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transporttalk

OCTOBER 2019



SMALLBONE DOES DEAL ON ISUZU TRUCKS

Canterbury automotive group Smallbone is handing part of its Isuzu trucks business to Ashburton Contracting Limited (ACL).

Under the contract, ACL will take over the service and parts divisions of Isuzu trucks in Ashburton and Timaru.

Smallbone, also the Holden dealership for the region, will remain the franchise holder for Isuzu trucks in Mid-South Canterbury.

The newly-combined business will initially operate from ACL's and Smallbone's existing Ashburton premises but will later move to 1 Range St, where new and existing equipment from both businesses will be installed.

All staff from both businesses will be combined at the new Range St facility. Smallbone's Timaru parts and service operation will continue to operate from its existing site.

Once the new Range St facility is operational, Smallbone's truck parts and servicing division will be exclusively provided by ACL in both Ashburton and Timaru once the new Range St facility is complete. All Smallbone service and parts staff will be employed by ACL and will retain their jobs.

This includes nine staff from Timaru and 14 staff from Ashburton joining the existing 13 parts and service staff at ACL.

Smallbone's retail sales of new and used Isuzu trucks will continue to operate from their existing premises in both Ashburton and Timaru.

However, future plans for consolidating these services within its vehicle

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SCANIA NZ SETS SUSTAINABILITY STANDARDS

Scania New Zealand is making its promise around the sustainability and performance of its fleet.

It marks a new era for the brand and its largest ever investment here with the establishment of the wholly-owned local subsidiary.

The company says it's committed to improving fuel economy, emissions minimisation, safety and service.

Achieving profit growth sustainably and providing truck safety features backed up by specialists is a key value, it says.

Scania NZ sales director **Deon Stephens** says its onboard system, which enables drivers to get the best run of their truck, is backed-up by Scania's dedicated team with specialist skills and technical background.

"Our performance team conducts remote customer monitoring easily and efficiently. We'll look at the customer's truck, see if it's running well and identify any faults coming up, if the truck isn't getting the correct fuel, or if there is a drop off.

"For fleet managers, it's possible to see whether there's a hiccup with a particular driver, who could be going through a tough time which is affecting their work.

"I know there's been media around some features being too intrusive with drivers, but heavy haulage is difficult work in New Zealand. We see our service as really helpful to the safety perspective too," Stephens says.

Scania partners with customers to develop product attributes which are fuel-driven and safety-driven, balanced with industry-specific applications tailored to business use.

"That way customers aren't just waiting for a truck to fail or to ring us if something goes wrong – and that's critical to getting optimal truck performance," he says.

Scania redeveloped a number of safety features several years ago based upon which instruments need to be within arm's reach of the driver, with visibility the key.

Innovation in ergonomic and practical design of seats is a finely tuned process, in much the same way aircraft seating must sustain long, repeat journeys day and night.

Outside the cab, retarders are automated and determine downhill speed, selecting appropriate gears and triggering exhaust brakes to control stops.

Drivers can set cruise control and brakes will react to maintain the desired speed.

One Kiwi driver of a 2016 Scania R620 drove from Christchurch to Nelson with opticruise (adaptive cruise control) engaged. The driver touched the brakes just four times.

In addition to speed level, it is also possible for drivers to set following distance. Tyres fitted on all Scania models have strong friction, quickly stopping the truck on any surface in any conditions.

Trucks also undergo rigorous wind resistance testing before they are put to market.

Continued from page 1

dealerships is also being considered.

Smallbone chairman **Craig Carr** says the agreement with ACL is intended to ensure the company can continue to provide "best in class" service and parts for its customers.

"Customers benefit from the strengths and offerings that each business brings to the table and our staff can expand their development opportunities by being exposed to new perspectives and expertise," he says.

"In addition, by collaborating with a like-minded partner, we are able to offer services and solutions that help our customers and other businesses become more successful."

ACL chief executive **Gary Casey** says combining the two businesses will achieve better scale and service improvements.

