-duty call centre with the device ID.

Port staff can then quickly use the fast link which takes them to a map of the port so that they can very quickly locate their worker.

On site security staff are then sent to assist. The pendant updates the location to the server every 60 seconds so that if the worker is under a wharf or in a building, a clear bread-crumb trail of where a worker left view is followed.



Petra Hakansson

Regardless of the environment, there is a solution that will be effective, provided it's thoroughly thought through. The port is now looking to expand the use of the lone worker device across the wider workforce.

*Go to **guardianangelsecurity.co.nz** for more information.



Dealer Sales Manager : Manukau

Southpac Trucks, based in Manukau Auckland, has a great opportunity for a Dealer Sales Manager to join the team.
We are a 100% New Zealand owned and operated truck distributor for Kenworth, DAF and TRP. Southpac's focus is on working with our dealer network to provide the highest levels of customer service.

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This role is responsible for servicing the dealer network, calling on dealers in person every few weeks. This will require domestic travel four to five days a month.

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- Ability to drive your own promotions to increase sales and tap into commercial opportunities.

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DAF TRP

Please send your CV by email to: info@spt.co.nz or post to: National Parts Manager, Southpac Trucks Ltd, PO Box 76-463, Manukau City.

Company culture key to health and safety

It is common for businesses to treat health, safety and broader compliance as a matter of process.

As a result, it is also common for employees to consider health and safety as a tick box exercise rather than something meaningful. The reality is that compliance isn't just an operations issue, it's a culture issue.

In the transport industry potential risk factors are well recognised. Time pressures causing stress, fatigue and other environmental factors can impair a worker's ability to operate in a safe manner.

Creating a process to manage and reduce risk is relatively simple. What is less straightforward is building a company culture that fosters a sense of proactivity and positivity regarding health and safety.

The *2018-28 Health and Safety at Work Strategy* is the most current directive for The strategy identifies seven key factors that facilitate a health, safety and compliance system that works for the employee.

This includes: A positive workplace culture, effective communication and the ability to influence, well understood rights and responsibilities, appropriate training, knowledge and the capability to do the work, the right physical environment and equipment, clear and effective processes, policies and systems and support when injury and illnesses occur.

Leading health and safety training provider Safety 'n Action says business partnerships are an important part of creating culture, and there are two things to look out for.

"Company culture can only be cultivated through authentic action, which means as a manager, you need to be careful who you pick to work alongside," Safety 'n Action chief executive **Chris Hunter** says.



Chris Hunter

"Firstly, you need to know that the company has the expertise to deliver the service you require. Secondly, you need to be sure that your values align – that when you are working together, you are going to have complimentary environments and standards of communication."

*Go to **safetynaction.co.nz** for more information.

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Driver's seat not to be overlooked

One area of the vehicle compliance inspection that is often overlooked is the driver's suspension seat, commercial vehicle supplier Geemac Trading says.

Geemac is local distributor of Isringhausen (ISRI) driver's seats which are standard equipment in the majority of trucks sold in New Zealand and Australia.

"After the driver themselves, the seat is the most important piece of equipment in the vehicle," Geemac's **Callum McKendry** says.

"Often when seats are replaced, they are not fitted with the same brand or model of seat as delivered from the truck OEM manufacturer.

"This is essentially illegal and an area that needs to be addressed. If a substitute brand of seat is fitted instead of the OEM model, then the vehicle must be re-certified by a registered engineer with the appropriate supporting paperwork.

"This extends to the seat, the mounting bracket [which must be certified from the manufacturer] and the installation.

"After all, you would not fit a Mazda seat to your BMW or a Holden seat to your Audi," he says.

The New Zealand bus and coach sectors are also big customers of ISRI, and Geemac are also the preferred supplier for KiwiRail.

Geemac also own subsidiary company Seats (NZ) Limited making them New Zealand largest driver and operator seat supplier.

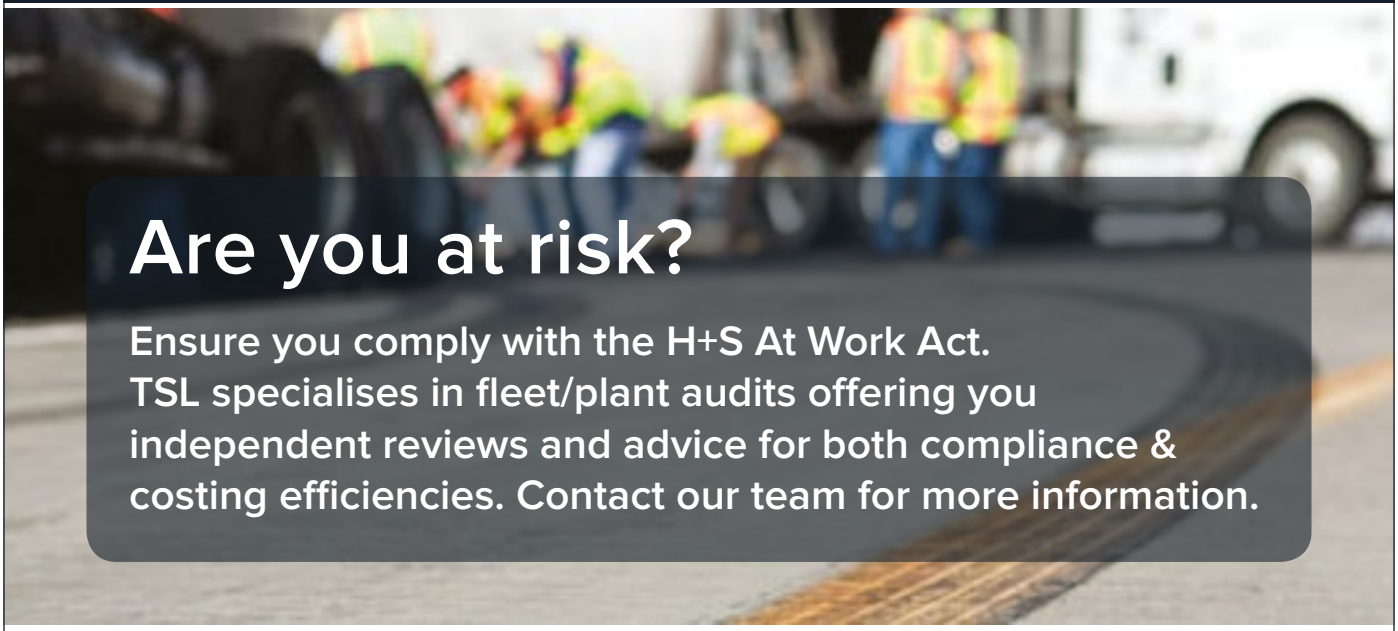


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Kiwi-build for EV trucks

Electric trucks are being assembled in New Zealand. Moreover, they have been successfully on the road for some time. Absorb that for a moment.

In fairness, they are being finished in New Zealand, under the auspices of an Australian company, with batteries from China and motors from Canada. Still, trucks that would otherwise be spewing diesel fumes on our road are instead silently getting around on electricity.

The trucks, and soon to come vans, are the work of Melbourne-based SEA Electric. The company has quickly developed a strong reputation for developing electric-propulsion drivetrains for a range of common truck platforms – to the point where they developed Isuzu Australia's electric truck concepts.

General manager for Sea Electric New Zealand, **Stephen Fairweather**, is now leading the expansion of the brand within New Zealand – where it is finding a ready market.

"We have got a lot of vehicles in the pipeline at the moment," Fairweather explains. "Currently there are six vehicles already on the road, those were the ones that originally came out of Melbourne, and then there has been a second wave locally assembled, all tied to waste collection."

That is rubbish trucks in our local lingo, councils finding electric propulsion to be a boon for the relatively short, stop-start trips that kind of vehicle endures. The locally assembled ones were put together by body-builder Manco at its East Tamaki facility.





