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transporttalk

MARCH 2020



CABLEPRICE SIGNS DEAL WITH DAIMLER TRUCKS AND FUSO NZ

CablePrice has signed two major sales and service agreements with Daimler Trucks and Fuso New Zealand for South Island operations.

It will now be authorised to sell and service the full range of Mercedes-Benz, Freightliner and Fuso trucks, with both deals effective from April 1.

This is on top of its role as an authorised service dealer in New Zealand for Scania Trucks and Buses.

The agreement means Prestige Commercial Vehicles (PCV) will end its long-standing representation of the Mercedes-Benz, Freightliner and Fuso brands from its six locations throughout the South Island.

CablePrice will operate with an established dealer network with sites running out of Christchurch, Invercargill and Greymouth.

CablePrice chairman **David Harvey** says the company "is delighted" with the deal and everyone is "excited with the potential of this new partnership".

As a result of the new appointments, CablePrice will now be actively recruiting more technicians for its South Island operations.

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Daniel Whitehead



Kurtis Andrews

"The strength of CablePrice comes from delivering the highest level of after-sales service and assistance to our customers who buy and use the world's leading brands and products," Harvey says.

Daimler Truck and Bus president and chief executive **Daniel Whitehead** says CablePrice ticks all the boxes and the deal comes at a great time with new product launches on the way.

"We are excited to have such a well-established and reputable network partner represent our Mercedes-Benz and Freightliner brands in the South Island.

"This is a massive win for our customers, who can expect the best sales, service and support from an operation that has more than 65 years of experience servicing the heavy transport industry in the South Island.

"The Mercedes-Benz Actros will soon be even further improved, continuing its cab-over leadership, while the Freightliner Cascadia is set to become the clear class leader when it arrives in the next few months.

"It is wonderful to be able to support these ground-breaking products with such a high-quality dealership network," Whitehead says.

Fuso New Zealand chief executive **Kurtis Andrews** says the appointment of CablePrice followed a wide-ranging board review of the performance of the Fuso network nationwide.

"For some time, we have been concerned that the composition of our network has not been meeting the expectations of Fuso customers.

"We have explored a number of avenues to improve this and have now made the tough decision to refresh our South Island representation.

"PCV has been the Fuso representative in the South Island since 2009. Over the past few years, Fuso's market share in this region has seen a significant decline.

"The Fuso New Zealand board feels that a fresh approach is required to reverse this trend and that CablePrice has the structure, network and ability to deliver on that expectation.

"This is not a decision that has been taken lightly and I would like to thank the PCV team for the effort put in to representing Fuso for the past 11 years," Andrews says.

CablePrice is a subsidiary of Hitachi Construction Machinery with a nationwide sales, parts and service network spanning New Zealand.

The company is the only authorised dealer for Hitachi Construction Machinery, John Deere construction and forestry equipment, Bell Equipment, McCloskey International, HSC Cranes, Montabert and MB Crushers in the country.

Additionally, CablePrice Wellington branch is the region's authorised master truck dealer (MTD) for Isuzu trucks.

CablePrice was also appointed by Isuzu Australia as the official authorised distributor for Isuzu Industrial and Marine Engines.

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Cascadia arrival

The new Freightliner Cascadia was unveiled for the Australia and New Zealand markets in Sydney last November.

The event included a visit from Daimler Trucks and Buses chief executive **Martin Daum** and Daimler Truck AG board member **Roger Nielsen**.

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

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

The company has a "long-standing commitment to these markets", it says.

"Modifications required by adapting the vehicle to right-hand drive, include the optimisation of the drive system for the transport tasks in Australia which typically exceed 100 tonnes permissible GVW, special bumpers with underride guard, as well as a cab developed specially for Australia."

The Cascadia, which features partially automated driving functions, launched in North America in 2019.

Around 20,000 trucks of the Freightliner brand are in operation in Australia and New Zealand.

Daimler Trucks North America exports its heavy-duty long-distance trucks to more than 30 countries worldwide. In 2018, the company contributed almost 40% of the total sales figure of the Daimler Trucks and Buses business operation, having sold around 190,000 units.



MERCEDES-BENZ TRUCKS APPOINTS AUSTRALIA AND NZ DIRECTOR

Daimler has appointed **Andrew Assimo** as the new director of Mercedes-Benz Trucks Australia Pacific.

He joined Daimler Truck and Bus in 2007 as a Mercedes-Benz heavy vehicle product engineer and was promoted to senior manager in 2015, overseeing sales, production, operations and marketing.

Daimler Truck and Bus president and chief executive **Daniel Whitehead** says Assimo was the best person for the role which covers the Australian and New Zealand markets.

"Andrew has played a key role in establishing Mercedes-Benz as the premier heavy duty cab-over brand for smart business operators in Australia, and we are confident he can guide the brand to even greater success," Whitehead says.

"He has a close relationship with our Mercedes-Benz customers, having helped them improve their businesses during the last few years, and we know they will be pleased with this appointment."

Whitehead says Assimo takes over the director role at an exciting time for the brand.

"Mercedes-Benz has the best cab-over truck in the market and is about to move further ahead with an even smarter Actros featuring MirrorCam and a host of other upgrades that its rivals simply can't match," Whitehead says.

Assimo replaces former Mercedes-Benz Australia Pacific Truck and Bus director **Michael May** who is now appointed new managing director for Iveco Trucks Australia.



Andrew Assimo



DAF EURO 6 RANGE HITS THE ROAD

Southpac Trucks is showcasing its new DAF Euro 6 XF and CF models to customers with the first major shipment only weeks away.

The company, which is the New Zealand distributor for Kenworth and DAF, has just finished a country-wide roadshow displaying the new range.

The first event took place in Auckland on February 17 and finished in Invercargill on February 26.

Southpac general sales manager **Richard Smart** says up to 40 pre-orders have already been made and some customers have been waiting a few years for the new models.

"This is the first time we've really shown the product to customers," he says.

"So, we're going all the way north to south to show our existing customers, and hopefully a few new ones, what the range is like.

"Our New Zealand stock starts arriving in the next few weeks, so we'll be able to fulfil those orders," Smart says.

Three trial units have already been running in the South Island since February last year.

Southpac has also teamed up with TR MasterDrive which will have a team of 18 driver trainers ready to take operators through their paces when the trucks land.

The XF and CF feature the MX-13 engine which delivers around 10% in fuel saving with the highest range delivering up to 390kW (530hp) and 2600Nm of torque.

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"We recently sent two of our specialist driver trainers to Holland to be upskilled by DAF factory trainers"

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The driveline offers a range of power ratings and the trucks can now cruise with low engine revs at 900rpm for highest efficiency. The models are TraXon 12 or 16-speed automated transmission with EcoRoll contributing to fuel saving.
Safety features include adaptive cruise control, collision warning, emergency braking, lane departure warning, stability control, tyre pressure monitoring, battery monitoring and protective cab suspension and construction.
Southpac and TR Master Drive staff recently visited the Netherlands, the home of DAF, to undergo intensive instruction to become Euro 6 driver trainers.
Smart says the new product "is a completely different truck to the current Euro 5, not just a face lift – in fact the only thing that hasn't changed are the wheels and tyres", he says.
"The organisation needed a way to ensure all the new E6 DAF owners get the best out of the truck, maximising on the fuel savings but also understanding all the new driver aides.
"We looked at employing someone but decided, we simply would not be able to engage all our clients to give them enough time.
"After researching the market, we quickly realised that nobody else could deliver this on a national basis other than TR MasterDrive, with their network of 18 training specialists at 12 locations," Smart says.
TR MasterDrive strategic development general manager **Neil Bretherto**n says the team was "delighted to come on board".
"TR Master Drive is really excited to support Southpac in delivering introductory training to new DAF products.
"We recently sent two of our specialist driver trainers to Holland to be upskilled by DAF factory trainers.
"The team were incredibly impressed by the new trucks and eager to show Southpac's customers how to get optimal experience driving them.
"Working with Southpac fits perfectly with TR Master Drive services' desire to lead in the heavy vehicle training space and TR Group's goal to support our customers and the industry to operate fleet more safely, efficiently and profitably," Bretherton says.
The training in the Netherlands and Germany consisted of all on-road fully loaded Euro 6 products, at times on single lane roads on the wrong side of the road, fine tuning driving styles, focusing on fuel savings and setting up the truck to individual driver preferences.
Each new Euro 6 DAF will come with free training for two drivers of six to eight hours each, leaving the drivers with a Safe and Fuel-Efficient Driving qualification, endorsed by the NZ Transport Agency.

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'BUSINESS AS USUAL' FOR ISUZU TRUCKS AS HOLDEN BRAND EXITS

General Motors has shocked the automotive market with news it will almost entirely exit the Australian markets – taking the Holden brand with it.

However, Holden spokesperson **Ed Finn** says this will not impact the sales of Isuzu Trucks in New Zealand which were distributed by Holden NZ.

"We would like to assure you and your readers that the situation for Isuzu Trucks in New Zealand, following the announcement, remains unchanged and is 'business as usual.'

"It is our intention to continue to honour our obligations under the current Isuzu distribution agreement as we believe the current Isuzu sales and after sales operations in New Zealand will augment our remaining Holden aftersales network operations," Finn says.

Sales, design and engineering operations of Holden will wind down by 2021 in both Australia and New Zealand, while Holden Financial Services and Maven in Australia will come to an end.

In a statement, Holden indicated staff will receive exit and transition packages, while work will begin soon on ending dealer arrangements, with some being offered the chance to remain parts and service outlets.

There are 800 Holden employees across Australia and New Zealand, with 185 dealers in Australia and 31 in New Zealand.

GM International Operations senior vice president **Julian Blissett** says GM had taken the difficult decision after implementing and considering numerous options to maintain and turn around Holden operations.

"Through its proud 160-year history, Holden has not only made cars, it has been a powerful driver of the industrialisation and advancement of Australia and New Zealand," Blissett says.

"Over recent years, as the industry underwent significant change globally and locally, we implemented a number of alternative strategies to try to sustain and improve the business, together with the local team."

The company says it undertook a detailed analysis of the investment required for Holden to be competitive beyond the current generation of products.

Factors impacting the business case for further investment included the highly fragmented right-hand-drive markets, the economics to support growing the brand, and delivering an appropriate return on investment.

"After comprehensive assessment, we regret that we could not prioritise the investment required for Holden to be successful for the long term in Australia and New Zealand, over all other considerations we have globally," Blissett says.

"This decision is based on global priorities and does not reflect the hard work, talent and professionalism of the Holden team."

GM intends to focus its growth strategy in Australia and New Zealand on the specialty vehicles business and plans to immediately work with its partner on developing these plans.

While details remain unclear, that is likely to mean its bourgeoning business selling American sports cars converted to right-hand drive through Holden Special Vehicles – a partnership with Walkinshaw Performance.

GM Holden interim chairman and managing director **Kristian Aquilina** says that given the significance of Holden through its history, it was critical the company worked with all stakeholders to deliver a dignified and respectful wind-down.

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Kristian Aquilina



Julian Blissett



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"Holden will always have a special place in the development of our countries. As Australia and New Zealand grew, Holden was a part of the engine room fuelling that development," Aquilina says.
He says the announcement will be "felt deeply by the many people who love Holdens, drive Holdens and feel connected to our company which has been with us for 160 years and is almost ubiquitous in our lives".
"Unfortunately, all the hard work and talent of the Holden family, the support of our parent company GM and the passion of our loyal supporters have not been enough to overcome our challenges.
"We understand the impact of this decision on our people, our customers, our dealers and our partners – and will work closely with all stakeholders to deliver a dignified and respectful transition."
Holden says it will honour all warranties and pre-paid service contracts on its vehicles and offer parts for at least ten years though aftersales networks.

Dealers hit back

However, a number of dealers are going on the offensive in preparation for a battle with GM regarding adequate compensation as the company terminates new Holden vehicle sales in the Australasian markets.
A group of unhappy dealers lead by the Australia Automotive Dealer Association (AADA) met with prime minister **Scott Morrison** on February 26, telling him that the Holden compensation offer was "grossly inadequate".
One dealer told *Auto Media Group* that a bone of contention was the belief that the New Zealand Holden dealers were getting a better deal: "This is just the start, there is a lot more water to go under the bridge."
The managing director and chief executive officer of Australia's largest dealership groups says GM has a legal and moral obligation to ensure Holden dealers are provided with adequate compensation packages.
AP Eagers boss **Martin Ward** says there are 943 dedicated GM employees who will be affected across his dealerships. He said there is also GM stock, leases and property that will all be directly affected, and GM need to take responsibility for this.
He says although it is early days in relation to the actual financial cost of the Holden brand closure on the Australian economy and more directly the impact on the Holden car dealers, it is certain that the cost will be significant.

