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transporttalk

NOVEMBER 2019



A MONTH OF DEALS AND ACQUISITIONS

It's been a busy month for deals and acquisitions in the transport industry with a number of major moves taking place for both freight operators and dealerships.

This includes the sale of Big Chill Distribution to NZX-listed Freightways for more than $117 million, the sale of Tomoana Warehousing to Booth's Transport, and the sale of South Island-based Prestige Commercial Vehicles to dealership Trucks and Trailers.

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

A 'strategic asset'

The Freightways deal will see it take over Big Chill's fleet of more than 200 temperature-controlled trucks and trailers around the country.

The fleet delivered two million shipments in 2018 through its nationwide network of depots and purpose-built cool stores.

It is a New Zealand market leader in temperature-controlled transport, specialising in fast-moving consumer goods (FMCG) and time critical parcel freight, both chilled and frozen.

Freightways has agreed to purchase 100% of the shares of Big Chill, subject to Overseas Investment Office approval, with completion of the acquisition expected to

Continued on page 2

SOUTHPAC SET FOR DAF EURO 6
p6

NEW DEALER PRINCIPAL FOR KEITH ANDREWS
p12

HILLSIDE GETS $20M BOOST
p16

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Continued from page 1

occur in the first half of 2020.
The acquisition involves an initial payment of $117 million, representing 80% of an agreed enterprise value for Big Chill, and a final payment later in 2022.
Freightways chief executive **Mark Troughear** says the acquisition "represents a highly compelling transaction and will provide Freightways with both short and long-term growth opportunities, while further diversifying its earnings base".
"Big Chill's founders and senior management have done a fantastic job growing the business and we look forward to working together, recognising the strong cultural alignment between our two businesses," he says.
Freightways says the purchase makes sense as high quality temperature-controlled fleets and facilities is an attractive industry, with increasing consumption of fresh and frozen foods.
"Fresh food is a necessity which exhibits resilience to economic cycles," it says.
Big Chill's national network of temperature-controlled third-party (3PL) logistics facilities and delivery fleet is considered "a strategic asset in New Zealand's food supply chain and its established cold storage 3PL strategy provides a compelling avenue for future expansion".
Freightways says the chilled and frozen delivery service adds another dimension to its operations and also complements its express package capabilities.
The acquisition is set to be complete toward the end of Freightways' June 30, 2020 financial year.



Mark Troughear



Booth's buys Tomoana

Booth's Transport has purchased Hawke's Bay-based Tomoana Warehousing and both will continue to run as separate entities.
The same staff and management structure will stay in place under Booth's transport executive team governance and ownership which was effective from October 31, 2019.
Tomoana Warehousing managing director **Stewart Taylor** will remain at the helm in a newly appointed executive director role, as well as fulfilling the role as interim general manager.
The company says the acquisition has come about from the desire to "tackle some of the challenges in recent times head on" as well as the retirement of Tomoana Warehousing founding director **Trevor Taylor**.
"The Taylor family, firstly through Trevor and later Stewart, has been synonymous with both logistics and the Hawke's Bay for over 40 years and we want to especially acknowledge and thank Trevor for his unwavering commitment to the logistics industry, Tomoana and the wider Hawke's Bay community," the company says.
"From all of us we wish Trevor all the best in his retirement and trust he will enjoy some well-earned down time."
Stewart says the sale has been on the horizon for many years with his father Trevor looking to retirement.
"It was an approach from us and we've been in discussions for a long period of time.
"It's an exciting time ... I love the industry and now we have the support of another family business," Stewart says.
Tomoana has 120 employees and a fleet of 68 trucks. Booth's has been running



for 25 years, and also has 120 employees and a fleet of 65 trucks.
The sale means Trevor will step away from the transport industry and focus the rest of his time on his other passion – property development.
This includes a 10-hectare development as part of a major food hub in the Hawke's Bay next to Heinz Wattie's' main production plant.
Stewart says the transport industry is "fast paced " and "dynamic" and property development allows Trevor to go at his own pace.
Meanwhile, Booth's Transport director **Trevor Booth** says moving forward it will be business as usual for both entities.
Booth's is largely involved in curtain-sider transport and Tomoana brings more services such as flat deck and container transport.
The two companies have had a long association and also shared the same Tauranga facility together for more than three years.
"Tomoana is a good fit and complements our business extremely well," Booth says.
"We have been growing really strong over the last five years but it's all about sustainable growth ... This is a large acquisition and a big change for us.
"Tomoana has a very strong brand and

Continued on page 3

Continued from page 2

a strong customer base and we will continue with that," Booth says.

The companies also sent a statement to customers, suppliers and staff thanking them during the transition.

"Your continued support and patience over this period is greatly appreciated as we are aware it has had an effect at times on our service reliability in recent months, particularly at Tomoana, not to mention the uncertainty it created.

"This acquisition has been undertaken to tackle these challenges and strain on resources head on and we want to reassure all customers and suppliers that the main driver behind this is to ensure we continue to expand on the service offering and support you have become accustomed to," it says.

"Tomoana and Booth's are both family run companies that share a huge amount of synergy with regards to core values. Both pride themselves on their service, safety and compliance obligations to staff and customers.

"Under this new ownership model, we believe all stakeholders will benefit hugely from shared resources, systems and processes, through access to a broader network geographically and a wider range of service offerings.

"In addition to this we see other exciting opportunities too with increased capability in key areas like resource sharing, sales, health and safety, training and IT to name a few.

"Lastly, we are confident and excited about the alignment of these two highly regarded businesses and believe it provides a fantastic platform for growth and opportunities for all our staff, customers and suppliers," the company says.

Keith Andrews takes on Freightliner

Keith Andrews Trucks is now an authorised North Island Freightliner dealership, in a move that strengthens its position as a leading Daimler commercial vehicle specialist.

Sales, parts and service for the full Freightliner range are now available at Keith Andrews dealerships in Auckland, Hamilton and Whangarei, with sales also at its Tauranga branch.

The expansion of its Freightliner offering is the latest stage in the continued growth of the Keith Andrews network.

The dealership started in Whangarei in 1991 as a dedicated Fuso dealership. Since then, the business has grown to become one of the largest commercial vehicle dealers in New Zealand.

Keith Andrews is also an experienced Mercedes-Benz specialist, covering sales, service and parts for the Northland region from its base in Whangarei, and for Waikato from its Hamilton branch, with parts and service support in Auckland.

Freightliner parts and service support has operated from the Whangarei dealership for the past 15 years.

"The addition of full Freightliner services under the Keith Andrews banner, alongside Mercedes-Benz and Fuso, cements our status as the North Island's go-to Daimler dealer," managing director **Kurtis Andrews** says.

"Collectively, these brands represent premium options across a wide range of applications, offering leading European, Japanese and American design and technology – all within the Daimler Trucks family.

"While this is a natural progression for our business, it is also the result of hard work, dedication and consistency in delivering the highest level of expertise and customer service for operators across the North Island. We are very excited for the future," Andrews says.



Kurtis Andrews

Green light for $211m sale

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

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

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

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





MERCEDES-BENZ RELEASES NEW ACTROS IN NZ

Mercedes-Benz is releasing the new generation Actros into New Zealand with cameras replacing side mirrors.

The truck is expected to go on sale in the second quarter of 2020 and was presented to media and customers at Hampton Downs Motorsport Park on October 14.

The new Actros features a range of driver-focused improvements including the MirrorCam system that uses aerodynamic cameras connected to two large screens in the cabin that boost driver vision.

Mercedes-Benz will soon begin a New Zealand validation programme for the truck with customers evaluating the new models throughout the North and South Island.

The Actros also features a new multimedia interface system with two high-resolution tablet-style screens that can be customised for driver preference.

The new generation truck also features GPS-assisted predictive powertrain control for increased fuel efficiency, enhanced connectivity and the latest generation of advanced safety technology that delivers further improvements.

Mercedes-Benz Truck and Bus Australia pacific director **Michael May** says Mercedes-Benz is determined to continue its momentum in the New Zealand truck market.



"Many New Zealand customers have embraced the current generation Actros, thanks to its remarkable efficiency, reliability and comfort, which has been fantastic for us," he says.

"But Mercedes-Benz will always look for new ways to improve the experience of our partners.

"The new truck has a range of features that make life easier for drivers and continue to push down the cost of operating a transport business."

Mercedes-Benz is also making sure the Actros range is right for local customers.

"We are committed to working with our customers to determine the ideal model specification four the unique conditions of New Zealand."

MirrorCam helps deliver fuel savings with the reduced drag of the small camera pods which replace regular mirrors.

The increased range of vision that can be displayed on the two screens in the cabin, and the lack of a physical mirror blocking some of the view, is also set to deliver a big improvement for drivers and deliver greater safety.

The reduced size of the camera wing, compared to a wing mirror, is also likely to reduce the chance of damage. However, in the event it is damaged, Mercedes-Benz expects the cost of replacing the camera assembly will be in line with, or less than, replacing a traditional mirror assembly.

New touch control buttons added to the steering wheel allows drivers to change what information is displayed on the two large screens.

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SOUTHPAC GEARS UP FOR ARRIVAL OF DAF EURO 6

Southpac Trucks is preparing for the arrival of the DAF Euro 6 and helping drivers learn about the new technology and safety features in the new range.

The company has 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 in February 2020.

Southpac and TR Master Drive staff recently visited the Netherlands, the home of DAF, to undergo intensive instruction to become Euro 6 driver trainers.

Southpac general sales manager **Richard 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 Bretherton** says the team is "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.



Richard Smart

"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.



Neil Bretherton

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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MERCEDES-BENZ TRUCKS ON TRACK FOR OPEN DAY

Showcasing everything from the Unimog to the new generation Actros, including new camera technology and emergency braking, were all part of Daimler Trucks Drive Day.

The event was a chance for customers to see the latest on offer from Daimler Trucks, with a full day of activities at Hampton Downs Motorsport Park on October 14.

It was also the first New Zealand reveal of the new generation Mercedes-Benz Actros with cameras replacing side mirrors. The MirrorCam system is connected to two large screens in the cabin that boost driver vision.

The Unimog has also been attracting a lot of interest from customers since launching into the New Zealand commercial market for the first time last year.

Tourism operator Go Orange was one of the first major customers, purchasing eight Unimogs to transport rafting clients around Skippers Canyon in Queenstown.

Daimler Truck and Bus NZ senior manager **Pieter Theron** says the Unimog is "like a Swiss army knife" with the one vehicle capable of many tasks.