Stephen Fairweather

All up a further 18 vehicles are in the pipeline, including a prominent, EECA-backed contract with Countdown for their home delivery trucks.

"They have got five coming," Fairweather says. "We built the first one in Melbourne to make sure all the engineering was right and then shipped that over here. CAL Isuzu has built the other four in Hamilton."

CAL Isuzu is building several vehicles for SEA, part of how it prefers to work with truck brands here. Rather than its own factory, it works with partners already set up with workshops to handle the conversions. CAL is handling Isuzu product in the North Island, while Blackwells will handle it in the South Island – the latter building some units for Foodstuffs.

The vehicles arrive in New Zealand with their diesel drivetrain intact. It is removed from the truck and taken into parts stock by the dealer.

Not that Isuzu is the only brand they will work with. There are also IVECO and Hino trucks with SEA drivetrains installed on the road here.

"Our system's designed to fit into a standard rigid chassis. So we don't mind what brand of truck it is," Fairweather explains.

For operators, that means they can stick with a supplier and chassis they are comfortable with, speeding integration into fleets.

The vehicles are very configurable, with batteries that range from 70kWh to 216kWh on offer. SEA's battery density has been growing over time, providing more range with no additional bulk and little extra weight. Systems are modular, with Fairweather explaining one customer is in the process of up-sizing their battery, their existing unit able to be sold to a new customer at a reduced rate.

A similar build model will be taken with the arrival of their electric delivery and minibus vans. They are based on a Chinese van that looks similar to but is not the same as, the outgoing generation Hiace. Action Manufacturing will handle the drivetrain fitment to the "glider" bodies.

The four-tonne van will retail for $89,990 and the 15-seat minibus for $99,990. A

Continued on page 20

Kiwi-build for EV trucks

Continued from page 19

number are already on order, three going to Alsco to handle laundry and another to Sanford to carry chilled fish. The latter will use a chiller powered off the traction battery, making it entirely electric.

So how far will a SEA Electric unit go? That depends on the size of the vehicle and the configuration the user chooses. The small delivery trucks will go 200-260km on a charge, and the rubbish trucks a similar distance – though with the addition of a considerable number of uplifts of bins. The vans hit 350km.

Ranges like that take the vehicles beyond simple "last mile" status, with Fairweather explaining one client is working to have an electric truck do a Rotorua to Taupo return trip in the morning, then Rotorua to Tauranga in the afternoon. Moreover, that is without DC fast charging.

SEA has not yet equipped its vehicles for the technology, working instead on the basis that its commercial clients will have, or can fit, 32 amp three phase charging, allowing for overnight fills or top-ups between jobs.

"We end up with probably the biggest charging infrastructure in the world, actually," he explains. "Because just about every commercial environment's got a 32 amp PDL 56 series screwed to the wall."

So charging is relatively fast, so is payback. For a medium-size electric delivery truck, Fairweather says payback on the additional investment comes in around two-and-a-half years. The savings are not just from fuel. Service costs are lower, particularly brakes. With the large rubbish trucks, four brake changes were scheduled a year – the electric version required only one.

"And according to them, it didn't really need doing; they just took the wheels off to have a look to see what was going on and decide they'd change them while they were at it."

Another finding has been the lower impact on tyre use – around 15-20%.

"That one we weren't quite expecting," Fairweather says. "We think it is because of the linear nature of the motor – rather than the horrible diesel whack on them."

Smooth operator

We got the chance to go for a ride around Otahuhu in one of Sea Electric's Isuzu NLR-based small trucks, this one headed for a life delivering groceries for Countdown.

With its electric drivetrain well behind you, the SEA truck is even quieter than the other electric commercial we have experienced, the LDV EV80.

Without the weight of a body behind us, there was some jiggle to the way the truck rode, but otherwise, it was very smooth – taking off the power delivery curve appears to have been programmed to perfection.

The Isuzu demonstrates one of those critical reasons such conversions work so well. There is nothing in the cab of this truck that gives away the game as to what it is – other than the silence.

It is just a truck, with all the convenience and comfort levels Isuzu's experience have given it. Even the transmission shifter is the same.



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Commercial registrations down for the month



New commercial registrations have dropped in June, down by 221 units year-on-year.

Total registrations of new trucks and buses over 3500kg GVM sits at 452 for the month.

This is down 32.8% compared to the same period last year which saw 673 registrations of new commercials for the month.

A total of 3078 new trucks and buses have hit the road in the year-to-date compared to 3147 for the same period last year.

Isuzu is market leader for the month of June with 91 units registered and a 20.1% market share. The brand was down 29.5% year-on-year compared to the 129 registered in the same period last year.

Fuso is in second spot for the month, down 43.4% with 69 units registered and a 15.3% market share.

Hino comes in third, down 15.7% with 59 units registered and a 13.1% market share.

Mercedes-Benz follows, up 36% (34), **Scania** down 27% (27), **Iveco** up 57.1% (22), **UD Trucks** down 8.7% (21), **Kenworth** down 9.1% (20), **DAF** down 41.7% (14) and **Fiat** down 59.4% (13).

Meanwhile, total used imported truck and bus registrations also down year-on-year with 163 units registered in June compared to 187 registered in the same period last year.

Isuzu lead the used commercial import market for the month with 37 units registered and a 22.7% market share. This was down 22.9% compared to the 48 in the same period last year.

Toyota comes in second, down 5.7% with 33 units registered and a 20.2% market share.

Hino third, down 6.1% (31) and a 19% market share.

Mitsubishi follows, up 25% (20 units), **Nissan** down 17.6% (14), **Fiat** up 25% (5), **Mazda** up 66.7% (5), **Kenworth** down 25% (3), **Mercedes-Benz** down 40% (3) and **Factory Built** (2).

The new heavy vehicle segment over 23,000kg GVM was down 19.4% year-on-year with a total of 195 registered units in June. This compares to 242 in the same period the previous year.

Scania leads the segment, up 3.8% with 27 units registered and a 13.8% market share.

Isuzu comes in second, down 43.9% with 23 units registered and a 11.8% market share,

Continued on page 25

NEW HEAVY TRUCKS OVER 23,000KG JUNE 2019

MAKE	JUNE '19	JUNE '18	% Change	% of Market	YTD '19	YTD '18
SCANIA	27	26	3.8	13.8	79	86
ISUZU	23	41	-43.9	11.8	172	208
HINO	20	27	-25.9	10.3	120	127
KENWORTH	20	22	-9.1	10.3	144	142
MERCEDES-BENZ	17	4	325.0	8.7	78	40
FUSO	16	38	-57.9	8.2	114	105
DAF	14	24	-41.7	7.2	119	149
VOLVO	13	16	-18.8	6.7	172	152
SINOTRUK	9	0	0.0	4.6	44	11
UD TRUCKS	9	14	-35.7	4.6	70	55
OTHER	27	30	-10.0	13.8	177	205
TOTAL	195	242	-19.4	100.0	1289	1280

NEW MEDIUM TRUCKS 9000-23,000KG JUNE 2019

MAKE	JUNE '19	JUNE '18	% Change	% of Market	YTD '19	YTD '18
ISUZU	26	38	-31.6	33.3	212	162
HINO	23	20	15.0	29.5	129	105
UD TRUCKS	12	9	33.3	15.4	60	62
FUSO	11	28	-60.7	14.1	95	100
IVECO	2	3	-33.3	2.6	24	32
OTHER	4	14	-71.4	5.1	46	43
TOTAL	78	112	-30.4	100.0	566	504

NEW LIGHT TRUCKS 3500-9000KG JUNE 2019

MAKE	JUNE '19	JUNE '18	% Change	% of Market	YTD '19	YTD '18
FUSO	42	53	-20.8	25.9	207	221
ISUZU	40	48	-16.7	24.7	221	197
HINO	16	23	-30.4	9.9	124	116
FIAT	13	32	-59.4	8.0	129	179
MERCEDES-BENZ	13	15	-13.3	8.0	95	109
IVECO	12	5	140.0	7.4	78	49
OTHER	18	22	-18.2	11.1	165	110
TOTAL	162	198	-18.2	100.0	1019	981
TOTAL	203	185	9.7	100.0	857	783



Continued from page 24

Hino is third, down 25.9% with 20 registered and a 10.3% market share.