It's a fair offer: Holden

But Holden Australia feels the dealers are being treated fairly.
"Holden is doing the right thing by its dealers during this difficult time. We believe the offer is fair," a Holden Australia spokesperson says.
"In most cases Holden dealers will receive compensation to a factor of four times the average Holden new car profit/unit of all dealerships over the 2017-2019 fiscal years. This number includes the sale of highly profitable domestically produced Commodore units in 2017/18.
"The compensation formula Holden is using is applied consistently for all dealers and covers reasonable earning expectations from the New Holden sales department over the remaining portion of the dealer agreement.
"All dealers also have the opportunity to continue as Holden Authorised Service Outlets, maintaining their current service and repair client base. This is a consistently very profitable part of their businesses.
"The proposed compensation also includes a provision to reimburse dealers for a portion of their unamortised investments in their new car showroom, as well as full reimbursement of unamortised investments in Holden dealer signage," the Holden Australia spokesperson says.



Martin Ward

CORONAVIRUS HAS TRANSPORT INDUSTRY ON HIGH ALERT

The Government has released an extra $4 million for businesses impacted by the coronavirus and transport leaders are warning companies to be prepared for the worst.

Forestry and ports have been hit the hardest with log exports to China grinding to a halt following the outbreak.

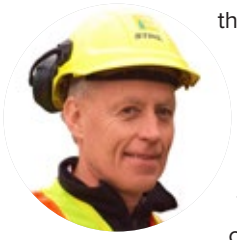
Gisborne's Eastland Port, the second biggest log exporter in the country, is now left scrambling following the delays. It's impacting around 300 workers in the area who contribute around 6% of the regions $2 billion GDP.

Industry workers met with the Gisborne District Council, Eastland Wood Council and other related stakeholders to plan how they can support those affected.

Attendees agreed to gather information on the impacts to ensure the right support will be put in place.

NZ Forest Owners Association (NZFOA) president **Peter Weir** say there is almost no off-take of logs in China for processing and the remaining log yard space at most ports is quickly disappearing.

It was hoped that business would return to normal after the extended Lunar New Year holiday finished in China but "that hasn't happened", Weir says.



Peter Weir

"Many Chinese sawmills are yet to get back to work. New Zealand exporters have nowhere else to send the industrial grade logs they harvest.

"While New Zealand's domestic sawmills usually take about 40% of the harvest, sawmills supplying the New Zealand housing market will only buy stiffer and higher quality sawlogs or knot-free logs from pruned trees for joinery. The upper logs from a pruned true often grade out as industrial logs, and these logs are exported.

"In regions where there is no domestic sawmilling, many harvest contracting crews are being put on reduced hours or, worst case, stood down. Regrettably many of our contractors have little alternative but to lay-off skilled workers," Weir says.

Log exports to China were worth $2.7 billion for the year to the end of December 2019.

"NZFOA members are doing what we can to retain our skilled labour force by sending better logs to domestic sawmills to make up for the shortfall from farm woodlots where logging has already ceased.

"We continue to invest in the silvicultural work, including pruning, thinning and preparing recently harvested land before replanting begins in May or June."

"Most members will continue building safe forest roads and landings to be harvest ready when markets recover. But that may be some months.

"Many larger forest companies are assisting contractors with business management and financial advice.

"In Poverty Bay, we are delighted with the support we are receiving from local Federated Farmers who are looking for jobs to employ forest workers. Every few extra hours of income are most welcome," he says.

The NAFOA is also working closely with Forestry New Zealand in trying to lessen the impact of the log supply situation.

"Our members are not looking for handouts, but we do want to work out equitable ways for working with the government to assist the various harvesting crews. They are ones who will need the help.

"We are mindful too that a substantial reduction in harvesting is likely to have a major and rapid supply chain effect here in New Zealand, with a large dedicated workforce in trucking and port loading which is also going to feel the impact," Weir says.

Transport companies on alert

The National Road Carriers Association (NRC) says trucking companies need to prepare for the impacts of the coronavirus which is "potentially going to get worse quickly".

China's shutdowns to control the disease are impacting New Zealand trucking companies which carry exports like logs and meat, NRC chief executive **David Aitken** says.

"We are aware of importers who are not able to place orders and expect to run short if production doesn't get back to normal soon. This has consequences for our sector," Aitken says.

"Meat works have reduced kills for the China market meaning farmers are having to keep stock even during the drought conditions we are experiencing, so stock are not being carried to the meat processors, and processed goods are not transported to ships. We understand freezers and chillers are full so this will further affect the processors' ability to take stock.

"There are also limited goods coming out of China, so the number of containers with goods destined for New Zealand shop shelves is expected to be down. These are just some of the effects, all of which will reduce the number of road transport movements," Aitken says.

The NRC is now advising its trucking company members to be aware of the situation and plan where possible.

"We are telling trucking companies to do what they can to keep their company infrastructure in place. When this virus blows over, which it will, there will be a mad rush to move goods around again. Chinese people need to eat, and China needs materials to get its industries up and running again."

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RTF calling on PM

The Road Transport Forum (RTF) is hitting out at the Government's "lack of communication" as the situation starts to impact the freight industry.

RTF chief executive **Nick Leggett** says he has written to prime minister **Jacinda Ardern** following no response from social development minister **Carmel Sepuloni.**

The RTF wrote to Sepuloni on February 4 asking for urgent advice from the Government for trucking operators and staff in the log transport industry.

It asked for a no stand down period for the unemployment benefit and some kind of tax relief.

"We have again asked for immediate removal of stand down periods for benefits for those affected by this economic shock, and that tax relief is given by IRD to road freight operators and contractors who will struggle to meet upcoming tax payments.

"We have gone right to the top because operators are telling me how serious this is getting. We want to believe the Government has a good plan to get New Zealand through what could become a global pandemic.

"RTF is listening to operators and we will continue to push the government to help our sector as the impacts of coronavirus really take hold," Leggett says.

"The impacts on moving imports and exports are not going to be short-term here. I know this because I have been talking to ports and to operators across sectors, including forestry, freight forwarding, primary sector, and livestock.

"We have been disappointed, so far, by the lack of communication to sectors such as ours about a whole of government response to what is already happening across businesses that drive the economy.

"Speeches from the prime minister and finance minister do not filter through to the government workers on the ground in the provinces, at least not for those in the trucking industry who have tried to contact them," Leggett says.

Meanwhile, Leggett says the RTF is working closely with operators and has plans in place if the situations gets to pandemic and crisis-level.

"Trucks are a vital lifeline in a crisis - as we have seen with the Canterbury and Kaikoura earthquakes - and truck operators may be called on to move essential supplies and deal with the aftermath of a pandemic. We will be talking to the government about that.

"The RTF is best-placed to work with government and to source accurate information, which we can also distribute through our associations to the industry.

"While these are certainly worrying times, it is important to keep perspective. The first priority for businesses must be the health and welfare of their staff. There is detailed advice about that on our website.

"Plan for the worst, with a crisis management plan, but hope for the best," Leggett says.



David Aitken



Nick Leggett



Phil Twyford

Govt offers relief

The Government is now providing an extra $4 million to bolster the Regional Business Partners programme to help industries around the country impacted by the coronavirus.

This is on top of $11m provided to help Tourism NZ boost visitor numbers.

The funding will include advice on issues such as payroll and liaising with Inland Revenue on tax payments, economic development minister **Phil Twyford** says.

"Cabinet also agreed to establish up to 16 rapid response Ministry of Social Development teams to assist with immediate needs such as helping move workers into other employment and referring those in need of further support to other government agencies," Twyford says.

Twyford was in Gisborne recently and met with local forestry workers, contracting companies, social service providers and visited Eastland Port.

"As well as putting additional business support into Tairawhiti, our Government's looking at creative solutions such as using forestry workers to deal with our wilding pine issue in other parts of the country.

"The Provincial Growth Fund is funding local roading projects in the area and we're also looking at whether this will provide an opportunity to help retrain workers into an area where there are skill shortages.

"Our Government's economic response to Covid-19 is focused on protecting jobs and supporting impacted workers and businesses.

"Because of the underlying momentum in our economy, the Government's surplus and low debt, we can bounce back to the strong level of growth seen before the coronavirus appeared," Twyford says.

*More information on Covid-19 can be found on the following sites:

- Ministry of Health https://www.health.govt.nz/our-work/diseases-and-conditions/covid-19-novel-coronavirus or Healthline – 0800 358 5453.
- Ministry for Primary Industries https://www.mpi.govt.nz/exporting/coronavirus-and-the-effects-on-trade/
- Business New Zealand https://www.businessnz.org.nz
- Safetravel – Ministry of Foreign Affairs and Trade https://safetravel.govt.nz/news/covid-19-coronavirus
- Information for businesses https://www.business.govt.nz/news/coronavirus-information-for-businesses
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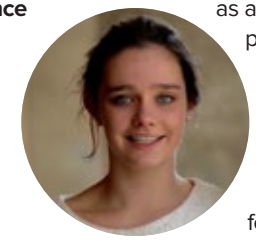
The first 26 speakers for the IBNZ T-Tech Conference in May have been confirmed, with topics ranging from Autonomous Vehicles and Emission reductions to Road Pricing and Demand Management and much more.
ITS NZ is this week announcing registrations are open for the two-day conference in Wellington, which looks to the latest research, trials and innovations to make transport safer, more sustainable and efficient.
The programme committee selected six themes for T-Tech 2020

- Safety - Developing, trialling and integrating technologies to deliver Vision Zero.
- Community shaping/placemaking - Solutions to improve liveability, access and environments.
- Digitalisation Planning for and adopting 5G, Automation, Smart Cities solutions.
- Freight and Business - Developing and adopting efficiency innovations to benefit NZ inc.
- Sustainability - Energy as a Tech Enabler Emission reductions Modal shift and behaviour change.
- Resilience Safeguarding and future-proofing systems and infrastructure.

The Ministry of Transport and NZTA will be providing valuable updates to policy and agency strategy as will representatives from local government including Auckland and Wellington. The MoT is due to discuss Autonomous Vehicle policy and Green Freight.
The conference will also look across the Tasman to find out more about the numerous autonomous and connected vehicle trials under way there.
For all programme announcements and information on our speakers, continually updating, check www.ITSNZ.org

Responding to the Covid-19 corona virus with a modern digital conference

In a proactive move to reduce the spread of the Covid-19 virus, ITS NZ have made the decision to feature all international speakers via video conference and the venue will also increase measures regarding hygiene. In doing so we want to provide certainty to speakers and those attending in person.
New Zealand has not been experiencing the explosion of cases seen internationally, this is a small conference and the Ministry of Health has not called for any restrictions on these types of events.
While we deliberated for the past few weeks we already had plans to use video conferencing to deliver some keynotes. Choosing to do so allowed us to get access to great speakers who can't commit to travelling here. Another benefit is that we reduce the event's carbon footprint and that's something that will drive us to continue using VC in the future, long after Covid-19 has passed.
We're very lucky to have Fusion Networks as a Gold Sponsors of ITSNZ, Fusion provides dependable support and video conferencing platforms for demanding cases like this.
The additional benefit for those attending within New Zealand is that we have reduced rates for attending the conference because we no longer have the costs associated with hosting professional international speakers.
Keep an eye on the ITS NZ website for the latest updates and information, *www.itsnz.org*


Amy Strang


Armin Guttke

ITS NZ appoints Amy Strang and Armin Guttke as first board members for youth

The ITS NZ board has appointed the first ever board members to help advocate for better networking, information sharing for young people working in transport and transport technology roles. Amy and Armin will help us develop our support for career

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EV DELIVERS CATCH OF THE DAY

An all-electric chilled van is on the road in Auckland delivering fresh fish in what's hailed as a New Zealand first.

The Sanford chiller van can carry up to a tonne of seafood between the Ports of Auckland and destinations around the city.

It's a first here because both the engine and chiller are fully electric and independently powered.

The LDV EV80 van in Kiwi seafood company Sanford and Sons livery runs on a lithium phosphate battery and has about 150km range, able to be fast charged in two hours.

The eutectic technology involved allows for cold plates in the van to be filled with phase changing material (PCM) which is solidified and stores thermal energy, keep the van interior temperature at between zero and four degrees Celsius for the time deliveries are being made.