"Instead of buying three or four vehicles to do multiple jobs, this one vehicle can fulfil multiple purposes," Theron says.

The public service sector, the energy sector, fire and rescue, airport services, agriculture and even road-rail applications are some areas where the Unimog will be targeted.

"The Unimog has a rich history in the defence force in New Zealand and we want to take that more to the commercial market and the private market," he says.

Daimler Trucks and *TransportTalk* also had four Drive Day double passes to give away. The winners were **Bob Edmiston**, **Curtis Mcguire**, **Joanne Dale** and **Susan Spelman**







"Instead of buying three or four vehicles to do multiple jobs, this one vehicle can fulfil multiple purposes"





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CRACKDOWN ON COMPLIANCE BRINGS MORE QUERIES

The NZ Transport Agency's tougher stance on regulatory compliance is seeing more fleet operators seeking professional advice.

Insurance provider NZI is among firms reporting an influx of enquires as a result of NZTA's new enforcement crackdown.

NZI commercial motor national manager **Ian Taylor** says some operators are aware they are being monitored and this has resulted in "a call to action".

The company's Fleet Fit programme has been running for more than two years and helps fleet operators manage risk and minimise costs.

Fleet Fit works by taking a "holistic view" of customer needs rather than a blanket approach across the whole transport sector, Taylor says.

NZI has a team of four full-time fleet risk managers who also work alongside other service providers in achieving the best outcomes for fleet operators when it comes to safety and compliance.

NZI uses the services of fleet performance company CCS Logistics which helps transport operators analyse and interpret GPS driver data for better safety and performance.

Results can highlight areas of improvement and can help customers determine the best driver training solutions.

Improved telematics and GPS technology is giving operators more and more information to work with, but knowing how to use this data is the key.

"What we always say is you don't suddenly get an insurance premium discount because of this technology but a reduced price over time ... fitting technology does nothing unless you're using it properly."

A partnership with Autosense to provide Guardian driver monitoring face tracking software is also deployed in a bid to tackle driver fatigue and distraction.

NZI customers can carry out free trials of the Guardian system to see how it works for them before making any commitments.

"Our trained consultants analyse a company's performance and make recommendations as to how they can reduce their risk.

"We provide support to our customers with driver performance, efficiency, and crash management to help them perform better and be safer on and off the road.



Ian Taylor



"One of the innovative programmes NZI offers uses the Guardian system's lifesaving technology to prevent accidents caused by driver fatigue and distraction," Taylor says.

Another programme is Traction which works to provide insight on the health and safety culture at particular organisations.

This includes employee and employer behaviours and attitudes to safe work practices and it helps identify areas for change to minimise risk.

The results are gathered anonymously online and are analysed to identify risks.

The team works with organisations to develop specialised resources and programmes as a result.

Another benefit of the Fleet Fit programme is its potential to tackle the driver shortage problem.

Taylor says there is anecdotal evidence that the companies taking the most proactive approach when it comes to compliance and driver safety experience better staff retention.

"These guys never ask you to break the law or put driver licences on the line ... that's the sort of thing that attracts good drivers."

Taking the first steps to manage risk is the best strategy, he says.

"Don't wait for NZTA to come to you to see what you're doing. The problem is, the insurance industry is very difficult to deal with if you've come into trouble with the regulator. The insurer doesn't have to insure you."

NEW CAMPAIGN TACKLES DRIVER FATIGUE

Driver safety training business AutoSense has teamed up with racing legend **Greg Murphy** to launch a national campaign to create awareness of driving while tired or distracted.

Together they have launched the #EYESUPNZ national campaign that aims to raise awareness that driving while tired or distracted can have serious consequences.

The website eyesupnz.co.nz hosts resources for businesses to help get the message across to their teams that fatigue and distraction are an issue when driving.

There are also videos to share and posters to put up around the office space, social media tiles and key stats and tips to help stay safe on the road.

Fatigue and distraction are major causes of road accidents in New Zealand, with statistics from NZTA showing that in 2018 there were 12 deaths and 155 serious injuries due to distraction, while fatigue contributed to 36 deaths on the road.

"We all know that speed, alcohol and poor decision making are factors in road accidents, but with our lives becoming busier, fatigue and distraction while driving are becoming more of an issue for road safety, with mobile phones one of the biggest distractions," Murphy says.

He says the campaign aims to "create awareness of fatigue and distraction while driving and encourages drivers to be alert and keep their eyes on the road".

"I encourage everyone to check out the website and the videos and stay focused on the road."

AutoSense chief executive **Charles Dawson** says the Guardian Seeing Machines technology, which his company distributes, provides valuable data on driver fatigue.

"Across 2000 units we see on average 20 drivers falling asleep at the wheel, and 400 distraction events recorded over a 24-hour period.

"We hope this campaign can connect with people and get them to be alert while driving – making our roads safer for all road users."

The campaign launched on October 22, ahead of Labour Weekend, with extremely positive feedback from the transport industry and general public alike.

"People really liked that the information was delivered in a positive way, with the key messages really standing out," Dawson says.

"Businesses have asked for more statistics around fatigue and distraction, fact sheets, videos and other resources. We'll continue to work on this as an ongoing campaign," he says.

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



Charles Dawson



Greg Murphy



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KEITH ANDREWS TRUCKS APPOINTS NEW DEALER PRINCIPAL

Keith Andrews Trucks (KAT) Hamilton has appointed **Erwin Stolze** as dealer principal.

Stolze brings a wealth of experience to the role, having worked in the industry since 2004 and as general manager of a truck dealership in Bloemfontein, South Africa.

He relocated to New Zealand in April 2018 with his wife and three children, joining KAT as a sales representative in August 2018.

"I can't wait to get going, and have already met with the team," Stolze says. "My main goal will be to ensure we are working proactively and flexibly to integrate with our customers' needs, adding greater value to their businesses and strengthening our relationship for the long term."

Stolze believes Hamilton's growth has plenty of upside, and that Keith Andrews is well-positioned to support that.

"It's all about the value proposition. We represent premium truck brands, which offer a proven return on investment. With some market-leading features and warranty cover, added to our high standard of customer service, we have a lot of bases covered," he says.

Having only opened its doors last year, KAT Hamilton is already running at near capacity in its five-bay workshop.

The purpose-built Te Rapa dealership is equipped for heavy commercial sales, parts supply and service.

The next stage of development will see construction of more bays to accommodate growing demand.

"The team has done a great job building Keith Andrews' reputation for excellence across Waikato. I will be drawing on their passion and expertise as we move forward and must acknowledge **Shaun Crosswell** for leading the dealership so capably to this point," Stolze says.

Crosswell, who is leaving due to family reasons, also drew praise from Keith Andrews managing director **Kurtis Andrews**.



Erwin Stolze

"Our team and our customers have all benefited from Shaun's commitment and can-do attitude. I thank him for his efforts and wish him all the best for the future.

"In Erwin, we have a very well-qualified and enthusiastic successor. We are lucky to have such strength in depth across our network that we have been able to promote from within.

"We have high standards and bringing people through who are already clear about those expectations and can lead on that basis makes all the difference," Andrews says.

COVERING THE RISK OF BUSINESS INTERRUPTION

The "underinsurance" of Kiwi small and medium-sized enterprises (SMEs) has been a recent topic of interest and Rothbury Insurance Brokers is reminding customers on how to cover their risks.

"Even if your business is going well it's important to plan for the future and anything unexpected," Rothbury Insurance branch manager **Todd Mountfort** says.

"Talking to your insurance broker about the different types of situations that could affect your business is a good start.

"One of the biggest concerns for business owners today is finding your business unable to operate because of a fire, flood, natural disaster, or an accident.

"If you're in the transport and logistics business having your vehicle off the road could have a severe impact on your operations," he says.

Rothbury Insurance is getting clients to think about the impact on their business if a vehicle in their fleet is off the road for several weeks, several months or longer.

The question is what impact this would have on employees and the business as a whole and would the business be able to survive such a situation?

"Business interruption is one type of insurance you should have. Generally business interruption covers you for a physical event that damages your property and stops you carrying out business as usual," Mountfort says.

"You can claim for profits you would have earned, for operating costs like wages, and for other expenses you're still incurring while your business is out of operation."



Todd Mountfort

Rothbury Insurance Brokers gives targeted advice for each business based on everyone's unique situation.

"Whether you're a small, medium or large business owner having the right insurance cover to protect you and your business is one of the best investments you can make," Mountfort says..

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SPEED LIMITS TO DROP THROUGHOUT AUCKLAND

Auckland Transport's board has approved a bylaw to lower speed limits across 700km of the city's rural roads, town centre streets and the central business district.

The Speed Limits Bylaw accounts for 10% of urban and rural roads in the city and was passed after considering nearly 12,000 public submissions.

It will see 30km/h speed limits for most of the city centre with the exception of Nelson, Hobson and Fanshawe streets, which will drop to 40km/h.

Fourteen town centres are also getting 30km/h speed limits and speeds on many rural roads will drop from 100km/h to 60km/h or 80km/h.

A total of 20 roads in the Franklin and Rodney area have been deferred and will keep their existing speed limit to allow for more local consultation.

The speed reductions aim to reduce the rate of deaths and serious injuries on Auckland roads which sees around two people killed or seriously injured every day – three times the rate than other parts of New Zealand.

The changes target the highest-risk roads in the region and are expected to stop around 87 death or serious injuries over the next five years.

Auckland Transport chairman **Dr Lester Levy** says the response to the bylaw consultation showed support for safer roads and streets for all users, especially pedestrians, cyclists and motorcyclists.

"The evidence from our own trials and overseas experience shows that drivers who make mistakes at lower speeds have better outcomes," Levy says.

"AT and supporters of lower speeds have a message for Auckland drivers: If you value life, reduce your speed."

The safe-speeds programme is based on the view that drivers in town centres and on rural roads should travel at a speed that is safe and appropriate for the road conditions.

On Queen Street, there's been a 36% reduction in deaths and serious injuries since 30km/h speeds were adopted in 2008.

AT says a blanket two-speed limit approach (50km/h for urban areas and 100km/h for rural roads) no longer suits high-density areas with multiple users and the many hilly and twisty rural roads throughout the growing region.

Areas set to see big changes through the programme include Rodney, Upper Harbour, Orakei, Waitakere, Manukau, Manurewa-Papakura, Waitemata and Gulf and Franklin.

AT has planned a $700 million road safety programme through to 2028 to deliver major, minor and mass-action safety engineering projects at high risk locations across the network. Funding will come from the Government and Auckland Council, and includes $216m from the Regional Fuel Tax.