Kenworth follows, down 9.1% (20), **Mercedes-Benz** up 325% (17), **Fuso** down 57.9% (16), **DAF** down 41.7% (14), **Volvo** down 18.8% (13) **Sinotruk** (9), **UD Trucks** down 35.7% (9).

Motor Truck Distributors general manager **Clive Jones** says the heavy truck market is "tracking really well".

MTD, distributors of **Mack** and **Volvo** trucks and buses, continues to experience "strong deliveries, positive market share and strong orders", Jones says.

"June has been a continuation of what we have seen throughout the year ... with orders and enquiry from all sectors across the heavy-duty segment."

Volvo's new FH Globetrotter XXL cab, recently unveiled in Australia, is also gaining customer enquiry in New Zealand which could see its arrival here.

The XXL cab features 600-litres extra storage and has one of the biggest and comfortable beds available on the market.



"Although there's not a huge demand for this type of truck in New Zealand, it still appeals to a niche owner-driver market with busy weekly workloads, Jones says.

"We do see some scope for it," he says.

The new medium truck segment between 9000kg to 23,000kg GVM is down 30.4% year-on-year with a total of 78 registered units for June compared to 112 in the same period last year.

Isuzu takes top spot, down 31.6% with 26 units and a 33.3% market share.

Hino comes in second, up 15% with 23 units and a 29.5% market share, **UD Trucks** is third, up 33.3% with 12 and a 15.4% market share.

Fuso follows, down 60.7% with 11 units and **Iveco** down 33.3% (2).

The new light commercial segment between 3500kg to 9000kg GVM featuring trucks, vans and buses was down 18.2% with 162 units registered in June compared to 198 in the same period the previous year.



Fuso leads the segment, down 20.8% with 42 units and a 25.9% market share.

Isuzu comes in second, down 16.7% with 40 units and a 24.7% market share, **Hino** is third, down 30.4% with 16 and a 9.9% market share.

Fiat follows, down 59.4% (13), **Mercedes-Benz** down 13.3% (13) and **Iveco** up 140% (12).

Registrations for new commercial vehicles (under

Continued on page 26

NEW BUSES OVER 3500KG JUNE 2019

MAKE	JUNE '19	JUNE '18	% Change	% of Market	YTD '19	YTD '18
FORD	7	13	-46.2	41.2	45	38
ALEXANDER DENNIS	3	20	-85.0	17.6	54	43
ISUZU	2	2	0.0	11.8	20	33
MERCEDES-BENZ	2	1	100.0	11.8	12	5
FACTORY BUILT	1	33	-97.0	5.9	11	105
OTHER	2	52	-96.2	11.8	62	158
TOTAL	17	121	-86.0	100.0	204	382

NEW LIGHT COMMERCIAL MAKES UNDER 3500KG JUNE 2019

MAKE	JUNE '19	JUNE '18	Movement	% Change	% of Market	YTD '19	YTD '18
FORD	1148	1186		-3.2	22.1	5710	5764
TOYOTA	973	900		8.1	18.7	4622	5238
HOLDEN	682	581		17.4	13.1	2699	2483
MITSUBISHI	530	507		4.5	10.2	3054	2270
NISSAN	364	365	Up 1	-0.3	7.0	1992	2082
ISUZU	286	415	Down 1	-31.1	5.5	1650	1899
MAZDA	199	202	Up 2	-1.5	3.8	1202	1032
VOLKSWAGEN	164	244		-32.8	3.2	641	1006
LDV	154	255	Down 2	-39.6	3.0	737	1004
HYUNDAI	119	56	Up 5	112.5	2.3	550	388
Other	584	736		-20.7	11.2	3804	3879
TOTAL	5203	5447		-4.5	100.0	26661	27045

NEW TRUCKS & BUSES MAKES ALL WEIGHTS OVER 3500KG JUNE 2019

MAKE	JUNE '19	JUNE '18	% Change	% of Market	YTD '19	YTD '18
ISUZU	91	129	-29.5	20.1	625	600
FUSO	69	122	-43.4	15.3	430	453
HINO	59	70	-15.7	13.1	373	348
MERCEDES-BENZ	34	25	36.0	7.5	195	168
SCANIA	27	37	-27.0	6.0	93	125
IVECO	22	14	57.1	4.9	135	126
UD TRUCKS	21	23	-8.7	4.6	132	118
KENWORTH	20	22	-9.1	4.4	144	142
DAF	14	24	-41.7	3.1	126	152
FIAT	13	32	-59.4	2.9	129	179
Other	82	175	-53.1	18.1	696	736
TOTAL	452	673	-32.8	100.0	3078	3147



Continued from page 25

3500kg) was down 4.5% in June with 5203 registered units for the month. This compares to 5447 in the same period last year.

Ford takes the top spot, down 3.2% with 1148 units and a 22.1% market share.

Toyota is second, up 8.1% with 973 units and a 18.7% market share, **Holden** is third, up 17.4% with 682 and a 13.1% market share.

Mitsubishi follows, up 4.5% (530), **Nissan** down 0.3% (364), **Isuzu** down 31.1% (286), **Mazda** down 1.5% (199), **Volkswagen** down 32.8% (164), **LDV** down 39.6% (154), and **Hyundai** up 112.5% (119).

Overall, registration data shows a total of 13,952 new vehicles hit the road in June, down 8% compared to 15,172 units in the same period last year.

Motor Industry Association chief executive **David Crawford** says overall year-to-date sales are down by nearly 5.5% on the first six months of 2018.

"The trend is downward though we have seen some lumpy results in the first half of this year. Two months of registrations were stronger compared to 2018 whereas the other four months were weaker.

"However, we need to remember that we are coming off five year-on-year records for new vehicle sales in New Zealand. In this context, while 2019 is looking to be a more pedestrian year compared to the last two years, the expected outturn is likely to be better than in 2016," Crawford says.

The **Ford Ranger** retained the top spot as the best-selling commercial model with 20% share (1057 units) followed by the **Toyota Hilux** with 14% share (719) with the **Holden Colorado** in third with 13% market share (677).

Year-to-date, utes continue to dominate the market. The **Ford Ranger** retains the market lead with 5077 units, followed by the



Toyota Hilux (3505), Mitsubishi Triton (3046), **Holden Colorado** (2662), and the **Toyota Corolla** regains fifth spot (2073).

Used heavy truck segment over 23,000kg was down 41.2% with 10 registrations in June.

Kenworth leads this segment with three units registered; **Dennis** is second (2) and **Caterpillar** (1).

Used medium trucks between 9000kg and 23,000kg GVM were down 52.4% with 10 units registered for the month.

Isuzu lead with four units registered, followed by **Hino** (2) and **Factory Built** (1).

Used light trucks between 3500kg to 9000kg GVM were down 5.4% year-on-year with 140 units registered.

Isuzu leads, down 19.5% with 33 units and a 23.6% market share.

Toyota is second, down 5.9% with 32 units and a 22.9% market share, **Hino** is third, up 7.4% (29) and a 20.7% market share.

Mitsubishi follows, up 38.5% (18), **Nissan** down 6.7% (14), **Fiat** up 25% (5) and **Mazda** up 66.7% (5).