Sanford chief executive **Volker Kuntzsch** says it's always exciting to be on the cutting edge of sustainable technology.

"Being able to deliver fresh, chilled seafood daily to our customers is an absolute necessity and we're delighted we've been able to find a solution which is zero emissions, which fits with our focus as a company taking a sustainable approach to everything we do."

Sanford's supply chain general manager **Louise Wood** says the company is grateful to the Government's low emission vehicles contestable fund, administered by the Energy Efficiency and Conservation Authority (EECA), for its support.

"The EECA funding is great because it encourages innovation and investment to promote, enable and accelerate the uptake of electric vehicles," she says.

"That's made a big difference to us and has given us the encouragement to try something new. "We're very pleased to have partnered with LDV who supplied the EV80 as well as PlugnChill for the eutectic refrigeration and Auckland Auto Air who have customised the vehicle to include the fitting of the refrigeration and the insulation."

Sanford received $40,000 towards the project, the successful fund applicants announced in January 2019.

The EV van is owned by Sanford which has installed a charger at the Auckland Fish Market where Sanford and Sons is the hugely popular fishmonger, the charger publicly available at limited hours – also supported by the EECA funding.

Sanford has several fishing vessels which land fresh fish into Auckland most days, quickly delivered to a variety of customers around the Auckland area with the EV van allowing this using the lowest possible carbon footprint.

Temperature in the van can be monitored remotely to ensure perfect conditions.

The chilled EV van is in keeping with Sanford's sustainability focus.

The company has been listed on the New Zealand stock market since 1924 and has sites in 11 locations around the country.

Sanford has 1600 staff and sharefishers throughout New Zealand, also having a scientific team finding new ways to make the most of seafood's life-enhancing properties from anti-inflammatory supplements to skin-nurturing collagen.



Volker Kuntzsch

Continued from page 12

and skills development and also help foster passion for Intelligent Transport Systems and future transport solutions.

Amy is a Mechatronix graduate working in Air New Zealand's graduate programme, she represented New Zealand at the ITS World Congress Youth Leadership Programme. **Armin Guttke** is Wellington based and works for Inov8 a software solutions provider who supports government and private sector clients including NZTA, Martime NZ, Toyota and Wellington Airport, he is also part of the T-Tech Programme Committee.

The speakers included in this first announcement are:

- Chris Mein, TrackABus NZ Ltd
- Eduard Liebenberger, Jade Software
- Daniel Headifen, KiwiRail
- Mahmood Hikmet, HMI Technologies
- Michael Eaglen EV Maritime
- Claire Pascoe, NZTA
- Alan Hill, KiwiRail
- Henry Wu, JYW Consulting
- Andrew Rushworth, Zero Emission Vehicles
- Rhod Pickavance, INIT SE
- Mark Rowland, Arup
- Richard Young, Beca
- Mick Spiers, Cubic Transportation Systems
- Matt Ensor, Beca
- Mitchell Gingrich, Autonomous Consulting
- David Bolt, Kapsch TrafficCom
- Zac Todd, University of Canterbury
- Ralph Samuelson, Climate Change Commission
- Rojina Baisyet, Beca
- Gareth Robins, EROAD
- Peter Carr, EROAD
- Dr Urie Bezuidenhout, Da Vinci Research
- Andy Bartle, Abley
- Paul Minett, Trip Convergence Ltd
- Timothy Lim, Aimsun

TRANSPORT INDUSTRY SUPPORTS GOVT MOVE TO REGULATE REFRIGERANTS

Tackling refrigerant gases is a top priority under a consultation document released last year by associate environment minister **Eugenie Sage.**

The Government is proposing new regulations when dealing with environmentally harmful products under the Waste Minimisation Act 2018.

This includes refrigerant gases at their end-of-life which relates to refrigeration and air-conditioning in the motor vehicle industry.

Design of a regulated product stewardship scheme has already begun with the establishment of the Synthetic Refrigerant Stewardship Project earlier this year.

The initiative has received $137,000 in funding from the Waste Minimisation Fund and the Motor Trade Association (MTA) is among organisations giving its support.

The project's work is being steered by a working group which represent the interests of key industries affected which also includes refrigerant wholesalers, manufacturers and distributors.

"Well-designed product stewardship schemes ensure that those making, selling and using products all help take responsibility to recover the materials and avoid them ending up in landfills," Sage says.

"This is the first time that government has been serious about creating regulated, rather than voluntary, product stewardship schemes in New Zealand.

"Like other countries, New Zealand's economy is based on a 'take, make and dispose' model, which treats nature and the resources it provides as 'free' and disposable.

"Regulated product stewardship is a step towards changing that and to designing waste out of production. This is part of a longer-term goal of moving to a more efficient, low-emissions, sustainable and inclusive economy for New Zealand.

"Regulated product stewardship helps puts the responsibility for effective material and waste management on product manufacturers, importers, retailers and users, rather than on communities, councils, neighbourhoods and nature," she says.

Project manager **Darren Patterson**, of 3R Group, says controlling refrigerant gases is vital to tackling climate change as, once released into the atmosphere, they are between 1000 and 9000 times more potent than carbon.

"It's therefore vital all refrigerants are correctly installed, maintained, collected and destroyed or reused to minimise this risk," he says.

"Co-designed regulated product stewardship with product controls requires the whole of industry from those that import through to installers and those involved in managing the gases at end of life to participate which will ensure sufficient funds are available to do this."

Product stewardship sees importers and retailers take responsibility for their products and ensure they are re-used, recycled or properly disposed of at the end of their useful life.

Under the Waste Minimisation Act, a product may be declared a priority product by the Minister for the Environment.



Eugenie Sage

The voluntary stewardship scheme for refrigerants, Recovery, has been operating in New Zealand since 1993.

However, not all refrigerant importers are included, such as those which import pre-charged refrigerant units like fridges, heat pumps and air conditioning units for vehicles.

As a result, there is insufficient funding to deal with the mounting end of life refrigerant bank, Patterson says.

"Those companies which contribute voluntarily to the scheme end up subsidising those that don't, as it's not possible to distinguish between levied and unlevied refrigerants when it comes to disposal."

Recovery programme manager **John Bowen** says it's "vital we have all the players involved to make the scheme as effective as possible".

"Declaration of refrigerants and other synthetic greenhouse gases as a priority product with a co-designed and regulated scheme with product controls levels the playing field as all companies would be required to participate."

Bowen says both industry and the public will be widely consulted to ensure the impact of a priority product declaration for synthetic refrigerant gases is understood.

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

SUPPLY CHAIN DISRUPTIONS HAVE PORTS ON ALERT

New Zealand's major port companies are reporting financial impacts from the coronavirus outbreak, but it's hoped this will be temporary.

Ports of Auckland is reporting a net profit of $17.2 million, down $7.2m for the six months to December.

Revenue was flat for the period with $123.2m compared to $123.6m for the previous year.

Container volume was down 2% with 475,173 TEUs (twenty-foot equivalent units) and total general cargo volume of 3.297m tonnes was down slightly compared to 3.253m tonnes in the previous period.

Car volumes were up slightly with 124,295 units compared to 124,190 units in the previous period.

Port chief executive **Tony Gibson** says the result was as expected with costs up due to the investment programme, higher interest costs, and higher labour costs. This includes automation, a new car handling building and facilities at the Waikato Freight Hub.

Flat growth is expected to remain for the full year and the company will not pay an interim dividend and will pay a lower full-year dividend as forecast.

"Our company is in the midst of delivering our 30-year master plan, a major investment programme which will increase capacity, efficiency and returns, as well as lay the foundation for us to meet our 2040 zero emission goal," Gibson says.

Port of Tauranga is lowering its full-year profit guidance due to market uncertainty following the coronavirus outbreak.

The company says the full impact on trade is yet to be determined but the logging sector has been hit the hardest.

It reduced full-year profit guidance from $96-$101 million to $94-$99m as a result.

Communication with customers is ongoing and the flow-on effect is likely to vary considerably by cargo.

"The trade outlook for the second half of the 2020 financial year remains uncertain and dependent on the duration of the market shutdown in China and any slowdown in the other countries taking extreme measures to manage the coronavirus risk," the company says.

Meanwhile, the company has reported $48.3 net profit after tax for the six months to December 31.

This was down 1.4% compared to the same period the previous year. It also saw cargo volumes down 4.2% to just under 13.3 million tonnes.

Log exports were down 8.4% to 3.4m tonnes while dairy exports were up 6.3% to 1.2m tonnes.

Imports were down by 6.7% to nearly 4.7m tonnes and exports were down 2.6% to 8.6m tonnes.

Container numbers increased 3.4% to 642,209 TEUs and transhipment, where cargo is transferred from one ship to another at Tauranga, increased 3.7%.

Port of Tauranga chair **David Pilkington** says the half-year result was a solid given the fluctuation of cargo volumes.

"Total trade was down 4.2%, but we managed to increase revenue 1.2% to $154.8m for the six months.

"The longer-term outlook remains for cargo growth, particularly in containerised cargo, so our next stage of capacity expansion is already under way," Pilkington says.

Port of Tauranga and Tainui Group Holdings plan to form a 50:50 joint venture to develop the Ruakura Inland Port at Hamilton over the next few years.

The joint venture will take a 50-year ground lease and aims to open the inland port to coincide with the completion of the nearby Hamilton section of the Waikato Expressway, currently scheduled for the end of 2021.

The 30-hectare Ruakura Inland Port is complemented by a 192-hectare logistics and industrial precinct. It follows the signing of a rail services agreement enabling Port of Tauranga cargo trains to call at the freight hub.

Napier Port says market disruptions caused by the coronavirus outbreak present an "increased risk" to earnings with log prices back to levels seen during last year's sharp correction.



Port of Tauranga

The company's year-to-date log export volumes are up 2.9% compared to the previous year and this is in line with expectations.

However, a slowdown in log exports, and possibly other cargo, is expected due to the market uncertainty, it says.

"While we are unable to quantify the potential financial impact at this time, these conditions represent a materially increased risk to the achievement of previous earnings forecasts.

"Napier Port is closely monitoring changes to trading patterns, particularly as it affects our log export customers and the key Chinese destination market.

"The impact on global trade and supply chains from the coronavirus outbreak is uncertain and we continue to engage with our customers to understand the possible impacts which will vary by cargo type.

"Log exports continue from Napier Port however there have been reductions in log harvesting and current log inventory levels on Chinese ports remain high.

Export log prices have reduced to levels seen during the sharp price correction during 2019.

"We understand port operations in China are rebuilding towards normal operating capacity, but it is uncertain how quickly this will occur. The trade outlook remains uncertain, and dependant on the speed of recovery in China, and other countries taking measures to manage the coronavirus risk and any resulting supply chain impacts," the company says.

TREESCAPE INNOVATION THE ROOTS OF SUCCESS

Innovation has always been at the forefront of Treescape operations – right from the very beginning.

When **Brandon Whiddett** started Treescape in 1981 with **Ed Chignall**, he came to the conclusion pretty quickly that they needed to do things differently to become a long-term sustainable business. The company now operates throughout New Zealand and Australia.

"We were young – about 24 – and every day was such hard work, manually stacking logs on to a trailer, dragging logs ... I immediately knew we needed to switch it up because I didn't want to break my back forever. Initially, I guess I was driven to innovate simply by wanting to find ways to do things that required less labour," he says.



Not technically trained in engineering, Brandon could always draw, but it was his on-the-ground experience that made him fine-tune his product design skills.

"When we first started Treescape I wanted to learn about the machinery, but of course at that stage we couldn't afford to own any of our own. **Tom Shepherd** owned the Riverhead Sawmill – for fun I'd go and work with him after hours, driving loaders, his log skidder and logging trucks in the yard. It was a heap of fun and I learnt so much," he says.

In the early days, Brandon and Ed would use sub-contractors with the right gear, before they owned any of it themselves. Being around these subbies taught Brandon a lot.

"If you don't know how to build and use it, you don't know how to design it. Our first sub-contractor had a Palfinger crane and I'd be watching, thinking, talking – putting all the bits together in my head, figuring out how it worked and how we could improve it.

"I was passionate about what we were doing but I was also impatient ... I wanted to get the job done in 10 minutes and make the money, so I needed an easier way and that was machinery."

A six-week trip to America saw Brandon

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buy 3 LR45 towers and two brush bandit model 90 chippers – he worked with fabricators over there, pulling apart the towers, rebuilding them with cranes and throwing them all in an open-top container to bring home to reassemble and build them to our design. That was the beginning of a career of modifying gear to suit Treescape's operations.