"From safety upgrades, including a $120m investment in intersections, to a $35m on safety improvements for pedestrians and people on bikes, we're creating safer roads for drivers and for those road users who are most vulnerable," Levy says.

The programme will require new road signage and traffic calming measures which will be implemented in a phased approach with dates to be confirmed.



Dr Lester Levy



Caroline Perry



Nick Leggett

Lower speeds welcomed

Brake road safety charity director **Caroline Perry** is welcoming the changes and says they impact some of the city's highest risk roads.

"Road deaths and injuries cost us billions of dollars every year, and result in unimaginable costs for families who are bereaved and injured in crashes.

"Speed is an outcome factor in every crash; the speed you're travelling at will determine the likelihood of you surviving a crash or not. Many of our roads currently have speed limits that don't match the condition of the road.

"A significant proportion of our rural roads have a 100km/h limit whilst the road has no median separation, roadside barriers or other safety features in place. International best practice shows that in places with high numbers of people on foot and bike, speed limits must be 30km/h or lower," Perry says.

"Many other countries and cities have implemented lower speed limits and seen reductions in deaths and injuries. Lower speeds also help to encourage more people to walk, cycle and use

Continued on page 15



David Aitken



Barney Irvine

Continued from page 14

public transport in urban areas and communities, which helps to free up the roads for those who need to be on them, such as freight vehicles.

"Whilst safe speeds won't solve all of our road safety issues, they are a key part of the solution. Engineering measures are also needed to make some roads safer, but they are costly and take much longer to implement, so lower speeds can help to reduce risk on some of our roads. We must take a Vision Zero approach to road safety in NZ. No death on our road is acceptable," she says.

Under the new Safe Speed Limits Bylaw, there are three important changes to speed limits:

- Following public feedback, most of Auckland's city centre will have a speed limit of 30km/h (the current 10km/h combined pedestrian and vehicle zones will remain) apart from Hobson, Fanshawe and Nelson streets which will be 40km/h with engineering treatments to protect vulnerable road users.
- Fourteen town centres, such as Orewa, Te Atatu South and Westgate, will also have 30km/h speed limits.
- Around 700km of rural roads across the Auckland region will have new lower speed limits. The board decided to leave existing speed limits on 20 roads, mostly in rural areas in the south.

Transport industry slams decision

The trucking and transport industry is slamming Auckland's speed limit bylaw and says it's a "poor substitute for road infrastructure investment".

The Road Transport Forum and the National Road Carriers Association have both come out swinging at the Speed Limits Bylaw.

Road Transport Forum chief executive **Nick Leggett** says the changes (all part of AT's $700 million road safety programme through to 2028) are "costly and confusing".

Leggett says the RTF supports road safety interventions "where all options are well considered" but the speed reduction changes will only add to confusion and costs.

"We believe Auckland Transport is using reduced speed limits as a proxy for lack of investment in road infrastructure, because all their money is tied up with rail projects – extending the city rail and the controversial light-rail to the airport.

"Very little, if any, consideration has been given to the commercial road user, that is trades people and road freight, and the economic impact these reduced speeds will have, especially on major arterials into and out of the central business district (CBD) and connections to major freight generators, both intra-city and inter-city.

"Those impacts are time and money. If it takes longer, it costs more. And those additional costs filter down to the household budget being stretched even further, at a time when there is very little give. What happens in Auckland affects the whole of New Zealand, Leggett says.

National Road Carriers chief executive **David Aitken** agrees and says the speed reduction changes in the city will have "far reaching national consequences".

"Road controlling authorities and central Government seem determined to reduce speeds as a substitute for road infrastructure investment," Aitken says.

"When you build decent roads, safety is improved. Germany has no speed limit on their autobahns and has one of the best safety records."

"Imposing speed limits needs to be based on research and evidence instead of ideology. We believe this approach has not been taken by AT in the introduction of its Speed Limits Bylaw."

Aitken says the "blanket approach" to speed reduction in the city "will waste enforcement resources and frustrate road users that could lead to more risk taking".

"It seems little consideration has been given to commercial road users including freight and the economic impact these reduced speeds may have especially on major arterials into and out of the CBD and connections to major freight generators both intra and inter-city.

"Productivity will naturally be slowed down at these lower speeds. Reduced speeds on some roads will likely shift traffic onto alternate routes creating further congestion in these areas," he says

Aitken says lower speed limits may also mean trucking companies have to reduce movements as the additional time taken per trip will mean drivers won't be able to do as many trips during their legal driving hours.

"Slowing down roads slows down our economy," he says.

'Too much, too fast'

Automobile Association spokesman **Barney Irvine** says AT has not listened to public concerns about the speed reductions.

"AA members and all Aucklanders support the idea of reduced speeds on high-risk roads, but the big-bang, blanket reductions that AT is proposing are too much, too fast."

AT's consultation on its original proposal revealed that, of 6000 respondents that expressed a general view, 57% were opposed, while 43% were supportive.

In a survey of Auckland AA members late last year, 62% of the 14,000 respondents opposed the idea of a blanket 30km/h speed zone in the CBD, while only 16% supported it (the rest were in two minds). A separate survey of AA members in rural Auckland found that 46% were opposed to the speed limit changes AT had proposed in their area, while 32% were in favour (21% were in two minds).

"The theme that comes through really clearly is that people don't think the changes make sense," Irvine says.

"If people don't see a speed limit as credible, they are unlikely to stick to it; and where compliance is low, you don't get the safety benefits – all you get is higher numbers of infringements. That all adds up to a really poor road safety outcome."

KIWIRAIL'S HILLSIDE WORKSHOP GETS $20M BOOST



KiwiRail's Hillside workshop in Dunedin is being brought to life with nearly $20 million in Provincial Growth Fund investment.

The workshop has a long history, originally established in 1875, and has employed hundreds of workers at its peak.

It was largely closed down after being partly sold offshore in 2012 which saw around 90 job cuts.

Regional development minister **Shane Jones** and trade and export minister **David Parker** were in Dunedin this month to announce $19.9 million funding for the workshop.

It will be re-established as a mechanical hub and heavy engineering facility to service KiwiRail's trains.

"Hillside is the only heavy lifting rail facility in the South Island so it is vital to KiwiRail's business," Jones says.

"It makes sense to ensure there are quality facilities available to support KiwiRail to maintain their trains and undertake a range of heavy maintenance and upgrade work."

KiwiRail chief executive **Greg Miller** says the investment will create jobs for the heavy engineering workforce.

"This is a significant investment from the Government that will not only revitalise Hillside, but also set the stage for a wider development that will bring Dunedin's engineering sector together to deliver more economic benefits for the region," he says.

KiwiRail will use the funding to upgrade the two main rail workshops at the site, including electrical and fire protection systems.

It will create new facilities so that locomotives and wagons can be taken apart for heavy maintenance and upgrade and will overhaul the ageing heavy-lift crane and traverser.

It will also improve the site's rail yard and roading and replace the existing office block.

"Improvements on the site will allow KiwiRail to maintain a lot more locomotives and wagons and undertake a range of new work, such as heavy maintenance and upgrades," Miller says.

"It will make Hillside a crucial part of KiwiRail's growing South Island freight and tourism operations, and create new skilled jobs.

"In the next three years we expect to create around 40 new jobs at Hillside, including hiring skilled mechanical, electrical and potentially light fabrication staff. From the 23 staff at the workshops right now we expect to have around 100 staff onsite within a decade.

"Revitalising Hillside also creates the opportunity to take on more apprentices and attract more talented young people to a career in rail."

Miller says over the longer term, if further funding becomes available, KiwiRail will explore demolishing old buildings on the remainder of the site to free up a further 8000 square metres of the site for redevelopment.

"Industrial land is limited in Dunedin

Continued on page 17





Continued from page 16

and there is potential to partner with developers to create a heavy engineering hub alongside the rail facilities at Hillside. It makes sense to bring in other engineering firms, to share skills and create an innovative environment.

"This is an opportunity to focus on the future and create a centre of engineering excellence for the South Island," Miller says.

The Hillside investment is part of a wider funding package for Otago's engineering and manufacturing sector.

This includes $5.8 million towards the establishment of a dedicated manufacturing agriculture technology business unit within Dunedin-based company Scott Technology.

This unit will be dedicated to automation solutions and services for New Zealand food processors, producers and their suppliers.

The funding package also includes nearly $500,000 for the Southland and Otago Regional Engineering Collective (SOREC).

Other investments include:

- **Petridish Limited ($240,000)** towards equipment and salaries for itsMakerspace area that allows manufacturing businesses to trial and test new, innovative products.
- **United Machinists ($520,000)** towards purchasing a specific piece of engineering equipment to accelerate the manufacturing of parts and products.
- **Site Weld ($350,000)** to purchase three pieces of engineering equipment for its fabrication, repair and maintenance services business, which services mining, industrial, heavy transport, marine and forestry sectors and is regularly involved in health and safety solutions.
- **Farra Engineering Limited ($325,000)** towards the installation of a horizontal floor borer machine which will help complete maintenance work in shorter timeframes for several major South Island power generators.
- **Bison Group Limited ($110,000)** towards creating a demonstration space to showcase its products that lift and weigh shipping containers and for additional equipment.
- **Red One Fabrication Limited ($93,000)** towards a specific piece of engineering equipment to help this company, which is a leader in the innovation and design of stainless steel and aluminium products for the aviation industry, increase its output.

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HEIDI INKSTER DEFENDS TITLE AT HINO SKILLS COMPETITION

Top diesel technician **Heidi Inkster** is proving hard to beat after winning the 2019 Hino Skills Competition national final for diesel technicians for the second consecutive year.

The competition is jointly run between Hino Distributors NZ and its after sales support partner, Truckstops.

It saw 38 Truckstops technicians test their knowledge of the Hino product with the top three making the national finals in Auckland on October 23.

Nathan Douglas (Truckstops Wellington), **Aniceto Dimaculangan** (Truckstops Auckland) and **Heidi Inkster** (Truckstops Wellington) each worked hard for three hours to find and fix faults on 300, 500 and 700 Series Hino trucks. The competition was friendly but fierce with each contestant intent on taking out first place.

At the awards dinner, Hino NZ general manager **Darren Salt** announced that by the narrowest of margins, Inkster took first place yet again.

Douglas came in second and it was very close between all three contestants, requiring the stopwatch to determine a winner.

"The three finalists this year worked to a very high standard and did an amazing job under pressure," Hino NZ technical manager **Simon Wilson** says.