Foley Trucks director and used trucks importer

Continued on page 27

USED HEAVY TRUCKS OVER 23,001KG JUNE 2019

MAKE	JUNE '19	JUNE '18	% Change	% of Market	YTD '19	YTD '18
KENWORTH	3	4	-25.0	30.0	13	12
DENNIS	2	0	0.0	20.0	2	0
CATERPILLAR	1	0	0.0	10.0	2	1
OTHER	4	13	-69.2	40.0	66	61
TOTAL	10	17	-41.2	100.0	83	74

USED MEDIUM TRUCKS 9001-23,000KG JUNE 2019

MAKE	JUNE '19	JUNE '18	% Change	% of Market	YTD '19	YTD '18
ISUZU	4	7	-42.9	40.0	20	28
HINO	2	4	-50.0	20.0	19	34
FACTORY BUILT	1	1	0.0	10.0	3	3
OTHER	3	10	-70.0	30.0	25	41
TOTAL	10	21	-52.4	100.0	67	106

USED LIGHT TRUCKS 3500-9000KG JUNE 2019

MAKE	JUNE '19	JUNE '18	% Change	% of Market	YTD '19	YTD '18
ISUZU	33	41	-19.5	23.6	206	255
TOYOTA	32	34	-5.9	22.9	227	211
HINO	29	27	7.4	20.7	189	169
MITSUBISHI	18	13	38.5	12.9	105	100
NISSAN	14	15	-6.7	10.0	97	79
FIAT	5	4	25.0	3.6	18	22
MAZDA	5	3	66.7	3.6	27	28
OTHER	4	11	-63.6	2.9	49	66
TOTAL	140	148	-5.4	100.0	918	930

USED BUSES OVER 3500KG JUNE 2019

MAKE	JUNE '19	JUNE '18	% Change	% of Market	YTD' 19	YTD '18
FACTORY BUILT	1	0	0.0	33.3	2	3
MITSUBISHI	1	0	0.0	33.3	3	4
OTHER	1	6	-83.3	33.3	30	29
TOTAL	3	6	-50.0	100.0	35	36

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Thomas Church, says the market is still "ticking along" with a strong civil construction industry.

However, general business confidence appears to be flat.

"People are coming in and buying the gear they need but there is a lot of uncertainly in the market at the moment," he says.

The new tractor market was down 15.3% with 133 units registered in June compared to 157 in the same period the previous year.

John Deere took top spot, down 18.5% with 44 units and a 33.1% market share.

Kubota is second, up 216.7% with 19 units and a 14.3% market share, **Case IH** is third, up 87.5% (15) and an 11.3% market share.

Massey Ferguson follows, down 56.5% (10), **New Holland** down 61.9% (8), **Class** down 22.2% (7), **Deutz-Fahr** down 36.4% (7), Tractor down 30% (7) and **Case** up 400% (5).





USED TRUCK AND BUS MAKES
ALL WEIGHTS OVER 3500KG JUNE 2019

MAKE	JUNE '19	JUNE '18	% CHANGE	MARKET	YTD '19	YTD '18
ISUZU	37	48	-22.9	22.7	230	290
TOYOTA	33	35	-5.7	20.2	231	217
HINO	31	33	-6.1	19.0	221	214
MITSUBISHI	20	16	25.0	12.3	117	113
NISSAN	14	17	-17.6	8.6	105	90
FIAT	5	4	25.0	3.1	18	22
MAZDA	5	3	66.7	3.1	27	28
KENWORTH	3	4	-25.0	1.8	10	12
MERCEDES-BENZ	3	5	-40.0	1.8	12	24
FACTORY BUILT	2	0	0.0	1.2	5	7
Other	10	22	-54.5	6.1	127	129
TOTAL	**163**	**187**	**-12.8**	**100.0**	**1103**	**1146**

USED LIGHT COMMERCIAL MAKES
UNDER 3500KG JUNE 2019

MAKE	JUNE '19	JUNE '18	Movement	YTD '19	YTD '18	% Change	Market Share
TOYOTA	392	453	0	-13.5	45.7	2554	2583
NISSAN	213	201	0	6.0	24.8	1277	1240
ISUZU	42	53	Up 1	-20.8	4.9	256	338
MAZDA	36	65	Down 1	-44.6	4.2	257	359
MITSUBISHI	32	33	Up 2	-3.0	3.7	177	212
HINO	31	33	0	-6.1	3.6	221	214
FORD	28	39	Down 2	-28.2	3.3	244	250
FIAT	13	20	Up 1	-35.0	1.5	98	86
CHEVROLET	11	20	Down 1	-45.0	1.3	88	110
HOLDEN	10	13	0	-23.1	1.2	92	111
OTHER	50	69	0	-27.5	5.8	328	377
TOTAL	**858**	**999**		**-14.1**	**100.0**	**5592**	**5880**

USED TRACTOR REGISTRATIONS JUNE 2019

MAKE	JUNE '19	JUNE '18	% Change	% of Market	YTD '19	YTD '18
JOHN DEERE	10	8	25.0	21.3	15	63
NEW HOLLAND	7	2	250.0	14.9	12	24
MASSEY FERGUSON	4	9	-55.6	8.5	25	53
INTERNATIONAL	3	0	0.0	6.4	9	8
MCCORMICK	3	0	0.0	6.4	4	0
CASE	2	2	0.0	4.3	10	24
OTHER	18	16	12.5	38.3	127	156
TOTAL	**47**	**37**	**27.0**	**100.0**	**202**	**328**

NEW TRACTOR REGISTRATIONS JUNE 2019

MAKE	JUNE 19	JUNE '18	% Change	% of Market	YTD '19	YTD '18
JOHN DEERE	44	54	-18.5	33.1	274	316
KUBOTA	19	6	216.7	14.3	78	62
CASE IH	15	8	87.5	11.3	87	53
MASSEY FERGUSON	10	23	-56.5	7.5	94	120
NEW HOLLAND	8	21	-61.9	6.0	96	74
CLAAS	7	9	-22.2	5.3	30	55
DEUTZ-FAHR	7	11	-36.4	5.3	42	47
TRACTOR	7	10	-30.0	5.3	50	38
CASE	5	1	400.0	3.8	26	29
OTHER	11	14	-21.4	8.3	95	117
TOTAL	**133**	**157**	**-15.3**	**100.0**	**872**	**911**

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RVE adds Triton package

Vehicle enhancement specialists RVE are adding to the Mitsubishi Triton with the new FRX specification.

RVE is adding its signature race-inspired Monza-style leather seating giving a higher level of comfort and ruggedness.

The outer package adds a new wide stance, thanks to integrated designs of wheel arch flares and 20-inch intrepid alloy wheels and Black Bear all-terrain tyres.

The aggressive tread tackles mud or sand while easily managing the highway.

The front design has a new bumper overlay to add to the wider stance and allows the option of a super bright 19-inch light bar and grille insert to the package.

The aggressive tread will make the day's work in mud or weekend in the sand, easy to manage and all the while owning the highway.

The new black flares co-ordinate with the decals on bonnet, sides and rear tailgate.

Authorised installers across New Zealand and Australia are able to install the FRX upgrade and also include options such as the exclusive electric rear lid for load carrying adaptability and security.

Sports bars and sturdy side steps add extra convenience when loading the Triton.



Tinted windows can be installed at the same time as other upgrades and options.

*Go to **www.rve.co.nz** for more information.









Indian surprisingly hits the spot

Sometimes longevity is a good thing in a vehicle model. While other manufacturers may bring out a new version of a popular model every four to six years, there is something to be said for a brand that has been around for a long time, been progressively polished, and usually get cheaper.

Mahindra's Pik-up is one such vehicle. It has been on sale in its current basic form for 17 years in its source market, and first became available in New Zealand nearly a decade ago. After a brief hiatus, the brand is back with a new distributor and big upgrades to its most prominent offering.

Where the Pik-up sits in the commercial market is an interesting question. It is bigger and more work focused than the current generation of utes, and most closely aligns with the Land Rover Defender pick-up models of the past and the legendary 79-series Toyota Land Cruiser.

There are two versions of the Pik-up, a lower-spec S6 as driven and a higher-spec S10. Mahindra has a solid tool chest of accessories such as trays allowing you to build your own vehicle. In this case our S6 double cab carries a bull bar and alloy tray.