"I can copy really well – copy and improve is how I work. I guess that's innovation. I just focus on improving every time, making things faster, safer and more efficient," he says.

Brandon says his inspiration comes from people sharing problems they have – that's the drive he gets to then design bespoke gear to solve it.

"Our Aussie teams were having an issue because a lot of roads over there have these really big swell drains that you can't drive trucks over – even just to park on the roadside.

"So we developed this Morooka tower, basically a 6-tonne tracked carrier with very low ground pressure – half that of a human foot. It can also traverse steep slopes.

"It can now go into paddocks where no vehicles could previously go. In the past, because of the lack of access, our guys had to trek in and either climb the trees or use long pole saws, usually around powerlines – it was dangerous and slow. Now they can hoon there at great speed, up and down hills, using the Morooka."

Today, Treescape has four in their fleet.

Another design innovation Brandon is proud of is the accessories they developed for a PC200 excavator to use when site clearing: Stump grinders, mulchers, tree shears and a unique bucket winch.

"I wanted a winch but I didn't want a full skidder so I built a winch and put it into a bucket – it worked well and we still use it today," he says.

Often, the best innovations are the simple ones. Like the standard urban EPV (elevated work platform) on the back of a ute – Brandon and his team used the same concept but turned the crane around to make it more functional and added a chip bin below it, to catch the chip to make the Urban Terroriser.

Having the EPV mounted on small truck rather than a 10-footer makes it easier to navigate tight inner-city streets, plus it can be operated by one person, which is more efficient. This design has now been appropriated by Onehunga Transport Engineering Ltd.

Today, in his position as chief engineering officer, Brandon has 14 employees working with him in the company's workshops, on their extensive fleet, including trucks, utes, cranes, grapples, transporters and chippers.

And the team extends to long-time outsiders too, who Brandon counts as an integral part of the team.

"People like **Brent Hepple** from Komatsu, Lyndon and **Aaron** from Hino Trucks, **Steve** from Ace Tyres, and **John Ryan** from Total Hydraulics who have been a part of so many of our developments.

"I've been working with these people for over 30 years – they're trusted partners. I'm big on being brand loyal – working long-term with like-minded people on a common goal. For me, the journey of life is business and pleasure and people like this make it a pleasure."

He's also not afraid of re-doing work and admitting there's a better way.

"Ego doesn't make money. When we're changing gear, we'll get people from the field in, senior managers, my team and we'll [do it] – 'What are we going to change? How could this work better?'"

In 2018, Brandon was awarded the NZ Arboricultural Association Innovator for the Industry, which recognised his leadership around new technology in the fleet and arb industry.



Brandon says it's the combined input from others that gives true innovation, but that's not to say his colleagues are always immediately convinced by his designs.

"They often say no the first six months, until I wear them down!"

Next, he has his eye on developing his designs of an electrical truck and chipper, building them to be eco-friendly, quiet and small and nimble to navigate residential streets – a true innovation for the industry.

"That's the plan, anyway. We can always find better ways to do things."





KIWIRAIL REPORTS $33.7M HALF-YEAR LOSS

KiwiRail is reporting a net loss of $33.7 million for the six months to December 2019.

It marks an improvement on the $104.6m loss in the previous year, boosted by government spending from an allocated $300m of the Provincial Growth Fund.

Its half-year revenue was up $4.8m year-on-year to $333.6m. Excluding the impact of fuel cost recoveries, its underlying revenues grew by $8.2m or 3% for the half-year period.

KiwiRail chief executive **Greg Miller** says it's a solid performance despite a challenging business environment.

"We are pleased we have held the revenue line in a difficult environment that included an economic downturn in multiple markets, along with natural events that damaged the network.

"Despite these challenges, we saw our import/export business grow by 5% compared to the previous half-year," Miller says.

KiwiRail's operating surplus was $26.9m and saw the impact of softer freight volumes and passenger numbers and the unexpected eight-week line closure at Omoto due to slips.

"Looking ahead, we expect market challenges to continue into the second half of year.

"KiwiRail will be affected, as are other New Zealand transport, import and producer companies, by the effects of coronavirus," Miller says.

"We're making good progress, but we are still dealing with the results of many years of under-investment that has limited our ability to continue to provide the services our customers need, and to realise the full potential and value of rail.

"This is a watershed year for KiwiRail, as we start the transformation of our business. The Government has made a huge commitment to rail, and the investment that is being made in our network and in our rolling stock will position us well to meet the current and future demand of our customers.

"We aim to keep a strong commercial focus for KiwiRail, while also focusing on the added benefits rail brings by reducing heavy commercial vehicle wear and tear on roads, sustaining freight transport that reduces emissions by 66% compared to road transport, and reducing congestion on roads," Miller says.

Highlights for the half-year include:

- Regional rail investment through the Provincial Growth Fund (PGF) including $94.8m for maintenance and remedial work to the Northland line (the additional $109.7 million package was announced at the start of the second half-year).
- Launching the design for a new Palmerston North road-rail freight hub with $40m PGF funding.
- Kaiarahi ferry purchased in November and re-flagged in New Zealand.
- Appointment of naval architects and ship brokers to facilitate the design and supply of new ferries for interisland connectivity in New Zealand through $35m Budget funding.
- Launch of work on double tracking of the Hutt Valley line between Trentham and Upper Hutt, to increase capacity on the line.
- One of the biggest Christmas work blitzes in Wellington, making large strides towards completing a major upgrade of the metro network.
- Arrival of the first 450 wagons as part of the rolling stock replacement project.
- PGF funding announced for the revitalisation of the Hillside workshops with $20m to upgrade and create new facilities.



Greg Miller

NZTA WINS $532,000 CASE AGAINST SEMENOFF



The NZ Transport Agency has won a High Court case relating to a $532,878 road user charges (RUC) bill against Stan Semenoff Logging. However, NZTA has withdrawn its decision to revoke Semenoff"s transport service licence.

The payment was due in January 2019 but was appealed by Semenoff which claimed only $135,365 was owed.

NZTA claimed Semenoff's vehicle trips "were significantly over" licensed weight requirement "on numerous occasions". Semenoff had distance licences allowing it to carry a maximum of 44 tonnes before February 1, 2017 and 46 tonnes thereafter. Police became concerned at the number of overweight infringement offences being committed by Semenoff and referred their concern to NZTA for further investigation, according to court documents.

Investigators found 68 per cent of the 17,200 trips assessed were overweight during the period – around 11,690 trips.

The assessor then calculated the difference between the RUC paid for the particular trips and the charge properly payable which totalled $532,878.

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Continued from page 19

Semenoff sought a review with its legal team claiming NZTA's methodology "is totally arbitrary and bears no relation to the actual distance travelled overweight". Semenoff claimed the costs are "based on the period of the licence which the operator happens to have purchased and bears no or insufficient relationship to the cost which an operator's vehicles generate on the respondent's roading network".

However, **Justice Gordon** recently upheld NZTA's approach to calculating RUCs and says "the onus falls squarely on the operator not to overload" and "a vehicle operator is required to ensure that it has the appropriate distance licence at all times".

NZTA regulatory services general manager **Kane Patena** says the decision is important as it confirms the agency's approach to RUC assessment.

"Justice Gordon's ruling sends a message to operators: Paying the right RUC for your vehicle is not negotiable," Patena says.

"RUC charges help pay for the roads commercial transport operators use so it's important this money goes back into the system.

"If other road users are picking up the tab for operators who fail to pay RUC for the appropriate weight, that's not fair on the road users who are doing the right thing. RUC revenue is vital to New Zealand having a safe land transport system.

"I have spoken to industry and representatives who have told me they want the Transport Agency to be an active effective regulator to ensure there is a fair and level playing field for commercial operators.

"As part of delivering a level playing field, we are rolling out Weigh Right stations across the country that use intelligent vehicle screening software to target potentially overweight non-compliant vehicles. This allows compliant heavy vehicles to continue on their journey without interruption.



"We have also recently set up a new team focused on commercial licensing and revenue recovery," Patena says.

Newly appointed NZTA commercial licensing and revenue senior manager **Paul Fantham** says the organisation will be "ramping up" its regulation of RUC payments in the commercial transport sector.

The decision "gives us an endorsement that our approach to calculating and collecting RUC is firm and fair", he says.



Kane Patena

Semenoff stays on the road

The NZTA has also withdrawn its decision to revoke Semenoff's (SSL) transport service licence.

NZTA first gave notice of its decision to revoke the company's licence on March 15, 2019, claiming the firm was "not fit and proper" in regards to public safety.

However, NZTA and Semenoff have now "agreed to certain conditions relating to SSL's operation and staff management which SSL has undertaken to adhere to for six months", NZTA senior commercial transport manager **Brett Aldridge** says.

"With the decision to revoke being withdrawn, there is no existing proposal to revoke SSL's transport service license.

"SSL of course remains subject to ongoing oversight by the Transport Agency, as is the case with all transport service providers," Aldridge says.

Company boss **Stan Semenoff** says he respects the High Court's decision but believes the ruling is wrong.

"I, like most hard-working Kiwis, am very grateful for our courts and justice system. I respect the judge on her decision-making regarding our case.

"But my experience over my lifetime is that judges can sometimes get rulings wrong. The methodology used to reach this ruling was not appropriate and we stand by that.

"Over time, I will be proven right as far as our case is concerned," Semenoff says.

SSL is the largest logging haulage company in Northland and is responsible for 50 per cent of Northland's wood flow and log haulage. SSL's business involves the transportation of logging material from the forest to Whangarei's Northport. It employs around 55 people and around 48 logging truck drivers.

It maintains a fleet of 55 vehicles and has contracts with over 25 companies, including suppliers and logging operators throughout Northland.



Stan Semenoff

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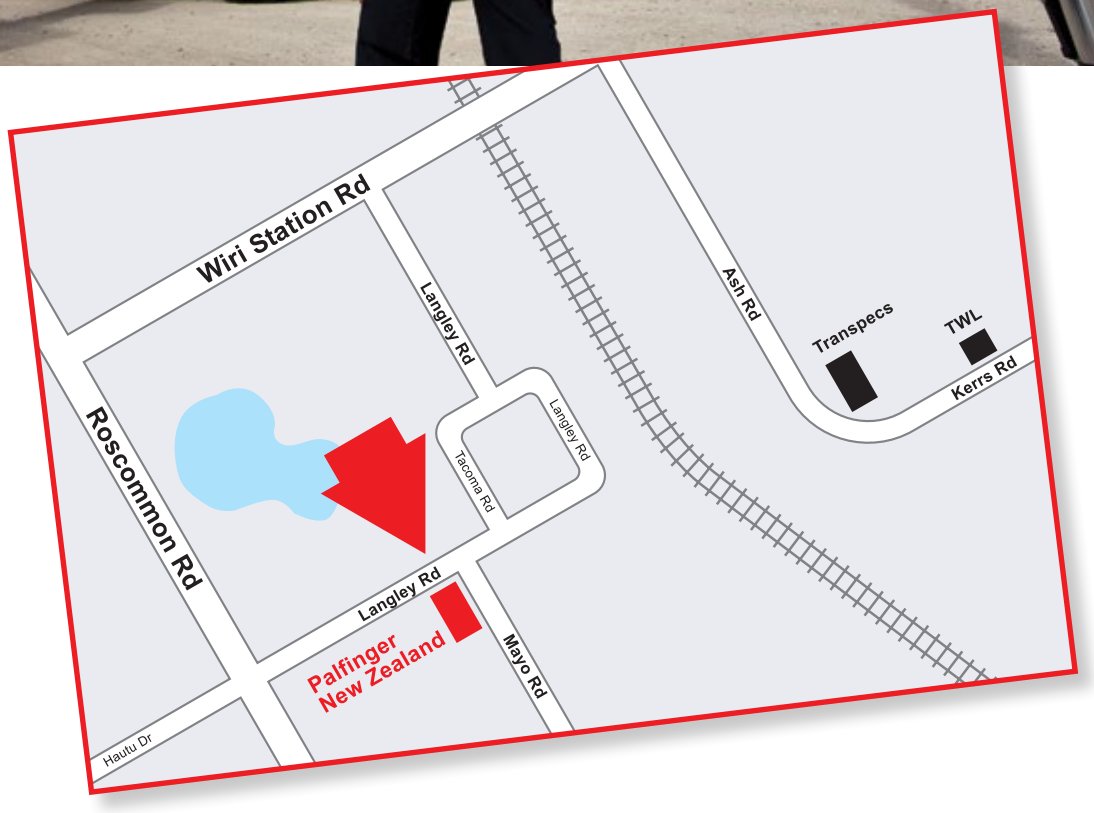
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NEW AND USED TRUCK REGISTRATIONS DOWN IN FEBRUARY



Commercial registrations have taken a steady dip in February with both new and used trucks down more than 20% year-on-year.
Total registrations of new trucks and buses over 3500kg GVM sits at 372 units for February
This is down 21.7% compared to the same period the year prior which saw 475 registrations of new commercials for the month.
A total of 842 new trucks and buses have hit the road in the year-to-date compared to 993 for the same period last year.
Isuzu is market leader for February with 84 units registered and a 22.6% market share. It was down 9.7% compared to the 93 units registered in the same period last year.
Fuso is in second spot for the month, down 17.6% with 84 units registered and a 16.4% share.
Hino is third, down 25.5% with 38 units registered and a 10.2% share.
Scania follows, up 145.5% with 27 units registered, **Iveco** unchanged with 22 units, **Fiat** up 5.6% (19), **Mercedes-Benz** down 43.8% (18), **UD Trucks** down 5.6% (17), **Kenworth** down 46.4% (15) and **Volvo** down 33.3% (14).
Total registrations of used trucks and buses over 3500kg GVM sits at 153 units for February.
This is down 24.3% compared to the same period the year prior which saw 202 registrations of used commercials for the month.
A total of 286 used trucks and buses have hit the road in the year-to-date compared to 386 for the same period last year.
Toyota is market leader for used trucks in February with 40 units registered and a 26.1% market share. It was down 2.6% compared to the 39 units in the same period last year.
Isuzu is second, down 2.8% with 35 units and a 22.9% share.