"It's not easy identifying and fixing faults when there is a live audience, a judge watching your every move and a camera strapped to your head."

Meanwhile, Salt says 2019 has been "an exciting year for Hino New Zealand with the introduction of the new 500 Series Standard Cab and the raft of safety features it brings to the market".

"Our skills contest provides us with an opportunity to raise the technical knowledge across our entire after-sales network for current and new product," he says.

The Truckstops top apprentice was also recognised with **Nicola Kaliopasi** from Truckstops Auckland taking out first place.

"We were pleased to see a number of apprentices competing in this year's event and felt it important to specifically recognise Nico for his efforts," Truckstops general manager **Kevin Smith** says.

"Our apprenticeship programme, supported by our national development centre, allows us to nurture and develop our people by providing a clear and rewarding career path across the Truckstops nationwide network."



The event was also supported by Hino Japan. Hino Motors senior general manager **Masahide Kagawa** and manager **Kazutoshi Watanabe** made the trip specially for the event.

"We are extremely focused on providing a high level of service – both sales and after sales – to our Hino customers and to achieve this we must work together," Salt says.

"This event, supported by Hino Japan, builds upon the strong relationship between Hino NZ and our after-sales support partner, Truckstops,"

Douglas has been invited to attend Hino Australia's event in November to go head-to-head with one of Australia's top Hino technicians, and Inkster will attend the world prizegiving in Japan early next year.

From left: Heidi Inkster, Aniceto Dimaculangan and Nathan Douglas.



From left: Kazutoshi Watanabe, Kevin Smith, Heidi Inkster, Masahide Kagawa and Darren Salt.













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CONSTRUCTION INDUSTRY TOPS BUSINESS GROWTH

The New Zealand construction industry has contributed the highest job and employment gains of any sector over a five-year period to February 2019, according to Stats NZ.

It has added 12,820 more enterprises and 45,400 more employees over the five years, and is the highest gains out of the 19 industries surveyed.

The increases reflect an average annual growth rate of 4.5% for enterprises and 6.1% for employees in the construction industry over the period.



This is more than double the corresponding growth rates (2% and 2.7%, respectively) for all industries combined for the same period.

"In the year to February 2019, the construction industry added 3.9% more employees – the second-highest increase among all industries, both in number and percentage," business register manager **Mary Reid** says.

At February 2019, there were 65,320 enterprises in the construction industry overall, engaging 177,000 employees.

Of these, 21,650 enterprises were in the residential building construction industry sub-group, employing 30,300 people.

"Residential building construction had 52.4% more employees than five years ago, reflecting an average annual growth rate of 8.8% over the five-year period to February 2019," Reid says.

The number of new residential buildings consented during the past five years (to August 2019) had a similar growth pattern, with the number of consents rising at an average annual rate of 8.2%.

The non-residential building construction sub-group, which mainly covers commercial and industrial buildings, had 13,300 employees at February 2019.

This follows an average annual growth rate of 5.1% over the past five years.



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NEW TRUCK REGISTRATIONS STEADY, USED UP

Commercial vehicle registrations have been steady for the month with only a slight dip in new trucks, but a good boost in used trucks year-on-year.
Total registrations of new trucks and buses over 3500kg GVM sits at 576 units for October.

This is down 2.5% compared to the same period last year which saw 591 registrations of new commercials for the month.
A total of 5334 new trucks and buses have hit the road in the year-to-date compared to 5700 for the same period last year.



Isuzu is market leader for October with 122 units registered and a 21.2% market share. The brand was up 3.4% compared to the 118 registered in the same period last year.
Fuso is in second spot for the month, up 23.1% with 64 registered and an 11.1% market share.
Mercedes-Benz is third, up 22% with 61 units registered and a 10.6% market share.
Hino follows, down 9.5% with 57 registered and a 9.9% share, **Iveco** up 56% (39), **Volvo up** 15.6% (37), **Scania** up 41.7% (34), **Fiat** down 64.4% (26), **UD Trucks** down 26.7% (22) and **MAN** up 111.1% (19).
Isuzu Trucks NZ general manager **Dave Ballantyne** says the 122 registrations was the strongest results of the



year "so we're obviously very happy with that result".
"Sales enquiry is still holding up pretty well too at this stage, despite some of the negative reports out there," he says.
Total used imported truck and bus registrations saw a good increase year-on-year, up 17.1% with 212 registrations in October compared to 181 in the same period last year.
A total of 1898 used trucks and buses have hit the road in the year-to-date compared to 1923 for the same period last year.
Isuzu lead the used

Continued on page 24

NEW HEAVY TRUCKS : Over 23,001kg

MAKE	OCT '19	OCT '18	% Change	% of Market	YTD '19	YTD '18
VOLVO	36	28	28.6	16.2	274	248
ISUZU	31	44	-29.5	14	292	331
SCANIA	27	10	170.0	12.2	175	141
HINO	20	23	-13.0	9	194	222
KENWORTH	18	28	-35.7	8.1	241	272
FUSO	15	14	7.1	6.8	161	180
DAF	14	20	-30.0	6.3	202	240
UD TRUCKS	12	13	-7.7	5.4	115	117
MAN	10	6	66.7	4.5	89	83
MERCEDES-BENZ	10	18	-44.4	4.5	131	84
OTHER	29	26	11.5	13.1	293	277
TOTAL	222	230	-3.5	100	2167	2195

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

MAKE	OCT '19	OCT '18	% Change	% of Market	YTD '19	YTD '18
ISUZU	47	37	27.0	22.2	385	342
MERCEDES-BENZ	36	27	33.3	17.0	258	309
FUSO	33	25	32.0	15.6	388	381
FIAT	26	73	-64.4	12.3	223	350
HINO	22	22	0.0	10.4	198	201
IVECO	22	14	57.1	10.4	144	105
FOTON	10	3	233.3	4.7	71	43
OTHER	16	27	-40.7	7.5	202	153
TOTAL	212	228	-7.0	100.0	1869	1884

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

MAKE	OCT '19	OCT '18	% Change	% of Market	YTD '19	YTD '18
ISUZU	42	35	20.0	42.9	366	289
HINO	15	18	-16.7	15.3	211	180
FUSO	12	9	33.3	12.2	156	168
UD TRUCKS	10	17	-41.2	10.2	99	108
IVECO	7	2	250.0	7.1	49	47
OTHER	12	8	50.0	12.2	93	77
TOTAL	98	89	10.1	100.0	974	869

NEW BUSES : Over 3,500kg

MAKE	OCT '19	OCT '18	% Change	% of Market	YTD '19	YTD '18
MERCEDES-BENZ	13	3	333.3	29.5	29	23
MAN	7	1	600.0	15.9	26	72
FORD	6	4	50.0	13.6	63	63
SCANIA	5	13	-61.5	11.4	11	68
FUSO	4	4	0.0	9.1	27	35
OTHER	9	19	-52.6	20.5	168	491
TOTAL	44	44	0.0	100.0	324	752





Continued from page 23

commercial import market for the month with 47 units registered and a 22.2% market share. This was down 7.8% compared to the 51 registered in the same period last year.

Toyota comes second, up 45.2% with 45 units registered and a 21.2% market share.

Hino is third, up 23.1% with 32 (15.1%).

Nissan follows, up 68.8% with 27 units registered, **Mitsubishi** down 6.7% (14), **Mercedes-Benz** down 22.2% (7), **Ford** up 20% (6), **Fiat** up 400% (5), **Chevrolet** up 300% (4) and **Mazda** up 33.3% (4).

The new heavy vehicle segment over 23,000kg GVM was down 3.5% year-on-year with a total of 222 units registered in October. This compares to 230 in the same period the previous year.

In the year to date there have been 2167 registrations in this segment compared to 2195 in the same period the previous year.

Volvo leads the segment, up 28.6% with 36 units registered and a 16.2% market share.

Isuzu is second, down 29.5% with 31 (14%).

Scania is third, up 170% with 27 units registered and a 12.2% market share.

Hino follows, down 13% with 20 units registered, **Kenworth** down 35.7% (18), **Fuso** up 7.1% (15), **DAF** down 30% (14), **UD Trucks** down 7.7% (12), MAN up 66.7% (10) and **Mercedes-Benz** down 44.4% (10).

The new medium truck segment between 9000kg and 23,000kg GVM was up 10.1% with 98 units registered in October compared to 89 in the same period the previous year.



Isuzu takes top spot, up 20% with 42 units registered and a 42.9% market share.

Hino comes in second, down 16.7% with 15 units registered and a 15.3% market share.

Fuso is third, up 33.35 with 12 (12.2%).

UD Trucks follows, down 41.2% (10) and **Iveco** up 250% (7).

The new light commercial segment between 3500kg and 9000kg GVM featuring trucks, vans and buses was down 7% with 212 units registered in October compared to 228 in the same period the previous year.

Isuzu leads the segment, up 27% with 47 units registered and a 22.2% market share.

Mercedes-Benz is second, up 33.3% with 36 units registered

Continued on page 25



NEW TRUCKS & BUSES MAKES : Over 3,500kg

MAKE	OCT '19	OCT '18	% Change	% of Market	YTD '19	YTD '18
ISUZU	122	118	3.4	21.2	1072	1000
FUSO	64	52	23.1	11.1	734	771
MERCEDES-BENZ	61	50	22.0	10.6	444	438
HINO	57	63	-9.5	9.9	603	603
IVECO	39	25	56.0	6.8	270	226
VOLVO	37	32	15.6	6.4	286	268
SCANIA	34	24	41.7	5.9	207	225
FIAT	26	73	-64.4	4.5	223	350
UD TRUCKS	22	30	-26.7	3.8	216	226
MAN	19	9	111.1	3.3	123	174
Other	95	115	-17.4	16.5	1156	1419
TOTAL	576	591	-2.5	100.0	5334	5700

NEW LIGHT COMMERCIAL MAKES : Under 3,500kg

MAKE	OCT '19	OCT '18	% Change	% of Market	YTD '19	YTD 18
TOYOTA	997	1123	-11.2	23.0	8057	9176
FORD	938	978	-4.1	21.6	9131	9350
MITSUBISHI	364	402	-9.5	8.4	4603	3381
HOLDEN	356	411	-13.4	8.2	4237	4006
ISUZU	242	254	-4.7	5.6	2625	3014
NISSAN	218	289	-24.6	5.0	2902	3345
MAZDA	208	173	20.2	4.8	1816	1804
MERCEDES-BENZ	177	187	-5.3	4.1	1149	1071
LDV	115	206	-44.2	2.7	1135	1653
FIAT	103	173	-40.5	2.4	619	887
Other	615	707	-13.0	14.2	6996	7582
Total	4333	4903	-11.6	100.0	43270	45269



Continued from page 24

and a 17% market share.
Fuso is third, up 32% with 33 (15.6%).
Fiat follows, down 64.4% with 26 units registered, **Hino** unchanged (22), **Iveco** up 57.1% (22) and **Foton** up 233.3% (10).
In the year to date there have been 1869 registrations in this segment compared to 1884 in the same period the previous year.
Registrations for new commercials (under 3500kg) were down 11.6% with 4333 units registered for October. This compares to 4903 in the same period the previous year.
Toyota takes the top spot, down 11.2% with 997 units registered and a 23% market share.
Ford is second, down 4.1% with 938 units registered and a 21.6% market share.
Mitsubishi is third, down 9.5% with 364 (8.4%).