"We'll be investing in the development and training of existing and new staff and we are looking forward to operating from a new and modern facility, which will provide a better offering to our combined customers and staff.

"We are pleased and excited about the opportunity to be partnering with Smallbone," Casey says.

ACL provides a range of services from civil contracting to utility management and it intends to expand its parts and servicing business under the new deal.

The new site is expected to be complete in early 2020 and will feature the latest servicing equipment and diagnostic tools with three servicing lanes. The parts division will be around 300 square metres.

ACL surveyed its customers before moving ahead with the deal and feedback was very strong for a new service centre, Casey says.

"The scale of the operation and the new facilities will allow us to offer our customers after hours servicing and COFs which is what they are looking for, it's hoped the improved facilities will also attract more technicians and staff," he says.



NEW DISTRIBUTORS FOR TAKEUCHI EQUIPMENT

"They are a professional and well-respected organisation and their move into the construction sector will be welcomed."

Wellington-based Central Equipment Group (CEG) is now the New Zealand distributor for global construction machinery company Takeuchi.

The deal was made with former owners Hunter Powell Investment Partners which sold New Zealand Equipment Group (NZEG), along with the Takeuchi agency, to CEG in July 2019.

"We are thrilled to have reached agreement with Hunter Powell and Takeuchi Japan to take over this leading brand," CEG managing director **Des Walsh** says.

CEG is also a division of Central Forklift Group, founded in 1996 in Lower Hutt. It's the import distributor for Heli forklifts and Kevrek cranes and has the agencies for Jungheinrich, TMC forklifts, along with Hyundai and UD Trucks.

The company has also recently acquired Fowlers Machinery in Auckland and is part of a wider strategy for continued growth in the sector throughout the country.

"Takeuchi adds a big dimension to our existing materials handling and truck brands and heralds our move into the construction machinery sector," Walsh says.

NZEG general manager **Vaughan Wright** says it's an "exciting time" for the company and the Takeuchi brand.

"All out staff have joined CEG and we will still operate under our old company name as a trusted partner within the construction industry.

"This move enables a greater geographical reach for Takeuchi into the central North Island and the lower South Island, co-locating ourselves with existing CEG branches in Wellington, Palmerston North, Napier and through CEG-owned Fowlers Machinery in Auckland and Hamilton," Wright says.





Vaughan Wright



Des Walsh

The company's Auckland office has now moved and is located at 102 Carbine Rd, Mt Wellington. The Christchurch office has been retained with an emphasis to grow the service providers in the south.

"We will offer a greater product range which I anticipate will be well received by our New Zealand customers. Our mission is to supply a better customer experience by offering a bigger support team, not just for sales but the whole after sales experience," he says.

"Under Hunter Powell Investment ownership we have once again taken the Takeuchi brand back to a market leadership position with annual sales in excess of 200 machines and now with an opportunity to grow further market share."

Hunter Powell Investments director **Tenby Powell** says "CEG is a great home for the Takeuchi brand".

"They are a professional and well-respected organisation and their move into the construction sector will be welcomed.

"An essential part of this agreement was that our staff transition with the business and have continued job security, now in a larger company environment.

"They bring a wealth of product and market knowledge and I anticipate the Takeuchi brand growing in New Zealand even further," Powell says.

TWYFORD HINTS AT NEW RULES FOR TRUCKING INDUSTRY

The road freight industry is under the microscope as government officials consider implementing new rules which could impact pay and working conditions.

Speaking at the Road Transport Forum annual conference in Taupo last month, transport minister **Phil Twyford** said the industry needs to tackle driver shortages and low wages.

Adopting measures such as the new government procurement rules targeted towards the construction industry could be an option, he says.

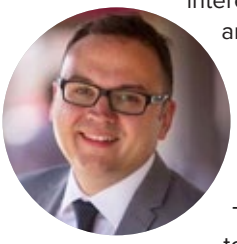


Phil Twyford

The construction industry rules came into effect on October 1 and aim to stop the collapse of multi-million dollar construction projects.