Continued on page 24

NEW HEAVY TRUCKS : Over 23,001kg

MAKE	FEB '20	FEB '19	% Change	% of Market	YTD '20	YTD '19
ISUZU	21	19	10.5	14.0	46	48
SCANIA	20	9	122.2	13.3	43	18
FUSO	17	24	-29.2	11.3	31	40
KENWORTH	15	28	-46.4	10.0	37	50
VOLVO	14	19	-26.3	9.3	52	69
HINO	11	18	-38.9	7.3	29	40
UD TRUCKS	10	8	25.0	6.7	20	19
MAN	8	17	-52.9	5.3	12	31
DAF	7	12	-41.7	4.7	17	38
MERCEDES-BENZ	7	12	-41.7	4.7	20	18
OTHER	20	17	17.6	13.3	54	44
TOTAL	150	183	-18.0	100.0	361	415

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

MAKE	FEB '20	FEB '19	% Change	% of Market	YTD '20	YTD '19
ISUZU	26	40	-35.0	35.6	56	87
HINO	17	19	-10.5	23.3	33	39
FUSO	11	20	-45.0	15.1	26	39
UD TRUCKS	7	10	-30.0	9.6	12	15
IVECO	4	2	100.0	5.5	8	5
OTHER	8	7	14.3	11.0	14	12
TOTAL	73	98	-25.5	100.0	149	197

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

MAKE	FEB '20	FEB '19	% Change	% of Market	YTD '20	YTD '19
ISUZU	36	29	24.1	27.3	60	52
FUSO	31	26	19.2	23.5	57	60
FIAT	19	18	5.6	14.4	47	40
IVECO	13	12	8.3	9.8	23	19
HINO	10	14	-28.6	7.6	28	25
MERCEDES-BENZ	9	17	-47.1	6.8	23	26
FORD	3	3	0.0	2.3	6	6
OTHER	11	23	-52.2	8.3	36	45
TOTAL	132	142	-7.0	100.0	280	273

NEW BUSES : Over 3,500kg

MAKE	FEB '20	FEB '19	% Change	% of Market	YTD '20	YTD '19
FORD	6	9	-33.3	35.3	11	9
MAN	3	1	200.0	17.6	4	5
FUSO	2	3	-33.3	11.8	8	7
SCANIA	2	1	100.0	11.8	7	2
ALEXANDER DENNIS	1	21	-95.2	5.9	1	45
OTHER	3	17	-82.4	17.6	21	40
TOTAL	17	52	-67.3	100.0	52	108



Continued from page 23

Hino third, down 46.7% with 24 registered and a 15.7% share.
Mitsubishi follows, down 30.4% with 16 units registered, **Nissan** down 35.3% (11), **Fiat** up 4.6% (seven), **Mazda** down 50% (three), **Mercedes-Benz** up 200% (three), **Volvo** unchanged (three) and **Ford** down 75% (two).
The new heavy vehicle segment over 23,000kg GVM was down 18% year-on-year with a total of 150 units registered in February. This compares to 183 in the same period the previous year.
Isuzu leads the segment for the month, up 10.5% with 21 units registered and a 14% market share.
Scania is second, up 122.2% with 20 units registered and a 13.3% share.
Fuso is third, down 29.2% with 17 units and an 11.3% market share.
Kenworth follows, down 46.4% with 15 units, **Volvo** down 26.3% (14), **Hino** down 38.9% (11), **UD Trucks** up 25%, **MAN** down 52.9% (8), **DAF** down 41.7% (7) and **Mercedes-Benz** down 41.7% (7).
Scania New Zealand sales director **Deon Stephens** says enquiries are still really strong although customers are taking a more cautious approach at the moment.
Scania's new online configurator is also proving popular with customers as they can fine-tune and customise trucks from the chassis up and this is leading into sales.
"The configurator shows every option available and explains its benefits. It lets operators choose the best performance and the best return," Stephens says.
The new medium truck segment between 9000kg and 23,000kg GVM was down 25.5% with 73 units registered in February compared to 98 in the same period the previous year.
Isuzu takes the top spot for the month, down 35% with 26 units registered and a 35.6% market share.
Hino comes in second, down 10.5% with 17 registered and a 23.3% market share.
Fuso is third, down 45% with 11 units and a 15.1% share.
UD Trucks follow, down 30% with seven units and **Iveco** up 100% (four).
The new light commercial segment between 3500kg and 9000kg GVM featuring trucks, vans, and buses was down 7% year-on-year with 132 units registered in February compared with 142 in the same period the year before.
Isuzu leads the segment for the month, up 24.1% with 36 units registered and a 27.3% market share.
Fuso is second, up 19.2% with 31 units and a 23.5% market share.
Fiat is third, up 5.6% with 19 registered and a 14.4% market share.
Iveco follows, up 8.3% with 13 units registered, **Hino** down 28.6% (10), **Mercedes-Benz** down 47.1% (9) and **Ford** unchanged with three.
Registrations for new commercials (under 3500kg) were down 14.4% with 3527

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NEW TRUCKS & BUSES MAKES : Over 3,500kg

MAKE	FEB '20	FEB '19	% Change	% of Market	YTD '20	YTD '19
ISUZU	84	93	-9.7	22.6	164	197
FUSO	61	74	-17.6	16.4	122	147
HINO	38	51	-25.5	10.2	90	104
SCANIA	27	11	145.5	7.3	55	23
IVECO	22	22	0.0	5.9	44	37
FIAT	19	18	5.6	5.1	47	40
MERCEDES-BENZ	18	32	-43.8	4.8	58	49
UD TRUCKS	17	18	-5.6	4.6	32	35
KENWORTH	15	28	-46.4	4.0	37	50
VOLVO	14	21	-33.3	3.8	53	73
Other	57	107	-46.7	15.3	140	238
TOTAL	372	475	-21.7	100.0	842	993

NEW LIGHT COMMERCIAL MAKES : Under 3,500kg

MAKE	FEB '20	FEB '19	% Change	% of Market	YTD '20	YTD '19
FORD	814	818	-0.5	23.1	1838	1706
TOYOTA	799	817	-2.2	22.7	1482	1411
MITSUBISHI	342	506	-32.4	9.7	709	951
NISSAN	265	335	-20.9	7.5	539	673
MAZDA	214	196	9.2	6.1	394	359
ISUZU	196	246	-20.3	5.6	393	529
HOLDEN	181	302	-40.1	5.1	561	655
VOLKSWAGEN	107	119	-10.1	3.0	226	218
LDV	72	140	-48.6	2.0	145	260
FUSO	61	73	-16.4	1.7	122	146
Other	476	567	-16.0	13.5	1097	1207
Total	3527	4119	-14.4	100.0	7506	8115

Continued from page 24

units registered in February compared to 4119 in the same period the previous year. This was the fifth consecutive drop in registrations for this sector.
Ford takes the top spot, down 0.5% with 814 units registered and a 23.1% market share.
Toyota is second, down 2.2% with 799 registered and a 22.7% market share.
Mitsubishi is third, down 32.4% with 342 registered and a 9.7% market share.
Nissan follows, down 20.9% with 265 units registered, **Mazda** up 9.2% (214), **Isuzu** down 20.3% (196), **Holden** down 40.1% (181), **Volkswagen** down 10.1% (107), **LDV** down 48.6% (72) and **Fuso** down 16.4% (61).

Overall registrations, including passenger cars, were down 2.2% (261 units) for the month of February with 11,438 new vehicles registered.
The top models for the month of February were the **Ford Ranger** (728 units), followed by the **Toyota Hilux** (580 units) and the **Toyota RAV4** in third place with 419 units.
"The month of February was up for passenger and SUV vehicles by 4.4% [331 units] over February 2019, however, it was down 14.4% (592) for commercial vehicles," Motor Industry Association chief executive **David Crawford** says.
"While it was pleasing to see the passenger and SUV market remain strong it is worrying that the commercial sector continues to be down, the fifth month is a row."

The used heavy truck segment over 23,000kg GVM was down 30.8% year-on-year with nine units registered in February.

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USED HEAVY TRUCKS : Over 23,001kg

MAKE	FEB '20	FEB '19	% Change	% of Market	YTD '20	YTD '19
VOLVO	3	3	0.0	33.3	3	5
HINO	2	2	0.0	22.2	2	3
KENWORTH	1	2	-50.0	11.1	3	5
OTHER	3	6	-50.0	33.3	7	12
TOTAL	9	13	-30.8	100.0	15	25

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

MAKE	FEB '20	FEB '19	% Change	% of Market	YTD '20	YTD '19
ISUZU	3	3	0.0	50.0	5	5
NISSAN	2	2	0.0	33.3	2	3
OTHER	1	14	-92.9	16.7	9	24
TOTAL	6	19	-68.4	100.0	16	32

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

MAKE	FEB '20	FEB '19	% Change	% of Market	YTD '20	YTD '19
TOYOTA	40	37	8.1	29.6	68	75
ISUZU	32	32	0.0	23.7	51	65
HINO	19	35	-45.7	14.1	44	65
MITSUBISHI	16	21	-23.8	11.9	25	39
NISSAN	9	13	-30.8	6.7	17	33
FIAT	7	4	75.0	5.2	11	6
MAZDA	3	6	-50.0	2.2	10	9
OTHER	9	11	-18.2	6.7	18	21
TOTAL	135	159	-15.1	100.0	244	313

USED TRUCKS & BUSES MAKES : Over 3,500kg

MAKE	FEB '20	FEB '19	% Change	% of Market	YTD '20	YTD '19
TOYOTA	40	39	2.6	26.1	68	77
ISUZU	35	36	-2.8	22.9	56	72
HINO	24	45	-46.7	15.7	48	80
MITSUBISHI	16	23	-30.4	10.5	30	44
NISSAN	11	17	-35.3	7.2	21	39
FIAT	7	4	75.0	4.6	11	6
MAZDA	3	6	-50.0	2.0	10	9
MERCEDES-BENZ	3	1	200.0	2.0	8	1
VOLVO	3	3	0.0	2.0	4	6
FORD	2	8	-75.0	1.3	3	11
Other	9	20	-55.0	5.9	27	41
TOTAL	153	202	-24.3	100.0	286	386

USED BUSES : Over 3,500kg

MAKE	FEB '20	FEB '19	% Change	% of Market	YTD '20	YTD '19
ALEXANDER DENNIS	1	0	0.0	33.3	2	0
FORD	1	6	-83.3	33.3	2	9
OTHER	1	5	-80.0	33.3	7	7
TOTAL	3	11	-72.7	100.0	11	16

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Continued from page 25

Volvo had three units registered while **Hino** had two and **Kenworth** had one registration in the segment.
Used medium trucks between 9000kg and 23,000kg GVM were down 68.4% with six units registered for the month.
Isuzu had three registrations and **Nissan** had two in the segment.
Used light commercials between 3500kg and 9000kg GVM were down 15.1% year-on-year with 135 units registered in February compared with 159 in the same period the previous year.
Toyota leads, up 8.1% with 40 units and a 29.6% market share.
Isuzu is unchanged in second spot with 32 units and a 23.7% market share.
Hino is third, down 45.7% with 19 units registered and a 14.1% market share.
Mitsubishi follows, down 23.8% with 16 units registered, Nissan down 30.8% (9), **Fiat** up 75% (7) and **Mazda** down 50% (3).
The new tractor segment was down 32.3% with 111 units registered in February compared to 164 in the same period the previous year.
John Deere leads, down 29.7% with 45 units and a 40.5% market share.
New Holland is second, down 40.9% with 13 units and an 11.7% market share.
Massey Ferguson is third, down 16.7% with 10 units and a 9% market share.
Case IH follows, down 58.8% with seven units registered, **Case** up 200% (6), **Class** up 50% (6), **Deutz-Fahr** up 100% (6), **Tractor** down 69.2% (4), and **Fendt** down 25%.