Holden follows, down 13.4% with 356 units registered, **Isuzu** down 4.7% (242), **Nissan** down 24.6% (218), **Mazda** up 20.2% (208), **Mercedes-Benz** down 5.3% (177), **LDV** down 44.2% (115) and **Fiat** down 40.5% (103).
Motor Industry Association chief executive **David Crawford** says October 2018 figures were always going to be a challenge to better as it remains the strongest month of sales ever in the MIA's data set going back to 1975.
He says overall year-to-date sales were down by 4.8% percent on the first 10 months of 2018, a reduction of just over 6500 fewer vehicles sold in 2019 to date.
"The month of October continues the up-and-down pattern for 2019, in what is a difficult and challenging market."
Overall, October 2019 saw registrations of 14,956 vehicles were up 10% (1705 units) on the same month in 2018.
The top two models for the

Continued on page 26

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USED HEAVY TRUCKS : Over 23,001kg

MAKE	OCT '19	OCT '18	% Change	% of Market	YTD '19	YTD '18
HINO	2	0	0.0	11.8	20	12
ISUZU	2	0	0.0	11.8	6	12
KENWORTH	2	1	100.0	11.8	23	19
OTHER	11	7	57.1	64.7	125	78
TOTAL	17	8	112.5	100.0	174	121

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

MAKE	OCT '19	OCT '18	% Change	% of Market	YTD '19	YTD '18
HINO	3	4	-25.0	20.0	35	50
ISUZU	3	5	-40.0	20.0	29	46
DAF	2	0	0.0	13.3	12	16
OTHER	7	8	-12.5	46.7	48	52
TOTAL	15	17	-11.8	100.0	124	164

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

MAKE	OCT '19	OCT '18	% Change	% of Market	YTD '19	YTD '18
TOYOTA	45	31	45.2	26.2	404	361
ISUZU	42	45	-6.7	24.4	355	438
HINO	25	22	13.6	14.5	308	267
NISSAN	25	13	92.3	14.5	166	138
MITSUBISHI	9	13	-30.8	5.2	166	164
FIAT	5	1	400.0	2.9	29	28
CHEVROLET	4	1	300.0	2.3	8	10
OTHER	17	22	-22.7	9.9	127	161
TOTAL	172	148	16.2	100.0	1563	1567

USED TRUCKS & BUSES MAKES : Over 3,500kg

MAKE	OCT '19	OCT '18	% Change	% of Market	YTD '19	YTD '18
ISUZU	47	51	-7.8	22.2	394	499
TOYOTA	45	31	45.2	21.2	413	369
HINO	32	26	23.1	15.1	368	339
NISSAN	27	16	68.8	12.7	185	157
MITSUBISHI	14	15	-6.7	6.6	192	185
MERCEDES-BENZ	7	9	-22.2	3.3	24	45
FORD	6	5	20.0	2.8	42	24
FIAT	5	1	400.0	2.4	29	28
CHEVROLET	4	1	300.0	1.9	8	10
MAZDA	4	3	33.3	1.9	44	44
Other	21	23	-8.7	9.9	199	223
TOTAL	212	181	17.1	100.0	1898	1923

USED BUSES : Over 3,500kg

MAKE	OCT '19	OCT '18	% Change	% of Market	YTD '19	YTD '18
MITSUBISHI	3	1	200.0	37.5	13	7
FORD	2	1	100.0	25.0	29	11
OTHER	3	6	-50.0	37.5	30	53
TOTAL	8	8	0.0	100.0	72	71

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Continued from page 25

month of October were the **Toyota Corolla** (1269 units), followed by the **Toyota RAV4** (887) with the **Ford Ranger** bumped back to third place (829).

Toyota regained the market lead with 23% market share (997 units) followed by **Ford** with 22% (938) and **Mitsubishi** third (364).

The **Ford Ranger** retained the top spot as the bestselling commercial model with 19% share (829 units) followed by the **Toyota Hilux** with 16% share (692) with the **Mitsubishi Triton** in third with 8% (364).

The used heavy truck segment over 23,000kg GVM was up 112.5% year-on-year with 17 units registered in October. This compares to eight registrations in the same period the previous year.

Hino, **Isuzu** and **Kenworth** all lead with two registrations each and sharing an 11.8% market share.

The used medium truck segment between 9000kg to 23,000kg GVM was down 11.8% with 15 units registered in October.

Hino and **Isuzu** share top spot with three units registered each and a 20% market share. **DAF** follows with two.

Used light commercials between 3500kg and 9000kg GVM were up 16.2% year-on-year with 172 units registered in October. This compares to 148 in the same period the previous year.

Toyota leads this segment, up 45.2% with 45 units registered and a 26.2% market share. **Isuzu** is second, down 6.7% with 42 units registered and a 24.4% market share. **Hino** is third, up 13.6% with 25 (14.5%). **Nissan** follows, up 92.3% with 25 units registered, **Mitsubishi** down 30.8% (9), **Fiat** up 400% (5), **Chevrolet** up 300% (4).

USED LIGHT COMMERCIAL MAKES : Under 3,500kg

MAKE	OCT '19	OCT '18	% Change	% of Market	YTD '19	YTD 18
TOYOTA	420	448	-6.3	42.0	4265	4123
NISSAN	237	239	-0.8	23.7	2183	1918
MAZDA	63	81	-22.2	6.3	443	558
ISUZU	49	55	-10.9	4.9	439	518
FORD	44	45	-2.2	4.4	387	363
HINO	32	26	23.1	3.2	368	315
MITSUBISHI	27	37	-27.0	2.7	299	321
FIAT	21	27	-22.2	2.1	132	129
VOLKSWAGEN	21	7	200.0	2.1	92	51
HOLDEN	17	8	112.5	1.7	149	164
OTHER	70	93	-24.7	7.0	638	721
TOTAL	1001	1066	-6.1	100.0	9395	9181

USED TRACTOR REGISTRATIONS

MAKE	OCT '19	OCT '18	% Change	% of Market	YTD '19	YTD '18
JOHN DEERE	22	16	37.5	31.0	57	121
CASE	8	2	300.0	11.3	28	35
MASSEY FERGUSON	8	11	-27.3	11.3	47	88
NEW HOLLAND	6	11	-45.5	8.5	33	53
DAVID BROWN	3	1	200.0	4.2	13	10
FORD	3	1	200.0	4.2	22	33
OTHER	21	28	-25.0	29.6	213	233
TOTAL	71	70	1.4	100.0	413	573

NEW TRACTOR REGISTRATIONS

MAKE	OCT '19	OCT '18	% Change	% of Market	YTD '19	YTD '18
JOHN DEERE	67	126	-46.8	24.7	557	817
CASE IH	33	27	22.2	12.2	156	152
FENDT	29	12	141.7	10.7	143	155
NEW HOLLAND	25	24	4.2	9.2	189	187
MASSEY FERGUSON	24	28	-14.3	8.9	210	238
KUBOTA	21	16	31.3	7.7	140	129
CLAAS	16	17	-5.9	5.9	78	101
DEUTZ-FAHR	16	15	6.7	5.9	87	99
CASE	12	9	33.3	4.4	52	64
OTHER	28	21	33.3	10.3	218	212
TOTAL	271	295	-8.1	100.0	1830	2154

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VINZ PUSHING INDEPENDENCE IN NEW CAMPAIGN

Using an independent testing station is a safe option for vehicle inspections - that is the message of "#MakingDrivingSafer", a strong new campaign by Vehicle Inspection New Zealand.

VINZ acting chief executive **Sean Stevens** notes the recent media articles faced by the NZ Transport Agency provided some of the impetus to the #MDS campaign.

"NZTA's investigations and subsequent suspensions of many garages and inspectors around the country have provided some insight into the state of some inspecting facilities," Stevens says.

"This has led to an interest from customers in independent testing, where the result is a safer vehicle and is not biased towards a realising profit elsewhere as part of a repair process."

Stevens says the review of NZTA cases show that inspections carried out by many repairers are deficient and leave road users at risk.

"NZTA's own media page documents numerous cases of repairers who have shown they cannot provide an inspection service that meets regulatory standards," he says. "Their primary interest is in vehicle repair, and inspections are a side dish on the menu. For us they're not just the main course, they're our sole interest."



To help people better understand what a safer vehicle looks like and how independent testing can making driving safer, VINZ's #MDS campaign shares stories based on the experiences and expertise of its staff.

For example, in one story Hamilton-based senior vehicle inspector, **Gary Silverwood**, explains why safety is personal to him - his mother was killed in a car accident. Today he assists the Police Serious Crash Unit with its vehicle inspections.

In another, VINZ staff explain how efficient processes and qualified independent inspectors help differentiate VINZ testing stations from other forms of vehicle testing. Modern technologies and more thorough procedures mean more reliable inspection outcomes and reduced waiting times.

As they are only inspecting vehicles, VINZ staff also have more scope to focus on keeping themselves up to date with current regulation, something assisted by a newly-appointed learning and development specialist.

"We created this role to help our people with the uptake of new technologies in a learning environment as well as to provide better reporting of training outcomes."

FORD NZ TO RELEASE TRANSIT CUSTOM AND TOURNEO PLUG-IN HYBRIDS

Ford is also introducing a new eight-seat people-mover Tourneo Titanium featuring the same plug-in hybrid powertrain technology.

Ford New Zealand is introducing the plug-in hybrid Tourneo Titanium and Transit Custom, which will both hit the market in mid-2020.

The Transit Custom plug-in hybrid can be charged with mains electricity for a pure electric driving range of up to 56 kilometres.

Featuring advanced hybrid technology, the Transit Custom's front wheels are driven by a 92.9 kW electric motor powered by a 13.6 kWh lithium-ion battery pack.