The rules refers to the new Construction Procurement Guidelines which require departments to consider cultural, social, economic and environmental outcomes with government contracts making up 18% of all large-scale construction projects.

This includes skills development and training undertaken by construction companies and their subcontractors, whether there is strong governance over the project and sustainable building practices such as using sustainable materials and minimising waste.



Nick Leggett

Twyford says the transport industry faces its own dilemma in regards to driver shortages and an ageing workforce.

The industry needs to ask itself: "Is the current model sustainable?"

"Do you want an industry struggling with driver shortages and relying on and importing low wage drivers from overseas with supply chain pressures piling up to make driving a less and less attractive career," he says

"Or do you want an industry that can deliver secure livelihoods for drivers, higher safety standards and can attract the next generation of drivers?"

"The trucking industry is growing year-on-year ... but despite this growth. competitive pressures are driving down drivers' incomes, big customers wield enormous market power, firms are forced to cut margins to win contracts and this puts pressure on drivers to drive longer, not to take breaks and to meet more demanding schedules.

"Markets are competitive, of course, but where these pressures undermine safety and drive down pay packets, then it's a problem for all of us," Twyford says.

Changes will also be made on streamlining the heavy vehicle licensing system and an announcement on this will be made within the financial year, he says.

Around 28,000 drivers are needed over the next 10 years to meet the growth and demand.

"The industry is feeling frustrated with the current heavy vehicle driver licensing system and that it's partly to blame for the shortage ... it's an issue that needs to be addressed," he says.

Road Transport Forum chief executive **Nick Leggett** says the industry is "very interested" in hearing more about any proposed procurement rules in the transport industry.

The RFT will be requesting a meeting with the transport minister to discuss further, he says.

The RTF is also looking at ways to create a more "sustainable workforce" for the transport industry.

"As was highlighted at our recent conference, this is a picture with a number of parts. Getting a younger workforce requires looking at motivation, purpose, and business practices as well as wages," Leggett says.

"It requires understanding what motivates people to work for an organisation to be loyal and stay.

"The RTF works with government agencies such as the Ministry of Social Development to ensure New Zealanders who want to work in the road freight industry get every chance to do so.

"We certainly do not advocate for 'cheap labour from overseas', but we do advocate for access to overseas workers who can meet market demands and want to settle in New Zealand and contribute to our industry and to our nation.

"There is a lot of misconception around labour from overseas perpetuated by the Government that doesn't stack up with the practices of some of the industry employers who have good, longstanding relationships with workers who have immigrated here," Leggett says.

A new transport model

Meanwhile, the transport industry also has a big role to play in meeting New Zealand's low emissions targets, Twyford says.

The Ministry of Transport has been given the directive to investigating ways of support the trucking industry in transitioning to electric, hydrogen and biofuel options, he says.

This is outlined in the Green Freight Project which looks at ways of reducing greenhouse gas emissions from road freight in New Zealand.

GPS-based transport pricing systems will also be needed as funding moves away from petrol tax and traditional road user charges.

"This funding model won't be far away and will enable people to "pay for how much they actually use the road, by time and space, rather than how much petrol they use".

Twyford says ministry officials are working on solutions to this model and "how we manage demand to ease congestion, particularly in our major urban centres, and how we capture the true costs of transport".

"This means a new way of thinking ... it's about using technology to drive change in human behaviour and really create a new model for our transport system."

Congestion charging in Auckland is also an area being worked on, he says.

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RTF REJECTS LIVESTOCK AMENDMENT BILL

Tagging of livestock should be the job of farmers, not truck drivers, the Road Transport Forum (RTF) says.

This was the message RTF chief executive **Nick Leggett** gave to the Primary Production Select Committee at Parliament last month.

He was speaking against aspects of a new amendment bill which strengthens the National Animal Identification and Tracing (NAIT) legislation.

The RTF provides services to the National Livestock Transport and Safety Group which represents around 95% of the commercial livestock transport industry with around 280 companies operating 2,600 livestock vehicles.

"The road freight transport industry is 100% behind protecting New Zealand's biosecurity and can often be relied upon to detect any unwanted pest visitors," Leggett says.