USED LIGHT COMMERCIAL MAKES : Under 3,500kg

MAKE	FEB '20	FEB '19	% Change	% of Market	YTD '20	YTD '19
TOYOTA	430	437	-1.6	49.8	775	836
NISSAN	211	213	-0.9	24.4	411	419
ISUZU	41	42	-2.4	4.7	67	81
MAZDA	26	61	-57.4	3.0	67	101
HINO	22	45	-51.1	2.5	48	80
FORD	21	48	-56.3	2.4	61	106
MITSUBISHI	18	29	-37.9	2.1	43	64
CHEVROLET	13	22	-40.9	1.5	24	41
FIAT	12	24	-50.0	1.4	78	54
HOLDEN	12	13	-7.7	1.4	26	32
Other	58	66	-12.1	6.7	111	123
Total	864	1000	-13.6	100.0	1711	1937

USED TRACTOR REGISTRATIONS

MAKE	FEB '20	FEB '19	% Change	% of Market	YTD '20	YTD '19
JOHN DEERE	10	8	25.0	16.9	25	29
MASSEY FERGUSON	15	19	-21.1	25.4	17	37
CASE	5	1	400.0	8.5	10	4
INTERNATIONAL	5	3	66.7	8.5	7	5
NEW HOLLAND	5	1	400.0	8.5	15	10
OTHER	19	20	-5.0	32.2	58	45
TOTAL	59	52	13.5	100.0	132	130

NEW TRACTOR REGISTRATIONS

MAKE	FEB '20	FEB '19	% Change	% of Market	YTD '20	YTD '19
JOHN DEERE	45	64	-29.7	40.5	79	101
NEW HOLLAND	13	22	-40.9	11.7	26	36
MASSEY FERGUSON	10	12	-16.7	9.0	34	36
CASE IH	7	17	-58.8	6.3	14	30
CASE	6	2	200.0	5.4	12	3
CLAAS	6	4	50.0	5.4	9	5
DEUTZ-FAHR	6	3	100.0	5.4	9	8
TRACTOR	4	13	-69.2	3.6	11	20
FENDT	3	4	-25.0	2.7	13	16
OTHER	11	23	-52.2	9.9	38	53
TOTAL	111	164	-32.3	100.0	245	308

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IVECO BOOSTS HEAVY MARKET WITH NEW X-WAY

Iveco NZ is getting ready to release the new Euro 6-rated X-Way range featuring improved fuel efficiency, reduced emissions and new safety features.

The model will arrive in April featuring Iveco's patented Hi-SCR technology that requires no parked vehicle regeneration.

The range includes both prime mover and rigid models with a number of cabin options and GVMs and GCMs of up to 25 and 50 tonnes and higher GCMs available on application.

Designed and engineered in Europe and manufactured at Iveco's Melbourne production facility, the new range was extensively tested in both New Zealand and Australia to ensure it met the demands of local conditions and applications.

At the heart of the vehicles are new, powerful and efficient engines with output of up to 570hp and 2500Nm. The engines meet stringent Euro 6 emissions levels through the use of Iveco's Hi-eSCR system as featured in the latest Euro 6 Eurocargo.

Matched to the new engines is the brand's market-leading HiTroniX 12-speed automated intelligent transmission, which provides additional performance modes and longevity.

The X-Way also introduces a range of fuel-saving measures, designed to lower fuel use and reduce overall running costs, this includes a Driving Style Evaluation (DSE) system that's integrated into the Ivecoconnect multimedia system.

Safety is also strong in the new X-Way and positions the models as segment leaders.

Standard equipment on all prime mover and rigid models includes electronic braking system (EBS) with brake assistance aystem (BAS), electronic stability program (ESP), hill holder, adaptive cruise control (ACC), advanced emergency braking system (AEBS), and daytime running lights.

Prime mover models also feature a standard extended catwalk allowing for safer access to the back of cabin area to connect air hoses or conduct maintenance.

Smoothing out the bumps are several suspension options including front and rear electronically controlled air suspension (ECAS), and to reduce vehicle build-up costs, the axles feature integrated weight scales.

Iveco NZ dealer principal **Jason Keddie** says there has already been strong interest in the new X-Way range from existing and prospective customers.

"The release of the X-Way will significantly strengthen Iveco's heavy market position in New Zealand, and judging by the pre-launch interest, we think take-up will be strong.

"A combination of advanced safety features, cleaner and more powerful Euro 6 engines and breadth of models, coupled with Iveco's renowned low cost of ownership and high comfort levels, will make the X-Way a strong contender for a wide range of applications," Keddie says.

The new range will be officially launched at the TMC Trailers Trucking Industry Show in Christchurch on March 20-21.

PROVIDING MORE X-FACTOR FOR THE FORD RANGER WILDTRAK





Retro Vehicle Enhancements (RVE) has decades of experience in developing and producing high-quality accessory packages to enhance and personalise popular mass market vehicles.

Established in 1968 and formerly known as Auckland Auto Trimmers, RVE is a family-owned and operated design company that creates products and packages for popular vehicles that go above and beyond the mainstream constraints of mass production.

RVE is a "one-stop-shop" which designs, consults, develops and supplies unique packages to vehicle distributors and dealerships.

Recognising that the top-spec Ranger Wildtrak has been a phenomenal success for Ford New Zealand, RVE challenged itself to make the best-selling ute, better.

The X Package for the new Ford Ranger Wildtrak ute was developed by RVE to add passion to enhance this vehicle beyond the mainstream offering, by creating a personal statement for the owner.

The Wildtrak X package includes 20-inch wheels and all terrain tyres, the X grille with LED driving lights, the colour coded Sport flares on the wheel arches which are a unique RVE design and the exterior decal kit for $8,299 including GST.

Further options which were fitted to the Wildtrak X demonstration vehicle included a two-inch suspension lift kit, tinted windows, extended aluminium sports bar, Monza style sport seats for the driver and passenger, a removable bed-rug premium bed liner, custom ROC fitted rubber mats, and a remote electrically-operated tray cover.

RVE managing director **David Stanners** says the X package offers Wildtrak buyers a subtle point of difference from other available aftermarket options. He is particularly proud of the design of both the tray cover and sports bar which allow the fitting of bike or ski racks, yet still allow easy access to the ute bed.

Driving impressions

We've driven many utes fitted with a bigger wheel and tyre combination and often it results in a degradation of the factory supplied ride quality and handing of the vehicle.

However, there is very little tyre roar from the 285/50R 20-inch Goodyear All Terrain tyres fitted to the Wildtrak X, the steering response is still very crisp and sharp, and the comfortable ride quality and confident cornering ability remains even with the lightly modified ride height.

There's obviously been a lot of work carried out by RVE to maintain and enhance the integrity of the Wildtrak's factory dynamics without sacrificing ride comfort and safety. The Wildtrak X might look a bit more intimidating but from behind the wheel it's pleasant to drive and has lost none of the performance of the standard vehicle.

The rear view from the driver's seat is not diminished by the sports bar, and being able to remotely open and close the cover of the bed at the click of a button is very useful when you have your hands full of shopping or other items to drop into the tray. It also facilitates secure storage for those valuable items that you want hidden out of sight.

One size doesn't fit all, and while we can see the X package meeting the needs of many discerning Wildtrak owners, no doubt there will be other buyers who want something a bit more extreme. They needn't worry, because RVE can help with that too.



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RENAULT TRAFIC READY FOR BUSINESS

Renault New Zealand is ramping up its commercial range with the popular Trafic van now available with two-litre diesel automatic transmission.

This is available in long and short wheelbase versions and complements the 1.6-litre diesel manual transmission Trafic Trader range, featuring 85kW of power and 300Nm of torque, which hit the local market last year.

It gives Renault a strong portfolio and will help fill a much-needed gap in the commercial market with vans being the hardest hit segment under the new Electronic Stability Control (ESC) legislation which took effect on March 1.

Sales and marketing manager **Warren Willmot** says Renault NZ has been working hard to update its offering and now have a range of vehicles which are more suitable to the local market.

"We work very closely with our dealers and consult with them on the vehicle mix for New Zealand.

"Even the best car in the world wouldn't work here if it's not priced right.

"Our expectations for Renault are high. Within 18 months, Renault NZ is confident our volume will grow to over 1000 vehicles per annum.

"Trafic is exceptionally well placed to fuel that growth. Not just because it is the best new van available, but also market conditions with used imports becoming harder to secure with the ESC rules coming into play. We have plenty of Trafics on the water and in stock now," Willmot says.

The new two-litre automatic transmission range starts from $53,990 for the short wheelbase and $55,990 for the long wheelbase.

AutoMedia had the short wheelbase version out on the road for a week and found it to be a great van to drive.

Featuring updated designs, the vehicle looks smart and tidy featuring a front grille with chrome and full LED lights.

The interior is simple and functional with little features that remind you this vehicle was built with business operations in mind.

Everything from the smartphone holder, a folding tray for laptops, 90-litres of storage space and a 54-litre tray under the passenger bench seat, the Trafic is designed to be a little office on wheels.

Apple CarPlay and Android Auto is available with the multimedia system and smartphone replication allows you to use all apps from the large touchscreen on the dashboard. Other features include navigation, hands-free calls, radio and streaming.

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Safety features include extended grip technology which improves vehicle adaptability on difficult roads such as unpaved or muddy tracks.
The computer system uses data from the whe**els to optimise performance and when grip i**s lost, it adapts engine power to each wheel to improve grip and steering.
AutoMedia found the two-litre automatic transmission diesel engine provided plenty of muscle and was quick off the mark with 125kW of power and 380 Nm of torque.
The drive was smooth and steering was responsive making this vehicle a good work companion for the daily tasks.
The Euro 6 rated vehicle also boasts very impressive fuel consumption ratings of 5.8L/100km for the short wheelbase and 5.9L/100km for the long wheelbase.
Dimensions of the short wheelbase version are 4999mm in overall length and 2283mm in overall width including side mirrors.
The long wheelbase version is 5399mm in overall length and 2283mm in overall width including side mirrors.
Both models come standard with a new tail lift style rear cargo door, twin sliding doors on the sides, anti-lock braking system with electronic brakeforce distribution, load adaptive electronic stability control, cruise control and speed limiter, hill start assist, dual airbags and more.
The models feature a max payload of around 1.2 tonnes and around 1.7 tonne braked towing capacity and 750kg braked.
Servicing includes three-year warranty or 350,000km, 24-hour breakdown assistance with roadside repair or towing for the duration of the warranty.
Meanwhile, the Trafic Trader models are also available in short or long wheel-based versions priced between $41,990 and $43,990.
“The Traffic Trader models represent a great quality vehicle at a fair price. It’s the vehicle for honest, hard-working Kiwi businesses, whatever their trade might be,” Willmot says.

“Renault commercials are known for their performance, durability and reliability. With the extended kilometre warranty, we want to show our customers and dealers that Renault as a global manufacturer have absolute trust and confidence in our quality products.
“The renewed warranty is also a response to the market demand and helps us to deliver on our strategic growth ambitions,” he says.





LONG-TERM PLANNING NEEDED OVER ROADING INFRASTRUCTURE



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.

The Government has announced that it is finally putting some investment into new roads. About time!

Unfortunately, the $5.5 billion spend still leaves plenty of critical projects on the to-do list and with constant uncertainty created by the competing interests of the three parties in Government it is still debateable whether even the announced projects will make it to completion.