The diesel engine is Mahindra's own, dubbed mHawk. It is 2.2-litres in capacity, and uses a variable geometry turbocharger to produce 103kW and 320Nm from a low 1600rpm.

While the headline figures are not high, it delivers its power very smoothly. The only transmission choice is a six-speed manual, and its shifting is impressively light and slick.

The steering is well assisted, but at 5.2-metres long before the tray is added - closer to 6m with the bull bar and deck - don't expect it to be easy to manoeuvre. Still, visibility from the flat windows is pretty good, forward, fine to the side, and poor directly to the rear - you can't see the edge of the tray through the rear window. No reversing camera or sensors on the standard model.

The driving experience is a little numb, but stable and oddly comfortable thanks to the high-profile tyres. A load on the rear tray would no doubt prevent the bouncy ride we found on test. The brakes need a little bit of left pedal force but otherwise perform well. The steering offers little feedback, though has a surprisingly nice weight to it.

We have tried the Pik-up offload before and it is a capable operator. The BorgWarner supplied transfer case is operated by a dial between the seats and can be shifted between two and four-wheel drive and four-wheel drive low. An Eaton diff-lock assists in the worst conditions. The front suspension is an independent torsion-bar setup, the rear leaf. Ride height is 210mm.

Towing is a little bit of a let down at just 2500kg braked. Fuel consumption is reported at 8.6-litres per 100km.

Equipment on the S6 model is sparse but sufficient. There are front and rear electric windows, manual air-conditioning - with high and low modes - a CD player stereo which does not have Bluetooth connectivity, and part vinyl seat coverings.

The higher specification S10 model adds a touchscreen infotainment system with Bluetooth, climate control air-conditioning, steering wheel controls and a unique dash cluster - though considering the work-ready nature of the Pik-up that almost seems a little superfluous.

Interior build quality is reasonable. Plastics feel tough and the way the dash

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Indian surprisingly hits the spot

Continued from page 29

adheres to the windscreen gives it a sturdy look. Interior space is also pretty good once you are inside - though the narrow door openings require a head duck to enter. Rear seat space is good, though the back rest is very upright. We like the addition of a centre headrest although it totally blocked the rear vision mirror for us.

The safety features of the Pik-up are modest by current standards though match that of the 79-series. You get driver and passenger airbags, electronic stability control and anti-lock brakes. All three rear seatbelts are three-point and there are ISOFIX mounts in the rear window positions.

So why would you buy a Mahindra over a conventional ute or light truck, or even the Landcruiser?

Firstly, the price. Pik-ups start from $22,600 for the single cab, or $26,078 for the double cab - both prices before GST and inroads. For a capable, and we think solidly built truck, that is arguably a bargain.

While a three-year, 100,000km warranty gives some peace of mind as well, with Mahindra distribution in its third iteration here, it is fair to question if support will be ongoing.

The distributors are already well established in the used car market, and have factory backing for their new car efforts.

Mahindra has a solid forward product pipeline, which has to give at least an optimistic view to its future in New Zealand.







Volvo adds space and comfort with XXL Globetrotter

A larger cab, increased storage and one of the biggest beds in the business. Volvo Trucks has increased the size of its already spacious FH Globetrotter for long-haul living comfort.

Volvo Trucks' popular FH cab has been supersized with the new XXL version, which is designed to be a home away from home for long-haul drivers out on tough assignments.

The cab is a full 600 litres larger than the already spacious FH – giving drivers much more space to stretch out. It also includes a larger bed and plenty of extra, easy-to-reach storage.

Volvo Trucks' FH cab was re-engineered by moving the rear cab wall back 25cm and strengthening it with extra C-pillars. The result is a much longer cab that is also strong enough to meet Volvo Trucks' tough safety standards.

"We wanted a much bigger cab that also had the strength to withstand Volvo Trucks' front impact tests, but without adding too much weight. The XXL cab delivers on both fronts," Volvo Trucks special vehicle product manager **Lars Franck** says.

To ensure a good night's sleep, the XXL cab has one of the biggest beds in the business. The bed has been made 13cm longer than the one in a regular FH and 25 cm wider – giving the driver plenty of extra headroom and space to stretch out. And the new mattress is made with S-Touch technology, which integrates a polyether foam pillow on every spring.

"A well-rested driver is both safer and happier. That's why we wanted to offer a really big bed that is also extremely comfortable," Volvo Group chief project manager **Joacim Vernersson** says.

The interior of the cab is designed to be both flexible and practical. With 50 extra litres of additional storage in each compartment under the bunk, drivers can take many more personal items with them on long trips. The lower bed can also be ordered with a reclining function for improved flexibility and comfort.

"Many Volvo trucks drivers are out on the road for weeks at a time. For them, the XXL cab is designed to provide flexibility and world-class driver comfort," Vernersson says.

Volvo Trucks Australia vice-president



Tony O'Connell says the FH Globetrotter XXL has also been designed with fuel efficiency in mind.

The cab maintains the FH Globetrotter's aerodynamic and fuel-efficient shape and has been constructed using galvanised sheet metal and other carefully selected materials, to increase the space with minimal extra weight.

"It is big on size and comfort, big on safety and is supported by the biggest dealer network in Australia and New Zealand. The Volvo FH XXL ticks all the boxes," O'Connell says.

Conference's central focus is on industry wellbeing

There are some big challenges facing road freight in New Zealand over the coming years, and while not all of these are issues that we can solve on our own, it is time the industry considered what the future will look like and the important place of road transport within it.

This year's Road Transport Forum Conference, set for Wairakei Resort near Taupo on September 24 and 25, is the perfect opportunity to participate in discussions on the issues and topics that are of central concern to our livelihoods and wellbeing of those we employ and do business with.

We know that if New Zealand transport businesses are to prosper and keep pace with a growing population and economy, we must encourage more people into the industry, as well as making sure that we do more to better train and professionally develop our existing workforce.

We must make sure that the industry sets the bar high when it comes to safety. Road transport companies and their drivers need to model the best driving practices out there on the road and illustrate the professionalism and duty of care that goes with being a professional driver.

We must also ensure that our businesses are built around the best possible health and safety practices and have at their heart the wellbeing of their staff and contractors.

By the time the conference gets under way, the Labour-led Government will have had almost two years in office and in that time significant changes have been made to the direction of government transport policy.

Where the previous government emphasised the Roads of National Significance programme, the Ardern Government has pivoted aggressively towards public transport, rail and a programme of regional roading upgrades.

Without a doubt this will have a significant impact on the road transport industry. The only state highway project on the cards beyond what is already under way is the Manawatu Gorge replacement.

The East-West Link, Katikati to Tauranga and Christchurch to Ashburton, have all been quietly forgotten.

Nevertheless, RUCs and fuel excise have increased the fixed costs for road users and are no longer ring-fenced for roading or the relief of congestion.

Instead, significant funding has been allocated to urban public transport projects, while KiwiRail has had another massive injection of cash from the Budget to invest in its infrastructure, with the recent reopening of the Wairoa to Napier Railway the latest example of this Government's ambition to breathe new life into previously failed regional rail.

Talking of the Budget, it was very revealing to hear the prime minister during her speech shout, "if you want to talk about safety on our roads, get freight off it and get it on to rail".

The truth is in spite of that despite the Government's often-stated safety ambition, the lack of investment in roads and their maintenance is having a major detrimental effect on safety up and down the country. Just ask our drivers!

With the next election little more than a year away, the first day of the conference is a timely occasion to hear from and question the policies of Labour MP and minister of transport **Phil Twyford**, NZ First's "first minister of the regions", **Shane Jones**, as well as the National Party.

Day one will also include sessions with the Ministry of Transport's **Peter Mersi**, as well as with NZTA, CVST and WorkSafe, who will provide the Government's perspective on the compliance challenges facing the transport sector and answer your questions.

Rounding out the day will be the sector meetings and their report backs, which will give participants the opportunity to discuss the specific issues facing the livestock, forestry, metro-ports and linehaul sectors.