"But what truck drivers are being asked to do in the new bill ... is well beyond their mandate as livestock transporters.

"It is proposed that truck drivers will be severely penalised with fines if they transport animals that do not have NAIT tags. Yet truck drivers have no control over the NAIT tagging system, as getting those animals tagged is solely the responsibility of the farmers that raise them.

"We accept that animals must be traced to ensure their lifetime movements can be monitored in the event of any disease outbreaks. But there have been long-standing problems with the NAIT system that cannot be fixed by punishing the people who drive trucks," he says.

"Livestock transporters are prepared to help improve the NAIT system and in fact, have been involved in a range of actions to positively change behaviour in the farming community, around animal welfare and safe travel for stock.

"They are just not prepared to shoulder this blame and cost when clearly the person in control of the animals – the person sending them on the transport and the person receiving them at the other end – have primary responsibilities.

"This is especially so, given the legislation changes mean that livestock transporters would be issued $400 fines for transporting untagged animals, when clearly, no untagged livestock should ever be presented for transport if the NAIT system was working properly.

> **"We accept that animals must be traced to ensure their lifetime movements can be monitored in the event of any disease outbreaks"**

"We want livestock transporters removed from the penalty schedule in this bill.

"In addition to it not being the responsibility of the person transporting the animals from A to B, there are a number of logistical practicalities. Visually checking for tags on livestock is an impossibility given it is sometimes dark when animals are loaded, the number of animals and the speed with which they are loaded, and the method used to load and unload.

"There is also an imbalance of power in the relationship. The farmer, or person who has arranged the movement of the livestock is a customer and can put the 'customer is always right' pressure on the truck driver who is likely to be an employee of a company, rather than an owner," Leggett says.

The RTF has spoken to primary industries minister **Damien O'Connor** about the issue and carried out meetings with livestock transporters around New Zealand.

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MOANA CHIEF LAUNCHED FOR NZ COASTAL SHIPPING

Pacifica Shipping has officially launched the MV Moana Chief for coastal services throughout New Zealand.

The 1700 TEU (20-foot equivalent units) vessel is set to meet rising coastal and international transhipment demand throughout the region.

Pacifica was acquired by the China Navigation Company (parent of Swire Shipping) in 2014.

Swire Shipping and Swire Bulk operate multiple liner and bulk vessels per month, connecting New Zealand to Australia, Asia, North America, Papua New Guinea, Pacific Islands and the rest of the world.

Swire New Zealand country manager **Brodie Stevens** says coastal shipping is "complementary" to New Zealand's road and rail networks.

"The advent of transhipping of import and export cargo, and the growing domestic freight demand, will result in more demand for coastal shipping.

"With the acquisition and an increase in tonnage from 1100 to 1700 TEU, we strongly believe Pacifica will be in a good position to meet rising domestic cargo and transhipment demand.

"We want to expand the range of valuable domestic transport solutions currently already provided by Pacifica, and this will enable us to do so. Coastal shipping in New Zealand continues to play an important part in the country's domestic economy. It is also highly complementary with road and rail networks."

Coastal shipping also has an important role to play in meeting emission standards where transport accounts for 20% of NZ's greenhouses gases, Stevens says.

The Government is currently working on the Climate Change Response [Zero Carbon] Amendment Bill which is aiming to significantly cut emissions within the next 10 years through legally binding targets.

"Coastal shipping has the lowest emissions by freight tonne kilometre of the key domestic modes – road, rail and sea.

"The only way that the transport system can reduce its carbon footprint and reliance on fossil fuel is to increase the amount of freight being carried by coastal shipping," he says.

According to a report by Deloitte in 2016, 236 million tonnes of freight are moved within New Zealand annually. The size of container ships has been increasing.

Coastal shipping will continue to play a role in reducing greenhouse gas emissions per container and will also be a factor in New Zealand manufacturers' decarbonisation of their supply chains, Stevens says.