It is particularly frustrating for the road transport industry that important projects such as the East-West Link in Auckland and the four-laning of Christchurch to Ashburton were conspicuously absent from the Government's big announcement.

These are major freight routes that require significant improvements to help reduce the time and cost of doing business, not only for freight operators but also for exporters and consumers.

While there are some worthwhile projects that are to receive funding, including Penlink, the Tauranga Northern Link and Otaki to north of Levin, the reality is that this was an announcement cynically timed for an election following over two years of complete refusal to build any new roads.

I am becoming more and more convinced that New Zealand needs to completely depoliticise transport infrastructure. The mechanism is there with the creation of the New Zealand Infrastructure Commission tasked with developing a 30-year infrastructure strategy.

However, I fear that the hurdle of gaining broad public agreement for the strategy will derail the commission right from the start. Political parties have long preyed on these divisions to justify overturning previous government policy in transport and in many ways maintaining the status quo suits their desire to fight it out on this ideological battlefield.

Incredibly this Government can't even maintain unity within its own ranks on transport. I was astonished to read associate transport minister **Julie-Anne Genter's** public essay criticising the new road funding after it was announced despite having obvious portfolio responsibility for it.

According to Genter, the New Zealand Upgrade falls short of what is required to "reduce climate pollution, ensuring people have enough to thrive, and protecting nature".

She then goes on to attack the entire road transport sector as being one of the country's worst climate polluters without any acknowledgement of the critical role it plays in New Zealand's economic success.

Inspite adding further weight to the perception that this is a shambolic Government being pulled in various different directions by competing interests, it is extremely concerning to know that following the September election it is entirely possible that even the projects announced as part of the New Zealand Upgrade plan could be under threat.

If the Greens are in a position to form a Government with Labour alone, it strikes me as odds-on that the roading component of the New Zealand Upgrade will be shelved. As for the future of the East-West Link or four-laning Christchurch to Ashburton, you can forget it.

Moving on, it is extremely concerning to see the impact that the coronavirus and the China close-down is having on our exporters and supporting parts of the economy. One of the worst impacted sectors so far has been forestry, which largely relies on a Chinese timber market that has completely stalled with logs sitting on wharves at ports unable to be moved.

As of early February, the Forestry Industry Contractors Association estimated that 30% of contractors had slowed operations and 25% had closed down completely.

They also observed that 1500 forestry workers around New Zealand were out of work and we know that this trend is flowing on to the log transport industry also, with trucks parked up and contract drivers with no work to do.

Recently, I wrote to social development minister **Carmel Sepuloni** suggesting that the Government should consider possible tax extensions for log transport companies and remove the benefit stand-down periods for workers suddenly laid off.

The coronavirus outbreak is an extraordinary event that requires a compassionate and pragmatic response from government and I hope that this is forthcoming. I have offered to meet with minister Sepuloni on this issue and would appreciate any operators affected contacting me with information that may help our case.

As you all know, it's election year and transport will be a major issue. This Government staked a great deal of political capital on delivering in transport and September 19 presents New Zealanders with an opportunity to give their verdict on whether they have headed in the right direction or not.

In order to provide the transport industry with the opportunity to hear from all the major political parties, RTF is organising a political summit similar to what we ran prior to the 2017 election.

The summit will take place at Te Papa in Wellington on Tuesday, June 30, and I'd encourage all those with an interest in the future direction of transport policy to save the date and consider attending.

More information, including registration details and a programme for the day will be available through a dedicated website to be launched soon.

OUR GROWING ENTHUSIASM FOR ELECTRIC VEHICLES



David Crawford
Is the chief executive of the Motor Industry Association.

Last year more than twice as many Kiwi car buyers turned to vehicles with some form of electric power than in 2018. That's a massive jump in any market and clearly indic ates that electrified vehicles are now becoming a viable option for a growing number of us.
For the point of clarity, I use the term "some form of electrification" to cover (non plug-in) hybrids in addition to plug-in hybrids and pure EVs (BEV).
Last year, nearly 9000 new vehicles powered by some form of electrification were sold here. That's more than double the previous year when fewer than 4000 were sold.
So, what's led to the sudden spike in consumers turning to electric? In my view, much of it is driven by improvements in technology, better pricing, and a big jump in the availability and range of electrically powered options in the past year or two – from hybrid to plug-in hybrid electric to battery electric.
There are now 16 different pure EV models available in New Zealand and this has helped to fuel increasing affordability across a whole range of makes and models. Probably the biggest drawcard, however, has been the arrival of the long range EV battery.
Last year's sales data confirms that the biggest selling models were those that had a driving range of 400 to 450 kilometres between top ups and were reasonably priced at just below $80k. More than half the EVs sold last year were two models – the Tesla 3 and Hyundai Kona – both these go at least 400km on a single battery charge.
Understandably, most of us want to use our EV in the same way that we would use our petrol vehicle – filling up when the tank's near empty instead of plugging in each night or being confined to short stints in between roadside charging stations. It's simple convenience and lifestyle.
And as more makes and models with longer battery life come on stream we can expect to see continued growth in popularity.
However, in all this, the shining stars of the electrification of the car market remain petrol hybrids. Last year 5883 petrol hybrids sold in New Zealand compared to 2140 the year before.
Compare this to the plug-in petrol hybrid which made a modest gain - 926 were sold last year, up from 703 the year before, while total electric jumped from 768 in 2018 to 1881 last year.
This is telling us that, looking towards the future, we won't be confined to one type of electric technology. New car buyers are looking for fuel efficient options that will reduce their running costs, suit their lifestyle, help reduce their carbon footprint and are affordable – in whatever form.
It's clear petrol will be with us for the next few years at least. But already the hybridisation of engines in various forms combined with increased fuel efficiency, means we can continue to reduce emissions in our new vehicle fleet.
As a country, our small market size means we have minimal ability to directly influence manufacturers but we're a fast technology adopter and we can closely follow progressive regions, such as Europe.
This is already reflected in our emissions. Last year's drop in emissions of 2.6% was our biggest single year drop in emissions from new vehicles since 2012. Overall, emissions have reduced from 220.7 grams per km in 2006 to 174.4 grams per km in 2019.
That adds up to an overall drop of 21% since 2006 when the MIA began annual recording of average emissions for new vehicles as they enter the fleet. Not bad given the change in buying habits for more utes and SUVs.
All this leads to the conclusion that the accelerating rate in the reduction of greenhouse gas emissions from the new vehicle fleet calls into question the need for the Government to introduce its proposed Clean Car policies.
We seem to be heading in the right direction as a fast follower of technology.
However, if the Government feels the need to introduce policies to support the reduction in emission then the proposed Clean Car discount is all that is needed.
Quite frankly, the fuel economy standard will achieve nothing other than generate an unwanted tax and will inevitably distort the market.



TRANSPORT TO BE A BIG ELECTION ISSUE



Chris Bishop
Is the MP for Hutt South and National's spokesperson for transport, infrastructure and regional development. He was first elected to Parliament in 2014.

After two and bit years of chaotic mismanagement of the transport portfolio by **Phil Twyford** and **Julie Anne Genter**, National will present a credible transport plan this election. Unlike Labour, we have a strong record of delivering.

We are the party of infrastructure and we're proud of our record on transport investment. The last National government invested more in transport than any other government in New Zealand history.

We spent $12 billion on the first seven Roads of National Significance: transformational projects to connect our regions and unlock the potential of our cities, towns and provinces.

No-one would argue that Auckland isn't better off for the Waterview Tunnel, Puhoi to Wellsford road, the Western Ring Route, and Victoria Park Tunnel. Those are National's transport legacies to Auckland.

Down the road, the Waikato Expressway has created a much better and more efficient connection between our largest city and Hamilton. It has had a transformational effect on the entire region.

In Wellington, after 50 years of talk, National got on with the job of building Transmission Gully as part of the Wellington Road of National Significance.

Our opponents say – or used to say – that National is just the party of roads. That rhetoric belies the reality. A record $2 billion was invested in public transport under National from 2015 to 2017, and now public transport use is at record levels.

It was National, in fact **Simon Bridges** as transport minister, that got the transformational City Rail Link project in Auckland under way.

Compare this to the Labour-led Government which cut $5 billion from the state highway budget and cancelled 12 projects including Melling, Petone to Grenada, the East-West Link, and the Tauranga Northern Link.

Then almost two years in, and they've essentially re-packaged and re-announced what they cancelled. This is great news for our regions, but it's deeply disappointing that it took more than two years of faffing about to get here.

Light rail in Auckland was Labour's flagship promise on the campaign trail in 2017. They said it would be built from the CBD to Mt Roskill by 2021, and then to the airport by 2027. Two years in and there are no business case, no route, no costings, and no consents.

Unlike Labour, we have a plan. Transport will be a major focus area for us this year.

We'll take a significant, credible and costed transport package to the election. That package will be marked by three characteristics.

First, it will be a pipeline of projects. We want to set out a vision of what transport in our cities and regions could and should look like.

Second, it will be multi-modal. You will hear more from us about how to improve our buses, our rail networks, alongside our roads – and how we can use technology to decongest our cities and make it easier to get around.

Third, the package will be significant. We're the party of infrastructure, and we intend to campaign on that message.

Last year, we released a transport and infrastructure discussion document. There's lots in it, but there are four things in particular we'll focus on, including a move from fuel tax towards road user charges, congestion pricing, integrated ticketing and governance reform.

We're proposing quite a big change in the way we fund transport. Our current system is a mix of fuel tax, which is levied on petrol, road user charges on diesel vehicles on a per-kilometre travelled basis, and vehicle licensing fees.

But fuel use is becoming a poor estimate of road use as vehicles become more modern and fuel-efficient. Our proposal, over time, is to shift all vehicle users onto road user charges which would see everyone on our roads make a contribution to their upkeep.

We will also focus on congestion which costs our economy hundreds of millions of dollars a year. By putting a price on congestion, we encourage people to travel at different times of the day, or take a different route, and use public transport.

That's standard practice in many cities around the world and has been consistently recommended by experts here in New Zealand. Both Wellington mayor **Andy Foster** and Auckland mayor are in favour. It's time to get on with it.

I'm keen to get started on integrated ticketing. London's Tube has accepted contactless cards since September 2014, allowing people to pay for their travel with a simple swipe of their credit card or even phone. The same system is integrated with the bus network.

By comparison, people still pay for the train in Wellington the same way they did 30 years ago – with cardboard monthly passes or cash and coins. We can do better.

Finally, we will look at how transport is managed and governed in Wellington. We're proposing introducing new regional transport authorities in Wellington and Canterbury that would run the public transport systems as well as manage cycling, parking and roading.

As you can see, we have a solid plan backed by a strong record of delivery. You'll hear more about it over the next few months



WORLD'S LARGEST HYDROGEN MINE TRUCK UNDER DEVELOPMENT

The Anglo American mining company is partnering with Williams Advanced Engineering (WAE) to develop its new fuel cell electric vehicle (FCEV) set to be the world's largest hydrogen powered mine truck.
Anglo American has committed to reducing its global greenhouse gas emissions by 30% by 2030.
Putting electrified vehicles into mines – from large haul trucks to passenger vehicles and employee buses – will help Anglo American reach this decarbonisation target.
The FCEV haul truck will be powered by a hydrogen fuel cell module paired with a WAE scalable high-power modular lithium-ion battery system.
This arrangement replaces the existing vehicle's diesel engine, is controlled by a high voltage power distribution unit delivering in excess of 1000kWh of energy storage.
The power units will be designed and built at WAE in Grove, Oxfordshire, and integrated into an existing mining haul truck, with testing taking place later this year at the Mogalakwena platinum group metals mining operation in South Africa.
Through regenerative braking, the battery system will be capable of recovering energy as the haul truck travels downhill.
For the project, WAE has drawn on its experience as the sole battery supplier to the FIA Formula E global motorsport series for the first four seasons.
WAE is also the sole battery supplier to the new FIA Extreme E racing programme, which begins in 2021.
In line with Anglo American's commitment to sustainable mining, studies will take place after the initial trials to understand how these power units can be used to provide energy storage in second life applications.
"We are delighted to be involved in this innovative and exciting project which showcases the scalability of battery technology from automotive and motorsport to "heavy duty" industrial applications.
Operating within a harsh environment is something we are familiar with as sole battery supplier for the Extreme E programme," WAE managing director **Craig Wilson** says.
"We look forward to working with Williams Advanced Engineering to deliver this important step-change technology, a true world first for a vehicle of this size and load capacity," Anglo American technology development head **Julian Soles** says.
"We believe Williams can help us to deliver this ground-breaking project, which is part of our plan to create a smart energy mix that moves us closer towards our carbon and energy targets for 2030 and, ultimately, our vision of operating a carbon-neutral mine."