Ford's award-winning onelitre EcoBoost petrol engine acts as a range extender for more than 500 kilometres of driving range, 2.7 l/100 km fuel efficiency and 60 g/km CO2 emissions based on New European Driving Cycle (NEDC) standards.

The battery pack beneath the floor allows for a net payload of 1130kg and unchanged load volume of 6m3. The battery pack is covered by a standard eight-year/160,000km warranty.

Ford is also introducing a new eight-seat people-mover Tourneo Titanium featuring the same plug-in hybrid powertrain technology. It delivers 3.1 l/100 km fuel efficiency, 70 g/km CO2 emissions and a pure electric driving range of up to 53 km NEDC, the Tourneo Custom Plug-In Hybrid also is covered by Ford's eight-year/160,000km battery pack warranty.

Offering a spacious rear compartment with in-segment conference seating, the Tourneo Custom makes an ideal executive shuttle for businesses.

"Our customers want electrified vehicles, but many still have concerns about infrastructure and range," Ford New Zealand managing director **Simon Rutherford** says.

"The new Transit Custom and Tourneo Plug-In Hybrids deliver the same well-renowned productivity capabilities combined with the ability to drive on

Continued on page 29



Continued from page 28

zero-emission electric power and anxiety free ability to make longer journeys," Rutherford says.

Charging port

A charging port located within the front bumper enables the new Transit Custom plug-in hybrid to be charged in 4.3 hours using a domestic 240-volt 10-amp power supply, or 2.7 hours using a commercial type-2 AC vehicle charger.

Additional electrical energy is captured through regenerative charging when the vehicle decelerates or brakes.

Four selectable EV modes are available for the driver:

- **EV Auto** is intended to provide the optimum blend of performance and efficiency. The vehicle's control algorithms monitor battery levels and the current driving scenario – such as motorway or stop-start driving – to decide whether to activate the range extender.
- **EV Now** prioritises usage of stored battery energy for emissions-free driving, deactivating the range extender until battery levels reach a minimum state of charge.
- **EV Later** prioritises the range extender and leverages regenerative charging to most efficiently maintain the current level of battery charge, ready for later use.
- **EV Charge** utilises the range extender to power the vehicle and to top up the battery for when further EV Now travel is needed.

Drivers can also choose the degree of energy recovery and braking assistance afforded by the regenerative charging system by selecting either "drive" or "low" on the gear selector.

Inside the cabin, a power/charge gauge replaces the standard rev counter. This was optimised following feedback from participants in Ford's year-long real-world trial in London. The gauge visualises real-time energy savings to help drivers increase electric driving range.

A smaller gauge for battery state of charge replaces the engine coolant temperature indicator and trip computer functions are configured specifically for the hybrid powertrain.

EV mode indicators, maintenance alerts and a warning when the vehicle is plugged into a charging point, appear on the instrument display cluster. A status graphic displaying distance-to-empty for both the battery and range extender is visible on all screen displays.

Tested by customers

The results of Ford's year-long real-world trial of 20 prototype Transit Custom plug-in hybrids in London suggest that plug-in hybrid electrics could present the most practical, readily available option for businesses trying to reduce emissions and fuel use.

The trial covered more than 240,000km to test whether businesses could carry out the typical daily duties of their diesel-powered vehicles, while making use of the zero-emissions electric-only driving mode.

During the trial, 75% of the fleet's mileage in Central London and 49% in Greater London was completed using pure electric power.

The results highlight that even without a fully established electric vehicle charging network, the hybrid vans were able to greatly reduce tailpipe emissions in the inner city, using the flexibility of a petrol range extender to complete longer journeys when required.

Further trials in Cologne, Germany, and Valencia, Spain, will provide data from different markets, cities and customer types, and will involve a mix of Transit Custom plug-in hybrid vans and Tourneo Custom plug-in hybrid people-movers.

Full specifications and pricing will be available closer to arrival.





FUSO NZ UPGRADES FIGHTER AND ENDURO LINE-UP

Fuso NZ is releasing an upgraded Fighter line-up with an all-new 11-tonne range with factory tipper option and a new Allison auto 16-tonne model.

The fresh line-up adds more depth to the range with improved driver comfort and safety, five-year extended warranty and inclusion within Fuso NZ's new Easy Pay cents per km service contract.

Significant upgrades in all models include a new Isringhausen air-suspension driver's seat with multi-adjust capability covering height, tilt, lumbar support, side bolstering and damping.

Also included is a rear-mounted reversing camera and 6.2-inch touchscreen media now standard. The camera is linked to the media unit, which also works with Apple Carplay and Android Auto for hands-free talking and text-to-speech functionality.

A new black interior with silver highlights freshens the look and feel inside the cab while the outside gets a silver grille and dark shading under the windscreen.

"We have specified a range for New Zealand that meets the needs of most, if not all, medium-duty applications"

"We have specified a range for New Zealand that meets the needs of most, if not all, medium-duty applications, Fuso NZ

managing director **Kurtis Andrews** says.
"The 9T to 12T market is particularly active and highly competitive. Our new 11T FK1125 Fighter models will provide operators with the added advantage of class-leading front and rear axle capacity, with full air brakes as standard and a limited slip diff on the factory tipper model," he says.

There are six 11-tonne Fighter variants in total, with four wheelbase options

Features include power and torque figures of 250hp and 761Nm from a 7.6-litre, 6-cylinder engine; front and rear axle ratings of 4480kg and 8480kg, thanks to larger 19.5-inch wheels; and full air brakes with rear spring park brakes.
A first for the entire Fighter family is the 11-tonne tipper with a limited slip diff as standard and 3.5m3 high-quality Kyokuto steel body with a payload just under six tonne.
The 4000mm long, 2060mm wide, 4.5mm thick deck has 430mm drop sides and automatic release tailgate. There is also space for a cabinet toolbox between the back of the cab and body.

To meet the demand for a middleweight 4×2 with spring suspension, particularly in a tipper application, Fuso NZ has introduced the new 16-tonne FM1628 short wheelbase model with a six-speed Allison 3500 automatic transmission.

Enduro range

Fuso New Zealand has also overhauled its Enduro line-up with a new facelift, extra features and three new models.
New arrivals include the FJ1628 – a 4×2 16T model fitted with diff lock, well-suited for medium-sized tipper applications – and an 8×4 FO3128 31T tipper with a 19 cubic metre factory body.
A new 4×2 FA1017 with a 10,400kg GVM also comes in, replacing the FA917 with increased payload and a new, heavy-duty six-speed manual transmission.
"We have studied the market and worked wi**th customers to build a range that best meets local fleet needs – all at a highly competitive price-point, and backed by a 36-month manufactu**rer's warranty," Andrews says.
"Since its launch, Enduro has quickly been put to work in fleets across the country – particularly in the civil engineering and construction industries.
"We've sold more than 100 units within the first year and expect uptake to increase going forward – particularly in light of these latest upgrades.
"Enduro has proved the perfect complement to our traditional and more premium offering," he says.
A key addition to all 6×4 and 8×4 models is engine live drive PTO, which, along with their solid chassis construction and cross locks rear axles, makes these trucks particularly suitable for concrete application.
Visibility in FJ, FO and FZ models – from within and outside the cab – has been improved, thanks to new dual chamber daytime-running headlights. A seat belt



reminder provides an extra element of driver protection, while cruise control eases driver stress and fatigue.
On the FA1017, a solar windshield protects against excess heat and light from the sun to improve driver comfort, along with a new fabric seat cover, additional roof storage, and LED lamps for brighter cab illumination (standard across the range).
To complete the 2019 model year upgrade package, refined contouring lends a modern appearance across the range.

TOYOTA NZ IS SELLING A GLADIATOR FOR $1 RESERVE







Toyota New Zealand will be auctioning off a Hilux Gladiator, starting with a $1 reserve.

Kiwi light truck fans may get more than they bargained for with the 2017 Hilux Gladiator SR5 four-wheel-drive double cab automatic.

It's being sold by Toyota NZ and will be auctioned on TradeMe from November 18 to 27.

The vehicle includes at least $65,000 of one-off modifications and accessories and has been modified beyond recognition. Toyota NZ built the Gladiator with RVE Vehicle Enhancement as a concept truck to show customers different Hilux options.

"This Hilux takes the concept of fully loaded to the maximum," Toyota NZ used vehicles general manager **Steve Prangnell** says.

Modifications and accessories to the Gladiator include a suspension lift kit, 20-inch alloy wheels, front and rear bull-bars and winch, snorkel, bolt-on flares, sports bar with custom mounts for the spare tyre and Toyota Racing Development skid plate.

The truck will be on display at Manukau Toyota during the auction period for keen buyers to view in person.

NEW GENERATION TO THE FORE



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.

Let me start by congratulating all the winners and runners up at this year's New Zealand Road Transport Industry Awards. It was a fantastic evening and it was great to have the opportunity to celebrate some of our industry's outstanding achievers alongside so many of their peers.

Jeff Mear from Fruehauf New Zealand received the VTNZ Supreme Contribution to NZ Road Transport Award. Jeff's career has been focused on building high quality equipment, and as he said when collecting the award, "doing things right by his customers and not leading people down the wrong path".

John Essex from TR Master Drive Services was runner-up for the award, deserving recognition for what he had done for driver training over many years.

The Castrol Truck Driver Hero award went to **Rex Temm**, from Riordan & West in Te Awamutu. Rex saved a young toddler he saw wandering along the side of the road on State Highway One near Tokoroa. It was a close call with a logging truck coming in the other direction and without Rex's intervention there was likely to have been a very tragic outcome. Well done Rex, our industry and community salute you.

What was really inspiring about the night and a great shot in the arm for the industry were the impressive young women who won the night's other three awards.

Carla Seymour Mansell, director of Seymours Transport Services in Gisborne took the EROAD Outstanding Contribution to Health and Safety Award; **Ayna Shamim**, owner of Angel Transport in Auckland received the first ever Teletrac Navman Outstanding Contribution by a Woman in the Road Transport Industry Award; and **Summer Ratima Thompson**, from G J Sheldrake in Tokoroa was EROAD Young Driver of the Year.

Carla, Ayna and Summer show off a different side to our industry and are not what people expect from trucking in New Zealand. Young people are the future of freight transport and we need to support women like this to help fill the shoes of our industry's outstanding leaders.

Staying on the young person theme, one of the sessions I enjoyed the most at the recent RTF Conference was that by generational recruitment and leadership expert **Melanie Boyle**.