One of the highlights of day two will be the blunt appraisal of the state of the economy from respected economic commentator **Cameron Bagrie**.

Last year Cameron warned transport operators that while the bones of the New Zealand economy were strong there were headwinds in the form of geopolitical challenges, increasing environmental concerns and disruptions from the uptake of new and emerging technologies.

One year on, it will be interesting to hear whether his forecasts have changed at all.

Paul MacKay from Business New Zealand will update delegates on how last year's changes to employment law have shaken out and what operators in the industry need to be aware of.

Melanie Boyle from Women Step Forward, and **Margaret Kouvelis**, will continue the HR theme with tips on how businesses can better engage a younger workforce and structure themselves to be in the best position to attract women and young people to our industry.

The afternoon will be dedicated to health and wellbeing with **Dr Tom Mulholland** and **Lucy Kelleher** addressing such topics as stress, depression and attention overload.

The final night of the conference will see the traditional gala dinner including the NZ Road Transport Industry Awards.

There are some new categories for 2019 with the Teletrac Navman Outstanding Contribution by a Woman in the Road Transport Industry, and EROAD Young Driver of the Year (under 35) awards, recognising the increasingly important role of women and young people in the industry.

Registration for the conference, including accommodation, is now open at ***www.rtfconference.co.nz.*** Entries for the NZ Road Transport Industry Awards are also open. Criteria and nomination details can be found at ***www.rtfnz.co.nz.***

I look forward to seeing you there.



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.

Rail part of a balanced approach to transport

Investing in rail has huge benefits for the wellbeing of New Zealanders and that's why we gave KiwiRail a $1 billion boost in Budget 19.

Whether it's boosting growth in our regions, reducing carbon emissions, or getting more heavy trucks off our roads and giving people real transport options in our cities – we recognise the value that rail brings.

Previous governments took a hands-off approach and left rail in a state of managed decline. That's why we instigated the Future of Rail review to make sure we are taking a long-term, joined up approach.

The results of this work will feed into our Rail Plan, which will be released later this year, and will outline the Government's strategic vision and give a 10-year programme of indicative investments and benefits. It will ensure rail is fully incorporated into national and regional transport planning.

Until now, rail has been an orphan standing out in the cold, cut off from the normal transport funding, planning and decision-making process. We are bringing rail in from the cold – fully integrating it alongside roads, motorways and all the transport investments so that for any transport task, decision makers can consider rail alongside all modes and invest in the best option.

We want to move more people and more freight by rail and grow the network where it makes sense. The EY Value of Rail Report says that KiwiRail's freight service provides significant economic value and that it is an economic enabler to the many regions it serves.

The report estimates that rail's share of the freight task is worth over $350 million a year and our Government wants to make sure that the regions get their fair share of the opportunities.

The Provincial Growth Fund has already given nearly $200 million to rail to create more growth in the regions. A great example of this was last month when the Government re-opened the Napier-Wairoa line. After being closed for seven years, this line will be crucial for the local forestry sector.

We have to get ahead of the curve. Forestry harvests around Wairoa are predicted to quadruple in the coming years, rising from around 150,000 tonnes currently to 600,000 tonnes by 2023.

Trucks won't be able to haul all those logs alone and trains will be needed to get this vital export to the Port of Napier.

When the train services are fully up and running, they are expected to replace 15,000 truck journeys each year on the region's roads, making them safer and reducing wear and tear.

We're not picking favourites, but are making sure that we are using the most efficient mode in each situation. Companies like Fonterra and Mainfreight agree that we should invest in rail to help move more freight.

Mainfreight group managing director **Don Braid** said last year that rail is a necessity and that it can be a second corridor to take the load off the roading infrastructure. He also noted it's not just for freight but for passengers as well, and he acknowledged that the Government is taking steps in that direction, and we are investing in the City Rail Link and Wellington's regional commuter lines.

Trucks will still continue to be a huge part of moving freight throughout the country. They're still the best option for getting goods straight to the door of businesses.

That's why we're investing $5.7 billion in this three-year period maintaining the road network – $1.5 billion more than the previous government. We know that a lot of drivers are concerned about the safety of our roads.

Our Government is also significantly increasing how much we are spending on safety improvements, investing $1.4 billion over the next three years on targeted road safety upgrades, like median and side barriers, and wider shoulders.

By 2021, we plan to upgrade over 3000 kilometres of high-risk state highways and local roads and we're doing it in partnership with local government. When fully rolled out, this is expected to save 160 lives and serious injuries per year.

The Government is taking a balanced approach to transport, investing in roads, motorways, rail, public transport and walking and cycling across the country. This is compared to the former government which spent 40% of the transport budget on a few hand-picked motorways that only take 4% of vehicle journeys.

We're spending $700 million more on regional roads than the last government because we know they've been starved of the funding they need to be kept up to scratch.

Transport Talk readers can be assured that our Government is tackling the long-term issues and investing in rail alongside roads and other vital pieces of transport infrastructure.

Transport minister **Phil Twyford** is the Labour Member of Parliament for Te Atatu, where he lives. He was elected to Parliament for the Labour Party in 2008.



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Health & safety planning key for small businesses

Your employees are an integral part of any businesses success, no matter the sector they work in. Planning with health and safety in mind for small business owners can be a confusing process. To make it simpler, we've broken down some steps to help small business owners promote a safe working culture in the workplaces.

Define safety and implement metrics

Every person in the workplace has a role to play in health and safety at work. The Health and Safety at Work Act 2015 requires that everyone on site is given the highest level of protection from risk to ensure everyone gets home safely. Vehicles are also considered a workplace, so they must be treated with the same care as you would with an office, depot or warehouse.

It is important that everyone is on the same page as to what safety means. Work with employees to understand what areas affect them: Driving? Using tools? Long hours?

Implementing metrics helps you stay accountable to reducing harm. Metrics such as reducing slips and falls by 50% over 12 months or reducing speeding infringements by 60% over 12 months can help ensure that employees are more likely to take safety seriously and feel like they are working towards an achievable goal.

Use tools to identity hazards and measure performance

There are a variety of tools that small businesses can use to identify, track and measure health and safety goals.

A low-cost method for some workplaces is to have a whiteboard that displays hazards and incidents that have occurred. The whiteboard should be displayed in a communal area such as the lunch room so everyone can have access to it. Hazards that could be written include wet floors, frayed electrical cords, and exposure to chemicals – anything from the smallest paper cut to a serious injury should be recorded.

Many industry sectors have businesses where employees are constantly on the road, from couriers and logging to trades services, healthcare and construction. This makes driver safety an integral part of overall workplace health and safety plan.

Chris L'Ecluse is a solutions specialist at *Teletrac Navman*. He is also a qualified Master Driver Trainer and former police officer. He has extensive experience to educate industries on work, health & safety laws and safe driving behaviour.



GPS fleet tracking software helps employees to monitor driver behaviour and can show employees what their unsafe driving habits are, so they can correct them. Unsafe driving behaviours include speeding, harsh braking, and rough cornering. These habits can all lead to road collisions or cause work vehicles to deteriorate faster.

Schedule safety education sessions and refresher meetings

The purpose of a safety education session is not disciplinary, rather educational. It is important not to single out any employee but talk to the collective about issues that affect them all.

These education sessions should be used to collaborate on health and safety plans to promote a good safety culture and employee buy-in.

The Ministry of Business Innovation and Employment says robust health and safety plans are not made by individuals but by a collective.

When constructing the health and safety plan it is also important to outline how to safely remove people who are differently abled from the worksite in case of an emergency.

Further to this, ensure you have an accessible and direct path to a safe meeting point somewhere outside of the workplace. Emergency types to plan for include fire, on-site incidents, electrical, chemical and more.

Considering that the worst sectors for workplace deaths are agriculture, construction, forestry and transport and logistics, it's become more and more common for business to be aware of the risks involved in the business, risks to each person's role in the workplace and come up with actions to reduce or mitigate those risks.