New Zealand's domestic freight volumes are forecast to more than double by 2040, as stated in The *National Freight Demand Study* 2008, and in the *NFDS* update, completed in 2014.

> **"Coastal shipping has the lowest emissions by freight tonne kilometre of the key domestic modes – road, rail and sea."**

"Even with massive investment in land transport, this increase could not be accommodated by road and rail alone.

"By growing coastal shipping, New Zealand can take a load off the other transport modes and contribute to a more efficient land transport network. By comparison, in Japan, a country with a similar geography, more than 30% of freight is carried by sea," he says.



From left: Captain Tomislav, ship manager Gary Grenfell, captain Munawar, Pacifica line manager Jan Hintz and country manager Brodie Stevens.

BRAKE AWARDS RECOGNISE FLEET SAFETY



Companies and individuals have been honoured for working hard to reduce road crashes during Brake's fifth annual Australasian Fleet Safety Awards.

The awards, sponsored by the NZ Transport Agency, recognise those who have implemented successful initiatives, products or services to tackle fleet safety.

The winners were announced at the awards ceremony and dinner in Auckland on September 12. Individual awards were sponsored by Bridgestone, McFall Fuel, SurePlan and Suzuki.

The prestigious Outstanding Commitment to Road Safety Award was won by **Chris L'Ecluse** from Teletrac Navman. The Road Risk Manager Award went to **Fauzia Ali** from Johnson Controls.

L'Ecluse has amassed a wealth of road safety knowledge and experience over the years.

He started out working as a police officer in Western Australia and now works in the telematics industry helping other organisations to find solutions to their fleet safety needs.

He has spoken at conferences, acted as a mentor at road safety events, and given media interviews on road safety issues. Outside of work he has written whitepapers on road safety topics, responded to government road safety consultations and delivered workshops to secondary school students on the risks young drivers face on the roads. He is a passionate advocate for road safety and readily shares his knowledge and experience with a range of audiences.

Brake NZ director **Caroline Perry** says the companies and individuals recognised are all "striving to make a real difference in the world of fleet safety".

"Congratulations to all the award winners and highly commended entrants for their impressive work reducing incidents involving at-work drivers and vehicles."

NZ Transport Agency safety, health and environment general manager **Greg Lazzaro** is congratulating everyone "for the important work they are doing to reduce incidents and improve their fleet safety".

"Many New Zealanders spend a significant amount of time driving for work, and tragically road crashes are a leading cause of work-related deaths, both here and overseas," he says.

The awards are held annually and are part of Brake's Global Fleet Champions initiative; a global partnership campaign to prevent crashes and reduce pollution by vehicles used for work purposes.

Other 2019 Fleet Safety Award winners are:

- Company Driver Safety Award, sponsored by SurePlan, went to GPC Asia Pacific. The GPC Tread Carefully driver safety programme includes a range of measures such as targets for reductions in incidents; reporting, recording and analysing of incidents including regular reporting to senior management; online and in-vehicle driver training; training videos on a range of road safety topics; and tools for managers. The programme has the support of senior management and since implementation it has resulted in

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The awards, sponsored by the NZ Transport Agency, recognise those who have implemented successful initiatives, products or services to tackle fleet safety.

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a significant reduction in incidents and claims costs.

- Fleet Safety Product Award went to eDriving. Their technological solution helps to establish a safety culture within fleets, assess risk, track driver performance and benchmarks against other team members and other organisations in the industry. It uses a predictive risk assessment tool to help understand the likelihood of a driver being involved in a crash. It includes driver coaching modules delivered through a smartphone app and provides best practice feedback to drivers. Customers using the solution have seen significant reductions in incidents and claims costs.
- Road Safety in the Community Award, sponsored by Bridgestone, went to DB Breweries for its Keys Down Real Talk anti-drink driving social media campaign in collaboration with local communities and community organisations in South Auckland.
- Safe Vehicles Award went to VISA Global Logistics for its development of a tablet-based system for checking vehicles, reporting faults and ensuring maintenance, servicing and repairs of vehicles are completed on time. Additional benefits of the system include driver fitness for work checks and fatigue management.
- Sustainable Journeys Award, sponsored by McFall, went to Abley for its internal journey planning programme, TravelWhiz. The comprehensive travel plan encourages staff to make healthy and active transport choices by creating a personalised journey plan for each staff member. They implemented a number of measures to encourage cycling and provide relevant facilities, offer a guaranteed ride home policy for emergency situations, have pool bicycles and hybrid vehicles, and have made their journey planning tool available for other organisations to use.
- Road Risk Manager of the Year Award, sponsored by Suzuki, went to **Fauzia Ali** of Johnson Controls, for her involvement in numerous fleet safety programmes at her organisation. These include implementing a new driver training programme and minimum 5-star ANCAP rating on vehicles, and policies on speed and distractions among others, all of which has resulted in a decrease in incident rates.