Responding to the industry's pressing need to recruit younger talent, Melanie presented us with some fairly stark facts when it came to what millennials, particularly millennial women, want from a career.

"They want to know they are valued, what their purpose is, and why their job is important. They do not want to feel stifled through a lack of professional development," Melanie explained. "Equality and diversity are their big things. Before they apply to work for you they are going to Google you, they are going to walk all over your website and your social media and they want to see evidence that you really believe in equality and diversity and you see the benefits of having women in your workforce. And if they don't see it then they are unlikely to apply."

Melanie further emphasised the importance of changing from a "command and control" type of leadership style to a more collaborative approach to get the best out of younger staff.

"Millennials don't want a manager or a boss, they want a coach. They want someone who is invested in their growth and development and is helping them be the best they can. They want to collaborate and contribute. They want to make you successful by you allowing them to help you. They want meaning in their work and to know that they are doing something that is bigger than them."

I totally acknowledge how big of a change some of these ideas are to how our industry has traditionally operated. However, as Melanie pointed out, in 10 years' time millennials will be 75% of the workforce so we either get on-board, or we will continue to get left behind by other competing industries more adaptable than our own.

Let me briefly touch on the $7.5 billion surplus that we now know the Government is sitting on. The message from our industry is very simple – start spending that money on roads.

We are a nation whose economy relies on good quality roads to move things up and down our narrow, mountainous country. Yet our roading system is crumbling, new roads have been scrapped and all we have to show for the last two years is the paralysis of politicians.

It's time to get some shovels in the ground and spend that taxpayer's money on what taxpayers need, which are better roads and transport networks.

If there is anything that came out of the recent local election results it is that people have had enough of do-nothing politicians promising big and delivering nothing when it comes to transport. The current central Government members should heed that warning.

Finally, I want to congratulate **Nicole Rosie**, who has been appointed as NZTA's new chief executive. I look forward to working with her as she addresses some of the agency's significant roading and regulatory challenges.

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PGF FACES BUREAUCRATIC CHALLENGES



Shane Jones
Is a New Zealand First list MP based in Kerikeri. His portfolios include Associate Minister of Transport and Minister for Regional Economic Development. He previously served as Ambassador for Pacific Economic Development, with a focus on fisheries, agriculture and tourism.

I can honestly say the transport projects supported by the Provincial Growth Fund have given me both the greatest pleasure and the greatest frustration as Minister for Regional Economic Development.

The greatest pleasure because the almost $800 million we have allocated to transport from the $3 billion PGF will go to projects that will make a big difference to road, rail and air users throughout the country.

Those projects will underpin economic growth in many regions as they make it easier for companies to shift freight out of and into the provinces, and tourists and other travellers to move around the country.

The greatest frustration comes from my difficulty in speeding up the process for approving and constructing roads and major road improvements.

We can see the results from the allocation of more than $500 million spending on KiwiRail almost immediately. Their projects are usually shovel ready with few additional cumbersome regulatory or bureaucratic process hurdles to navigate. This means the Government as funders of those projects, the people who operate KiwiRail and the people who depend on the company to carry freight or tourists, can see improvements in the service provided very quickly.

We have already carried out the work needed to re-open the Napier to Wairoa rail line. We have already started work on the improvements needed to ensure the Northland rail line can upgrade freight services to that region.

These changes will have a relatively rapid impact, moving much heavy freight to rail and reducing pressure on each region's roading network.

Similarly, our first two airport remodelling projects, at Kerikeri and Gisborne, are either complete or well under way, with both new terminals replacing long outdated and cramped facilities.

By contrast, the pace at which the PGF-funded road projects move forward is glacial, with progress determined by legacy bureaucratic processes.

We have allocated $139 million in Tairawhiti, but spending that money will take five years.

The Gisborne district has a major plantation forestry resource. Sometimes it seems every second vehicle is carrying logs to the port or are vans carrying forestry crews to their next harvesting assignment.

The wear and tear on the roads, especially local roads dependent on funding from local government, is huge. Harvesting and transporting that region's projected "wall of wood" as forests mature will only increase the pressure on the roading network.

And, both main roads, the main arteries for travellers and freight into and out of the region, are through difficult terrain that requires continual improvement and maintenance to be safe and serviceable.

Who knew it would be so hard to help the regions help themselves?

In short, this is a region that requires continual major investment to maintain its heavily road-dependent economy but has been starved of that investment by successive governments.

At the same time the local council, with a relatively small rating base, has been unable to match its spending on local roads to the damage caused by the logging trucks which carry its major export crop to the Port of Gisborne.

But, and I repeat, to repair the deficit and put in place significant improvements to state highways will take all of five years.

We have had some success in working with the Gisborne District Council to speed up the projects on local roads but I remain frustrated at the overall pace of work over the wider region.

Another area of high need because of neglect over many years is the Kaipara, in Northland. The Kaipara Kickstart projects are relatively modest with PGF funding of $14.4 million but work on the first of the projects within this package doesn't start till the middle of next year, with two others starting in late 2020 and the others not beginning until 2021 at the earliest.

Our $22 million roading package for the Hawke's Bay will upgrade roads for use by High Productivity Motor Vehicles and also upgrade the route from Waipukarau to Porangahau, but there is no start date in sight for any of these projects. Who knew it would be so hard to help the regions help themselves?

There is faster progress on other roading projects.

Our three West Coast projects funded with more than $13 million from the PGF are all beginning this year or next. The Waipapa roundabout project in Kerikeri, something the community has sought for well over 20 years, began last month.

I am an optimist and believe the regions will flourish when they have the means to realise the potential of their people and resources, something they have been deprived of for too long. This means, among other things, ensuring they have good transport networks.

Our work with the PGF has made significant progress towards this goal, particularly upgrading our long-neglected rail network. While I am frustrated with the progress on our roading projects, they will in time be completed and make the contribution needed for regions to flourish.

Rest assured, I will continue my work to speed up progress on these projects so the benefits they bring can be realised much faster.

TIME TO EXAMINE YOUR DRUG TESTING POLICY



Ann-louise Anderson
Has a degree in biomedical science and is the director of drug testing service provider Inscience. She is also former CEO of a multinational clinical diagnostics company and brings a commercial understanding to the science and rapid diagnostic test industry and NZ workplace drug testing.

The recent call to tackle drugged drivers by the Road Transport Forum in Transport Talk (July 2019) shows leadership on an issue faced daily by everyday people and the workplaces of those involved in the transport industry. On the one hand, the RTF calls for tougher roadside drug testing. On the other, unions call for a fairer and more reasonable regime.

This gives rise to an important question. Could both outcomes be possible?

Even as the government reviews its strategies in the light of cannabis law reform, new views indicate that yes, testing and punishments for incapacitation can get tougher – while a fairer regime can extend leniency to those who may have used, but who are not incapacitated at the time of testing.

The key to resolving the apparent paradox is a combination of the latest drug testing standards for saliva along with the equipment necessary for accurate measurements.

The standard is AS/NZS4760:2019 and the testing device is the Drager DT5000 portable onsite analyser.

The choice of policing all over the world, including Australia, the DT5000 offers the person being tested a fair and reasonable process with accuracy which far exceeds that of a lick or swab stick. The simple and controlled processing eliminates the subjectivity of visual assessments ("are you stoned/do you look stoned"), providing confidence in the results delivered by the device.

Practical benefits

Cannabis compromises the ability of people to safely perform their job as does methamphetamine, alcohol, opiates, benzodiazepines and other drugs, all of which are routinely tested for. Yet, those with a methamphetamine habit are not punished weeks after use, with the test result only showing up one to four days after use.

While illegal like methamphetamine, cannabis is not on the same level. It is well tolerated in New Zealand, with some 80% of the population admitting using it at some stage in their lives. It's why cannabis is the subject of much debate as we contemplate medicinal usage, legalising or decriminalising.

That's largely owing to the way in which cannabis is tested for: The urine test. The urine test detects cannabis metabolites. These are the non-impairing salts of the active ingredient, tetrahydrocannabinol, and the metabolites are detectable weeks after the drug is consumed.

By contrast, the saliva test identifies tetrahydrocannabinol – the impairing product – and therefore provides an assessment of readiness or otherwise for work.

Reviewing current drug testing practices and introducing saliva-based assessments in transport workplaces offers multiple practical benefits: it is a less invasive sample collection, reduces the potential to cheat, and delivers encrypted data/records.

But the crucial benefit is that it accurately assesses the real issue with cannabis, which isn't use. Instead, the issue is impairment in the workplace. Just like people are perfectly entitled to watch the rugby and get merry with beers, but are not allowed to drive when impaired, the Drager test will alert you to workers who aren't safe on the job.

This is the sort of fairer process which unions (and individual workers) will appreciate. And the Drager DT5000 saliva testing solution is portable; bring it into the workplace, set it up at the roadside, or wherever else required.

Facing the challenges

The recent Taupo RTF conference exposed numerous challenges plaguing road transport businesses. These include compliance with changing laws, standards and regulations, along with labour shortages, skill shortages and pressure on productivity. There's also the cost of compliance with new employment and health and safety regulations increasing pressure on the bottom line.

Saliva drug testing offers relief in terms of labour and skill shortages, as it allows workers who might occasionally indulge in cannabis, but otherwise show up for work perfectly straight, the ability to keep working.

This differs from the urine-based drug testing status quo, where anyone found with cannabis in their system is taken off the job. With the metabolites in the system for weeks, this means someone who is as far from stoned as one could be, is still deemed unsafe for duty.

In effect, the argument is that a saliva drug test can reduce the number of workers losing their chance of employment or their jobs, while maintaining workplace safety. This, for obvious reasons, is a highly desirable outcome – for employers struggling to find good workers, for the workers themselves, for their families and for society at large.

The moral dilemma

Yes, illicit drug use constitutes breaking the law. Though reforms are under way, this fact doesn't change.

A moral dilemma arises for those who hate drugs and drug users and see them as a risk to workplace safety. However, the goal of the Health and Safety Act is to identify and eliminate hazards; an impaired drug user is definitely that.

But by the same token, and in the same way those who were drunk on Saturday night are OK on Monday morning, it is unfair to define anyone on what may be casual use which doesn't affect their job performance.

TRANSPORT INDUSTRY PART OF NEW BIOSECURITY PLEDGE

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

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

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

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

"Our primary sector is worth over $46.4 billion annually and tourism is worth over $39b. The economic benefits of that flow through to all New Zealanders and we have to protect it."

Richard Wyeth, chief executive of dairy processing firm Miraka, says the biosecurity pledge is a great initiative.