Health and safety education sessions and planning should take place at least every three months and new employees should all be briefed with the latest information. Surprise drills can also be performed for all staff to ensure that policies can be easily put into practice in case of emergency.

Implement safety checklists

These checklists are for individual employees to minimise risks of injury. Employees should go through these checklists at the beginning and end of a shift.

Checklists may differ from organisation to organisation or even for different departments in the same business. Checklists are dependent on the safety risks that the individual is trying to minimise. Things to include on the checklist could be:

Environmental:

- Declutter fire exits and make them more noticeable.
- Unplug and coil extension cords when not in use.
- Keep work areas clean and tidy.

Technical:

- Notify management of broken/faulty machinery.
- Check the fluid for brakes, transmission and power steering.
- Ensure you have completed electrical tests on all machinery used, including computers.

People:

- Make sure staff take adequate rest breaks.
- Make sure staff are comfortable at their desks or areas of work.
- Make sure that people are fit and well, especially when operating machinery and large vehicles.

Reward safe behaviour

Introducing incentives for safe behaviour is another way to gain employee buy-in. Even rewards as simple as a morning tea or a gift card for the team or individual displaying safe behaviours can encourage other employees to follow suit.

Making safety an opportunity for reward and recognition, rather than a chore, will make it more valuable to your employees.

Reducing carbon good for balance sheet

I recently stumbled across a great anecdote from Enviro-Mark Solutions about a company's experience when they embarked on the journey to reduce their greenhouse gas emissions – "we went looking for carbon and found s*** loads of money."

Yes, reducing carbon is good for the environment but it's pretty good for the balance sheet too.

And, for the transport sector, the case for tackling emissions is clear with the sector contributing nearly 20% of New Zealand's greenhouse gas emissions, and emissions from heavy vehicles including trucks, buses, planes, trains and ships making up 6% of the total.

More concerningly, transport emissions were also the biggest contributor to the rise in New Zealand's gross emissions, increasing about 70% between 1990 and 2016. Therefore, it's essential we limit, then stop, this growth as soon as possible to start a trajectory to net zero emissions.

So how do we do that?

An emissions reduction scenario painted by the Productivity Commission in their report on transitioning to a low-carbon economy would see total transport emissions fall by around two-thirds from 2015 to 2050.

It involves adopting a mix of solutions. Some are available right now – switching from running vehicles on fossil fuels with biodiesel, improving fuel efficiency, and better utilising heavy vehicle fleets.

And medium to longer term solutions include a commitment to phase out importing of fossil fuel vehicles by a certain date; adopting electric and hydrogen-fuelled vehicles; and shifting to cleaner modes of heavy transport.

In addition, the Road Freight Lab, which is a World Business Council for Sustainable Development programme, identified better use of delivery windows, sharing assets and load optimisation as having high potential to reduce emissions.

In New Zealand, there's already some great work going on from members of the Climate Leaders Coalition. For instance, a number of signatories are working to electrify heavy vehicles including trucks, forklifts, buses, campervans, and courier vans.

Ports of Auckland, KiwiRail, Auckland Council and Auckland Transport are collaborating to build a hydrogen production and refuelling facility at the Waitemata port, and Z Energy's biofuel is now supplying Fonterra, NZ Post, TIL Logistics Group, and Downer.

That's just the start and there's scope to do much more.

Judging from the turnout at our recent net zero transport workshop in Christchurch, there's plenty of appetite for it too. Among the 45 attendees, Ports of Auckland, Fonterra, New Zealand Post, Ravensdown, DB Breweries and CHEP were among those committed to bold solutions to reduce emissions.

The solutions brainstormed included working with suppliers to build emissions reduction into agreements, accelerating biofuels uptake through levers to create price parity with diesel, and Government intervention to optimise heavy transport through data sharing.

While all of these ideas have potential, the group decided to focus on one solution to put into practice.

Group members voted to scope a project that would develop a shared financing model for research into the viability of low emission solutions which could be piloted and used by the group.

I look forward to scoping this work in the coming months and there has already been a lot of interest from key stakeholders.

I am a strong believer that we will make faster progress on tackling transport emissions by working together and it's not too late for your business to start the journey to reduce your emissions (and save money).

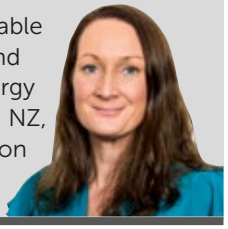
I encourage you take your first steps at our EMBARK event on July 24 at SkyCity in Auckland. The one-day event is your opportunity to meet other organisations committed to climate action, learn how to make faster progress, and be connected to people who can help make it happen.

Among those sharing their journeys are Ports of Auckland on how to measure and report emissions, Fonterra on their electrification roadmap, and Z Energy and Air New Zealand on carbon credits and offsetting.

The more people in the room, the more we can achieve collectively.

*Go to **embark2019.nz** to register.

Kate Alcock is project manager for the Sustainable Business Council and looks after the climate and resources work. She has worked in various energy efficiency and sustainability roles in the UK and NZ, including the Energy Efficiency and Conservation Authority (EECA) and NZ Post.





Top tech Heidi Inkster gets international honour



Champion diesel technician **Heidi Inkster** has been formally recognised in Japan for her first place performance at Hino New Zealand's 2018 Skills Contest.

She travelled to Tokyo in May representing Truckstops, along with Hino NZ general manager **Darren Salt**, at the 2019 International Assembly of Hino Skills Contest Winners.

Inkster says it was an "unforgettable trip" that has paid her "back in full for those weeks spent poring over web manuals".

The event included representatives from Malaysia, Thailand, Canada, Russia, South Africa and many other countries.

"It was a privilege to be able to attend the trip and to interact with many other passionate Hino technicians from around the world.

"If you are considering entering, I would highly recommend it," Inkster says.

Salt says he was "proud as punch" to see Inkster represent the Hino and Truckstops at the international event.

"It was really pleasing to see Heidi's hard work, dedication and positive attitude rewarded at an event like this.

"What an opportunity for her and what an opportunity for the techs who have taken on the 2019 Hino Skills Contest challenge," he says.

Inkster was up against 28 technicians from across New Zealand in the Hino NZ Skills Competition national final last year.

The competition was held at the National Development Centre in Auckland which runs the Truckstops apprenticeship programme and supports both Hino & Truckstops with targeted, product-specific training programmes. It takes around 14 new apprentices every year.

She also finished first equal in a trans-Tasman clash with Hino Australia's 2016 champion Asa Pearson at the group's Sydney training centre in August last year.



Darren Salt and Heidi Inkster.

TRANSPORT TALK DIARY



TransportTalk New Zealand editor Nigel Moffiet looks at the month gone by on **www.transporttalk.co.nz**

June 4

TRT expands South Island operations

Tidd Ross Todd Limited (TRT) has moved its South Island operations into a larger site to carry a greater variety of truck and trailer parts.

The new warehouse facility is located at 6 Brydone Road, Hornby, Christchurch. The move comes only 10 months after TRT's first branch opening in the South Island.

June 6

Road transport awards reflect changing workforce

The launch of two new industry awards focused on women and young drivers is great for the industry, Road Transport Forum chief executive **Nick Leggett** says.

Entries are now open for the Teletrac Navman Outstanding Contribution by a Woman in the Road Transport Industry and the EROAD Young Driver of the Year (under 35) awards. Along with the VTNZ Supreme Contribution to Road Transport and EROAD Outstanding Contribution to Health and Safety awards, the awards will be presented at the NZ Road Transport Industry Awards Gala Dinner on Wednesday, September 25, at Wairakei Resort near Taupo.

June 10

New boss for Isuzu Trucks

Isuzu Trucks New Zealand has appointed **Dave Ballantyne** as its new general manager.

He takes over from Colin Muir who resigned from the business in April. Ballantyne was promoted from his previous position of national sales manager, a post he held since joining Isuzu Trucks in September 2016.