GOVT DISHES OUT $19.9M FOR TARANAKI HYDROGEN PROJECT

The Government has announced $19.9 million through the Provincial Growth Fund towards a hydrogen energy facility in South Taranaki.

The joint venture between Ballance Agri-Nutrients and Hiringa Energy will see the production of hydrogen from renewable electricity and water at a facility in Kapuni.

The hydrogen produced will then be used to power the Ballance Agri-Nutrients' Kapuni plant.

"The development of alternative energy initiatives like this one is vital for the Taranaki region's economy. We are pleased the PGF is working with Taranaki businesses to build sustainable long-energy term industry," deputy prime minister **Winston Peters** says.

"The Kapuni plant is a significant contributor to South Taranaki's economy and this project will create around 50 jobs during construction and an additional seven jobs after construction.

"This initiative is expected to attract significant investment from industries interested in New Zealand green hydrogen and to be a catalyst for a green hydrogen market and contribute to major growth through the Taranaki region and nationally.

"In the future, green hydrogen produced by these sorts of projects could fuel our heavy transport industry," Peters says.

The investment comes from a $40m commitment from the PGF to support renewable energy projects which includes four hydrogen projects in Taranaki.

Another $3.16m has been announced to fund two wind turbines on Stewart Island.

"Projects like this will make a serious difference for the future of a cleaner, greener New Zealand. We look forward to announcing further PGF funding for Taranaki as New Zealand transitions to a low emissions economy," Peters says.

BusinessNZ Energy Council executive director **Tina Schirr** welcomes the investment and says it's "crucial the knowledge gained from this venture is shared with the wider community".

"It is important for the business community, policymakers, innovators and investors to understand the full range of ways that we can reduce our emissions," she says.

Late last year, the Hydrogen Global Initiative was unveiled by the World Energy Council (WEC).

First Gas, Arup, and the Australian government are just some of those committed to Hydrogen Global - a platform for companies, governments, councils and institutions to showcase their work and learn from each other.

The non-binding Hydrogen Global Charter aims to merge global hydrogen efforts to send a signal to the market that demand for low carbon hydrogen is on the rise.



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Toll Group hit by cyber attack

Transport and logistics giant Toll Group had to shut down its IT systems in response to a cyber security attack last month.
The company says it was a "precautionary measure" in response to a number of affected Toll customer-facing applications.
It included its MyToll portal system and impacted the tracking and tracing of customer items.
The company resorted to manual and automated processes across its global operations as a result which caused some delays and disruptions.
"We can confirm the cyber security incident is due to a targeted ransomware attack which led to our decision to immediately isolate and disable some systems in order to limit the spread of the attack," the company says.
"We apologise for the disruption that some of our customers are experiencing. We're working with relevant authorities and have referred the matter to the appropriate bodies for criminal investigation."



Daimler opens truck charging stations

Daimler has opened a new charging park for electric commercial vehicles at its headquarters in Stuttgart, Germany.
The company says "it's a further step in the electrification strategy and connected corporate activities".
In December last year, the company said it would be investing more in electric vehicle technology.
"The automotive industry is in the middle of the biggest transformation in its history," the company said.
"The development towards CO2-neutral mobility requires large investments, which is why Daimler announced in the middle of November that it would launch a programme to increase competitiveness, innovation and investment strength."

NEWSINBRIEF

UK petrol/diesel ban now by 2035

The United Kingdom has brought forward by five years its move to ban sales of new petrol and diesel cars, adding hybrids as well.
The policy shift from 2040 to 2035 has been announced by prime minister Boris Johnson in launching the 2020 United Nations Climate Change Conference (UN COP 26 climate summit) in Glasgow in November.
That means more battery electric vehicles (BEVs) are needed for Britain, but many in the automotive industry there say the country is unprepared to move to electric only by the new date.
The UK government says that subject to consultation it will stop the sale of new petrol, diesel and hybrid cars and vans in 2035 or even earlier if possible.
Most overseas media forecast the policy change will have a huge impact on the automotive industry and spark an even more rapid response.



VINZ directors appoints chief executive

The directors of Vehicle Inspection NZ Ltd (VINZ) have appointed **Sean Steven**s as chief executive, reporting to the company's board.
Stevens has been acting chief executive since August 2019.
He will focus on continuing to grow the business in its key areas of in-service inspection testing, entry certification and solution for its customers.
Stevens will also seek out strategic partnership and opportunities to expand VINZ, while ensuring the company provides industry-leading service to its customers.
"Sean has led VINZ's operation delivery in a time of change and growth and we know he has the necessary skills to continue to guide the company's growth as an inspection organisation," VINZ director **Euan Philpot** says.
Stevens joined VINZ in August 2015 and was formerly general manager of operation and delivery. His automotive background includes roles with Ateco and Continental Cars Services.
"Sean has a proven track record at VINZ. And was the obvious choice for the permanent role. We expect his strengths in customer service management will contribute to stronger and deeper relationships with our customers and the wider automotive industry," another VINZ director **Gordon Shaw** says.

Continued on page 38



Auckland switching buses to electric

Twelve Auckland buses will be electric by the end of this year.
Auckland Transport and its operator NZ Bus have agreed to switch all red CityLINK bus services to electric buses from the end of the year as part of Auckland's Low Emission Bus Roadmap.
"Electrifying Auckland's CityLINK buses will help improve air quality by reducing pollution from black carbon and nitrogen oxide emitted by the current diesel vehicles," mayor **Phil Goff** says.
"Black carbon is associated with health problems and has been found in Queen Street at levels higher than in some major European and US cities, so it's a priority for us to address this issue."
Six electric buses will also be introduced on Waiheke Island this year.
Auckland Council environment and climate change committee chair **Richard Hills** says moving to a fully electric bus fleet is critical if Auckland is to meet its emissions reduction targets.
Planning committee chair **Chris Darby** says Aucklanders will soon enjoy a much more breathable downtown area.
Auckland Transport chair **Adrienne Young-Cooper** says an electric bus was tried on the CityLINK route in 2018 to see how it would cope with the stop-and-go nature of the route and came through with flying colours.
"The CityLINK buses carry more than 1.6 million customers each year and provide an essential link within city centre and with a growing business and entertainment hub in Wynyard Quarter."
NZ Bus chief executive **Barry Hinkley** says the 12 buses are coming from Zhejiang CRRC Electric Vehicle Co Ltd (China Rail).



Renault NZ to release small ute

Renault New Zealand will be adding a compact size ute to its commercial range is expected to arrive in January 2021.
Along with the release of its new variants of the popular Trafic commercial van, the company has announced the Oroch dual-cab pick-up to arrive before the end of 2020.
The Brazilian-built vehicle is based on Renault's Duster SUV (which will also enter the market) with an extended wheel-base. The two vehicles feature entry-level pricing.
The Oroch sits below Renault's full sized Nissan Navara-based Alaskan ute and its smaller size will be a real segment-breaker within the New Zealand market.
It has a payload of around 650kg which is comparable to the old Ford Falcon and Holden Commodore utes and is driven by a four-cylinder petrol engine in either a 1.6-litre or 2.0-litre variant.
Transmission is either five or six-speed manual gearboxes, or a four-speed automatic transmission.
The bed size is around 1175mm wide and 1350mm long, and has a capacity of 683 litres.
The exact details of variant types to be introduced in New Zealand will be announced soon.
"It's a value proposition vehicle, being smaller, petrol with no road user charges and backed up with a great warranty, we expect it to be popular with private buyers and small businesses," Renault NZ sales and marketing manager **Warren Willmot** says.

Govt seeking submissions on tyre storage

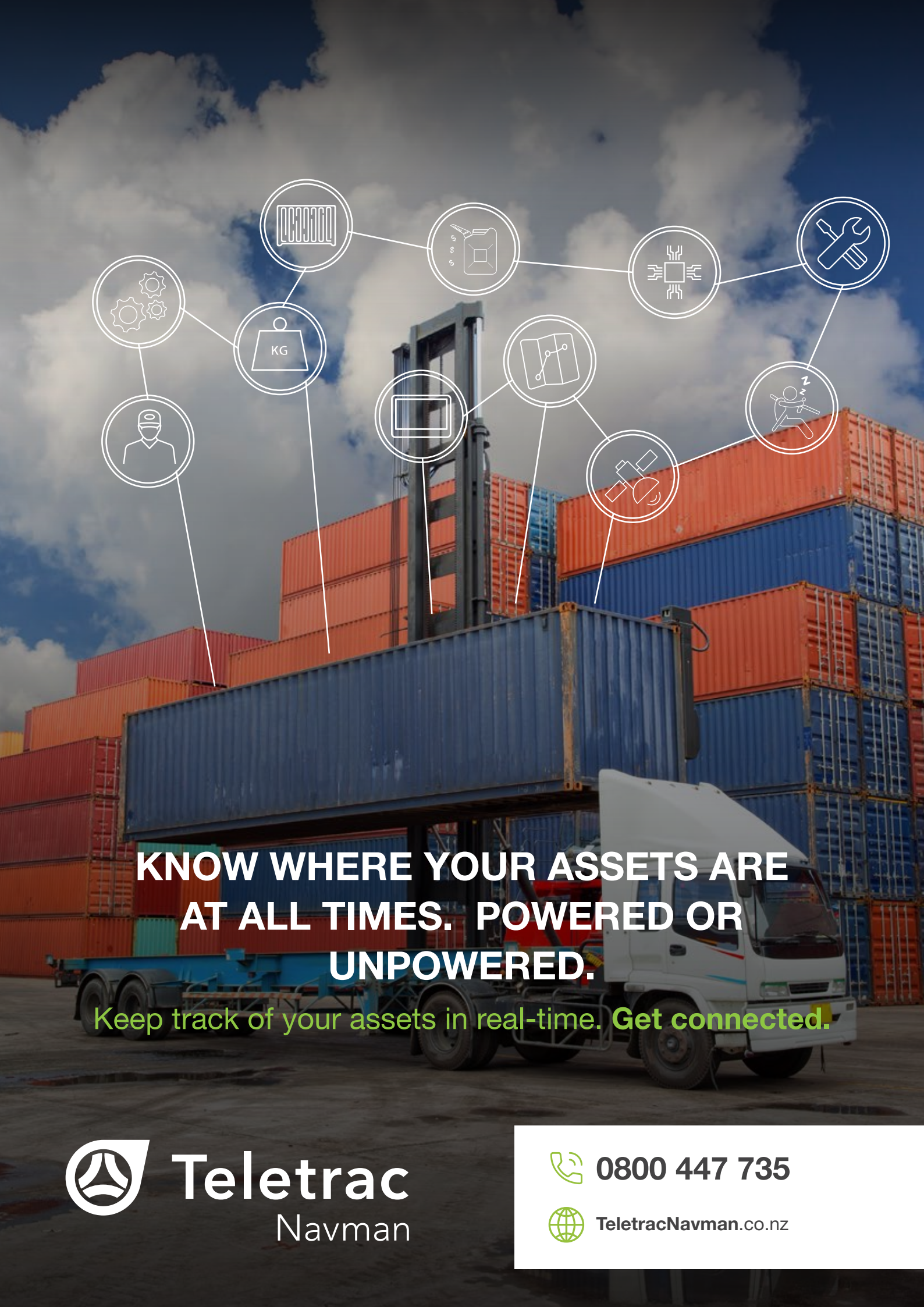
The Ministry for the Environment is seeking submissions on potential changes to the proposed National Environment Standard (NES) for the outdoor storage of tyres.
The proposed NES will provide a clearer regulatory approach about how tyres stored outside should be managed under the Resource Management Act of 1991.
A second round of consultation is necessary, says the Ministry for the Environment, due to:

- A new proposal that regional councils, instead of territorial authorities, would be responsible for implementing the NES, which will address concerns about existing use rights.
- Consideration of an additional option for reducing the threshold for the volume of tyres that can be stored outdoors on a site before a discretionary activity resource content is required, specifically 100m3, in addition to the 200m3 previous proposed.
- The addition of a proposed permitted activity rule with requirements, for tyre quantities between 40m3 and the threshold for resource consent (100m3 or 200m3).

Tyres stored outdoors is an environmental and human health risk – causing toxic smoke and leachates.
A written submission can be made to tyres@info.mfe.govt.nz. Consultation began February 25 and the closing date for submissions is 5pm March 25, 2020.

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