"The new pledge network will provide increased support to businesses in driving their own proactive biosecurity activity with staff, suppliers and customers. It's good business risk management. It's also part of caring for the communities we live and work in.

"As businesses signing the pledge we're making a commitment to more actively integrate biosecurity into our business activities and supply chains," he says.

The latest KPMG Agribusiness Agenda, released earlier this year, revealed biosecurity was ranked as the top issue for New Zealand business leaders for the 10th year in a row.

"Biosecurity remains a priority for the government," O'Connor says.

"I'd like to thank the inaugural businesses for the leadership they have shown in creating the pledge.

"Taking a proactive approach to biosecurity will help protect New Zealand's unique natural environment, the New Zealand way of life and our economy for future generations."



Damien O'Connor



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TRANSPORT TALK DIARY

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

OCTOBER 3

Champion Freight merges operations

New Zealand logistics provider Champion Freight has merged its warehousing and distribution businesses into a single operation.
The move "enhances the company's position as a leading full-service logistics provider in New Zealand", chief executive Murray Gain says.
The company's distribution business has seen strong growth over the past five years with customs and MPI approved facilities featuring more than 8500 square metres in Christchurch and 3300sqm in Auckland.

$10.3b to move Ports of Auckland?

Ending operations at the Ports of Auckland and developing Northport is being suggested in a government-commissioned supply chain report.
The recommendation is part of the second Upper North Island Supply Chain Strategy (UNISC) review into New Zealand's freight network.
It estimates the cost of moving Auckland's port operations will be around $10.3 billion.

OCTOBER 4

Teletrac Navman appoints new president

Teletrac Navman has appointed Dr Jens Meggers as president and he will lead the company's focus on artificial intelligence.
He brings more than 25 years of experience, leading both large scale enterprise companies and technology startups.
He was previously part of the leadership team at AI technology start-up, Huddl.ai, based in Mountain View, California.

OCTOBER 7

KiwiRail adds log wagons to Port Taranaki

KiwiRail has added six log wagons on freight trains operating between Whanganui and New Plymouth.
The log wagons will be added to the daily freight service enabling up to 45,000 tonnes of logs a year to be transported to Port Taranaki for storage and export.

OCTOBER 8

Toyota Hilux is NZ's most searched vehicle

According to the latest Trade Me data, the Toyota Hilux and Toyota Land Cruiser are the two most popular vehicles in New Zealand.
Trade Me head of motors Alan Clark says they looked closely at what Kiwis have been searching last month to determine the country's top 10 rides.

Fonterra appoints new chief operating officer

Fonterra has appointed Mercury Energy chief executive Fraser Whineray as chief operating officer.
Whineray will join Fonterra's management team starting early 2020, in the newly created role where he will assume broad responsibilities for the co-operative.

OCTOBER 9

Auckland Airport stays sustainable

Auckland Airport has been included in the Dow Jones Sustainability Index (DJSI).
This is the eighth consecutive year Auckland Airport has been globally recognised as a leading sustainable business, featuring on the Index since 2012.
It is one of nine transportation sector organisations included in the DJSI this year.

Safety focus for NZTA after review

Up to $45 million is being put into the NZ Transport Agency's regulatory role following an independent review's recommendations.
The review by Martin Jenkins found the NZTA failed to properly regulate the transport sector under the previous government, and the present coalition government will implement all the review's recommendations as soon as possible, transport minister Phil Twyford says.

OCTOBER 10

Skills fund to upskill truck driving

Over $2.27 million will be invested to promote skills, training and employment in disadvantaged areas of Tairawhiti, largely targeting road transport.
The investment by Provincial Growth Fund (PGF) was announced by regional economic development minister Shane Jones and employment minister Willie Jackson.

Tesla ute November reveal still on

The Tesla ute remains on track for a November unveiling.
Tesla chief executive officer Elon Musk confirms in a tweet that there's no change to plans for revealing the ute, called a pickup truck in the US.

OCTOBER 11

Finding top drivers key concern, report says

Fleet managers are putting an even stronger focus on finding and retaining staff than in previous years, according to the 2019 New Zealand Telematics Benchmark Report.
Conducted by Teletrac Navman, the annual report examines best practices, trends and current issues influencing fleet management in New Zealand. It's based on survey responses from 132 fleet operations and fleet management professionals throughout the country.

OCTOBER 14

NZTA appoints new chief executive

NZ Transport Agency has appointed a permanent chief executive.
Nicole Rosie will replace interim chief executive Mark Ratcliffe, effective mid-February 2020.
Transport Agency Board chair Brian Roche says he is looking forward to working with Rosie.

Continued on page 38

Continued from page 37

OCTOBER 21

EROAD weighs up ASX listing

NZX-listed transport technology company EROAD is considering a secondary listing on the Australian Stock Exchange.
The company says it "remains committed" to maintaining its New Zealand listing and a dual listing will help "facilitate greater alignment between the company's business operations and investor base".

OCTOBER 22

Holden NZ makes ground with utes and SUVs

Holden NZ says its new business strategy focusing on light commercial vehicles and SUVs is paying off with good growth.
National sales manager Matthew Taylor says the fresh business strategy started in September last year in response to "changing consumer preferences".
Year to date, all Holden light commercial vehicles and SUV models have registered solid growth.

Hyundai to reveal hydrogen truck concept

Hyundai Motor Company has released design images of its hydrogen-powered fuel cell electric truck concept.
Named HDC-6 Neptune, after the Roman god of the seas, Hyundai will debut the truck concept at this year's North American Commercial Vehicle Show in Atlanta on October 29.

Eaton to launch heavy-duty EV transmission

Power management giant Eaton is launching a new four-speed transmission specially designed for heavy-duty electric commercial vehicles.
The new transmission is being tested with major OEMs and is set to hit the market in 2022. A further announcement will be made at the North American Commercial Vehicle Show (NACV) in Atlanta, Georgia, US from October 28-31.

OCTOBER 25

CentrePort finalises $667.2m earthquake claim

CentrePort has completed one of the largest insurance claims in New Zealand totalling more than half a billion dollars following the 2016 Kaikoura Earthquake.
The port finalised the infrastructure claim with insurers Vero and Aon for $472.5 million (net of deductibles).
Adding the earlier finalised commercial property portfolio and coldstore claims, the combined total amounts to $667.2 million net of deductibles.

Construction industry tops business growth

The New Zealand construction industry has contributed the highest job and employment gains of any sector over a five-year period to February 2019, according to Stats NZ.
It has added 12,820 more enterprises and 45,400 more employees over the five years and is the highest gains out of the 19 industries surveyed.



FUTURE TRUCKING DIARY

Scott Murry
FutureTrucking Australia looks at the month gone by on **www.futuretrucking.com.au**

OCTOBER 2

ATA slams Austroads truck width study

The Australian Trucking Association (ATA) says it's "bemused and concerned" at Austroads' decision to limit its study on the allowable width of trucks.
Austroads, the research organisation owned by the Commonwealth and state transport departments, has completed a study showing that allowable width of trucks could be increased safely to 2.55 metres, excluding attachments.

OCTOBER 16

Truck fire figures 'not getting worse' but still costly

National Transport Insurance says truck fires may not be increasing in alarming numbers but it reminds the trucking and supply chain industry they are extremely costly.
Transport and logistics risk engineer Adam Gibson has told the Transport and Maintenance Conference in Melbourne this week engine and cabin fires are the most common starting point for destructive truck fires.

OCTOBER 23

Truckies have their say on heavy vehicle law review

The Australian Trucking Association says the voices of truck drivers "have been heard loud and clear" in the first round national truck law review with the National Transport Commission.
ATA chief executive Ben Maguire says the campaign, carried out with transport publisher Big Rigs, had a great response with drivers engaged and willing to share their thoughts on the laws and what they would like to see fixed.

Tyre dump earns nearly half-million penalty

The Environmental Protection Agency has won its case against Used Tyre Recycling Corporation which failed to clean up over 9000 tonnes of used tyres despite warnings.
UTRC was handed a $400,000 fine by the Stawell Magistrates' Court last week and director Matthew Starr was ordered to pay nearly $40,000 in legal fees and a personal fine of half that.

OCTOBER 24

Eaton to launch heavy-duty EV transmission

Power management giant Eaton is launching a new four-speed transmission specially designed for heavy-duty electric commercial vehicles.
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OCTOBER 29

Tow truck operations in the spotlight

A discussion paper on alleged shady practices and intimidating tactics in Queensland's tow truck industry is being released by the Palaszczuk Government.
It follows an independent investigation into the towing industry and measures carried out in 2018 by the Gover



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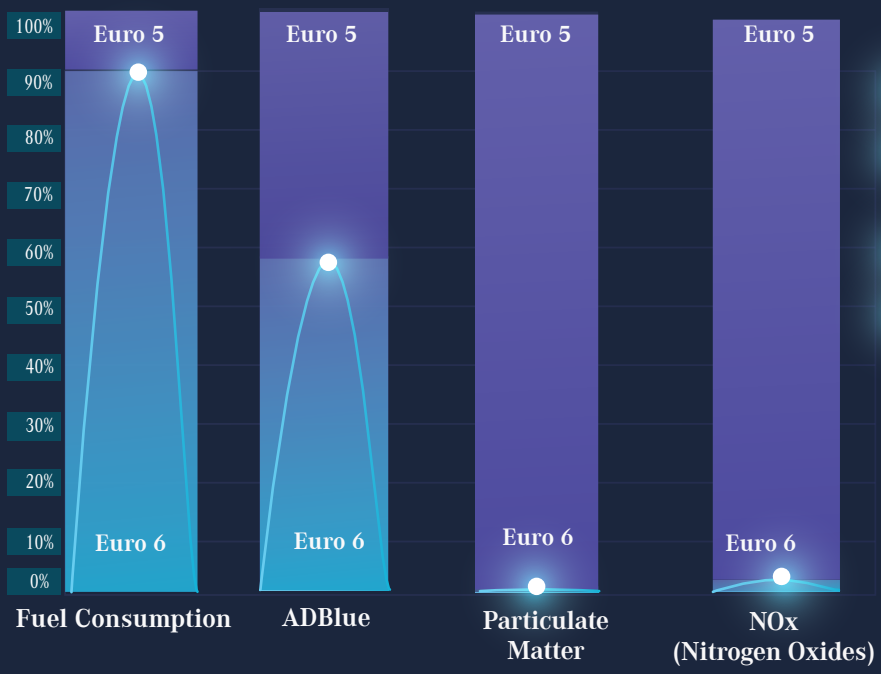
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