June 11

TIL Logistics adopts face tracking technology

TIL Logistics Group (TIL) has signed an agreement with driver safety provider AutoSense for online driver training, in-cab simulator training and face tracking software.

The agreement will see AutoSense provide and install Seeing Machines Guardian technology in more than 1000 of TIL's fleet vehicles.

June 12

Otago Polytechnic starts heavy vehicle training

Otago Polytechnic is launching a heavy automotive engineering programme and driver training as a result of consultation with local industry to meet the skills shortage.

Otago Polytechnic automotive programme manager Hamish Miller says "it's a win-win".

The level 4 New Zealand engineering certificate "gives learners a really strong grounding".

Wellington welcomes its first electric rubbish truck

Wellington's first fully electric rubbish truck will join two electric vans in servicing about 40 Wellington City Council social housing sites.

The Manco SEA EV10 Electricat was revealed at a ceremony at the council's Berkley Dallard apartments on June 12.

Bought with the aid of the government's Energy Efficiency and Conservation Authority (EECA) fund, the e-truck goes to contractor Professional Property & Cleaning Services (PPCS).

June 13

Coretex appoints new leader

Fleet safety and management technology firm Coretex has appointed **William Payne** as chief executive.

Payne is chief information officer at building and construction giant Boral and starts the new role on August 1.

Retiring chief executive **Selwyn Pellett** will remain on the Coretex board as a non-executive director.

WorkSafe NZ appoints new board

WorkSafe New Zealand has appointed **Bill Moran** and **Kristen Thompson** to its board and re-appointed **Chris Ellis** and **Paula Rose**.

WorkSafe New Zealand is the country's workplace health and safety regulator focused on embedding and promoting good workplace health and safety practices.

Workplace relations and safety minister Iain **Lees-Galloway** is welcoming the team.

Govt appoints Sir Brian Roche to head NZTA

Sir Brian Roche has been appointed chair of the NZ Transport Agency for a three-year term.

He previously led the NZTA board in 2010 and is currently chair of City Rail Link Limited.

Roche told *Stuff* he will remain on the City Rail Link board and would manage any conflicts of interest, but doesn't see any issues at this stage.

June 17

Napier-Wairoa rail officially re-opened

The reopening of the Napier to Wairoa rail line in the Hawkes Bay is being welcomed as an important step in boosting the region's forestry sector.

State-owned enterprises minister Winston Peters and regional economic development minister Shane Jones were at the official opening of the line at KiwiRail's Napier depot on June 14.

June 20

Air NZ boss steps down

Air New Zealand chief executive **Christopher Luxon** has announced his resignation and will step down in September.

It comes after seven years in the top role for the airline; a career in politics is being hinted at.

June 21

AV shuttle rides at Christchurch Airport

People are invited to ride next week at Christchurch Airport on a new Ohmio Lift self-driving shuttle launched there.

Hailed as "New Zealand's first Smart Shuttle", the Lift can carry up to 15 mainly standing adults at a time and is the second stage of an autonomous vehicle (AV) trial on private airport roads.

June 24

Turners tweaks online search options

Turners Trucks and Machinery is making it easier for customers to find items they are interested in locally by introducing online search options per region.

"As we often have items for sale around New Zealand that are not actually located at our branches, this will also make it easier for customers to know where to go to collect an item they have purchased.

"There has been some confusion in the past," the company says.

Thieves use unmarked tow trucks to steal cars

Police are investigating reports of thieves using unmarked tow trucks to steal cars off the street.

Thieves are pretending to be tow truck drivers as an

Continued on page 42

Continued from page 41

undercover way to steal these vehicles, before dropping them off at wrecker yards.

Top tech Heidi Inkster gets international honour

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She travelled to Tokyo in May representing Truckstops, along with Hino NZ general manager Darren Salt, at the 2019 International Assembly of Hino Skills Contest Winners.

Waterview Connection wins international award

The Waterview Connection project has been recognised at the Los Angeles Business Council's Architectural Awards.

Urban design and architect partners Boffa Miskell and Warren and Mahoney received the Tripartite Award at the June 21 event. They were among the Well-Connected Alliance team which carried out the project.

June 25

Go Orange donates buses

A growing social enterprise founded four years ago by entrepreneur **Rob Bruce** has been given a huge boost thanks to one of New Zealand's top tourism companies.

Tourism company Go Orange has gifted two buses to adventure group Got To Get Out, which is on a mission to get people active and outdoors with free hikes and bike trips.

Climate Leaders Coalition marks 100th signatory

The Climate Leaders Coalition is celebrating its 100th signatory as businesses commit to tackling greenhouse gas emissions for a low-carbon economy.

Agritech and herd improvement co-operative LIC has joined the initiative which includes a large number of transportation and energy firms.

Coalition convener and Z Energy chief executive **Mike Bennetts** says the coalition is making a lot of progress.

KiwiRail set for hundreds of new engines and wagons

KiwiRail is putting more than 100 new locomotives and 900 new container wagons on track as part of the Government's so-called Wellbeing Budget which is investing $1 billion into rail.

Deputy prime minister Winston Peters says rail has faced years of decline.

"We're addressing the last three decades of underinvestment in our rail system, and enabling growth that will ensure rail is sustainable."

June 26

Ports of Auckland scoops award

Ports of Auckland has won Best Seaport in Oceania at the 2019 Asian Freight, Logistics and Supply Chain Awards.

Leading companies in the cargo, logistics and supply chain sectors took home 48 different awards at the Hong Kong event on June 17.

Ports of Auckland was the only New Zealand seaport in the Oceania category as a finalist, beating out Fremantle, Melbourne and Brisbane.

Keep up with daily NZ transport & equipment news
transporttalk.co.nz

TRANSPORT TALK DIARY

TransportTalk Australia editor Scott Murray looks at the month gone by on **www.transporttalk.com.au**



June 5

Truck sales stuck in-gear in May

Most of the top 10 truck brands were unable to better their May 2018 sales results.

Isuzu, Hino, Fuso, Kenworth, Volvo, Mercedes-Benz, MAN and Mack couldn't top their respective sales figures reported this time last year, however, Scania and IVECO bucked that trend.

June 7

Video: Teletrac Navman targeting changes in transport industry

Teletrac Navman is set to launch its Sentinel electronic work diary (EWD) in the Australian market after submitting the software to the National Heavy Vehicle Regulator (NHVR) for approval.

After releasing its final consultation report, the NHVR began accepting applications to approve EWDs for use on May 28.

June 12

Carways switches telco for transport solutions

Australian interstate vehicle transport service Carways has signed a deal with Macquarie Telecom to supply mobile and data services.

This is helping with driver safety solutions and also enabling Carways to develop a new application to simplify tasks such as receiving jobs, inspecting vehicles and obtaining customer signatures.

Funding boost for Mount Isa freight

Mineral freight exports are being boosted on the Mount Isa rail line by around $500 million in government funding.

Queensland deputy premier and treasurer Jackie Trad announced the plan at Port of Townsville ahead of the State Budget and said the investment would promote mining and exploration in the region.

Road transport jobs for regional Queensland

A multi-billion dollar regional road and transport infrastructure project will offer thousands of jobs.

Transport and main roads minister Mark Bailey says the Palaszczuk government's north to central Queensland roads programme will cost the Sunshine State $14.5 billion, but will provide 13,500 opportunities for work.

June 19

ATA restructure to focus on safety

The Australian Trucking Association (ATA) is restructuring to increase its focus on safety, ATA chief executive **Ben Maguire** says.

ATA is merging its TruckSafe, Safety Truck, safety promotion and safety research activities into a single section within the organisation.

June 21

Big transport budget for Bruce

The next stage of Bruce Highway upgrades for the Sunshine Coast will be built by the Palaszczuk government in its $3.13 billion, four-year road infrastructure map for the region.

An additional $22.8 million in state funding has been secured for the upgrade, creating more than 380 construction jobs.

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Sean Reid
National Sales Manager
Preston Hire

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