Chris L'Ecluse

SAFETY FOCUS FOR NZTA AFTER REVIEW

Up to $45 million is being put into the NZ Transport Agency's regulatory role following recommendations of an independent review.

The review by consultancy firm 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.

These include establishing a statutory land transport director responsible for carrying out the NZTA's regulatory functions and powers, getting the NZTA board to develop a new regulatory strategy, and instructing the Ministry of Transport to update the NZTA's regulatory objectives, functions and powers.

The review found that previous transport ministers had directed the NZTA to focus on 'building roads' at the expense of keeping people safe, Twyford says.

"Safety is our Government's top transport priority and we're getting the transport agency back on track."

Twyford says while the NZTA has made good progress in the past year, these new changes - coupled with recent board appointments - will ensure it will be a modern regulator, equipped for the massive changes the sector will undergo in coming years.

Catherine Taylor, an experienced regulator, brings risk management expertise as a new board member, having worked for other Crown agencies and government departments, he says.

"The review also found the transport ministry has now improved its monitoring approach after taking a light touch under the last government," Twyford says.

"I expect the ministry to take a more active approach to overseeing all our transport agencies."

The Government is also investigating designating the NZTA as a health and safety regulator, and to include options to strengthen commercial vehicle enforcement.

Twyford says this work and the other recommendations will be completed by early next year.



INTERISLANDER UPGRADES TO TARGET FREIGHT

KiwiRail is taking steps to replace its ageing Interislander ferry fleet with vessels better equipped for rail and freight.

The Government has allocated $35 million for procurement of two new, rail enabled ferries that will replace the old Aratere, Kaitaki, and Kaiarahi ferries.

KiwiRail asset development chief operating officer **David Gordon** says Danish naval architects, OSK ShipTech AS, will develop the design of the two new ships.

"The two new ferries will have a greater capacity for rail and road freight, and passengers, than the existing three-ship fleet," Gordon says.

"We have also recently appointed the French-based BRS Group as our ship broker to help in the international search for potential suppliers of the vessels.

"The target is for the new ships to be ready for service in 2024.

"The first stage of the procurement process, a request for expression of interest in supplying the ships has just closed.

"The request for expression of interest is the first stage of what is expected to be a multi-phase, open competitive procurement process to supply the new ferries," he says.



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CUSTOMER SUPPORT KEY FOR EQUIPMENT INDUSTRY

Automotive training and equipment provider AECS is all about delivering service and technical support for those in need.

The organisation has been running for close to 20 years with its headquarters in Hastings and a team of nine serving between Auckland, Northland and the South Island.

It also provides training seminars with an experienced team on-hand for solving complex problems on everything from heavy diesel to electric vehicles.

AECS spokesperson **Mark Thompson** says helping people with technical issues is one part of the job but inspiring people who are "passionate about what they do in the automotive industry" is another important factor.

There are many professionals in the trade who are constantly eager to learn more and that's where AECS provides a valuable service, he says.

"Two essential elements that we have, and will continue to work from, is passion and having our people's and customers' interests at heart.

"We've found people often don't succeed in their career, not because they don't have talent or skill, but they haven't received the proper training and gained the necessary knowledge.

"What our people love about our training is that it's easy to learn and is always fun, with lots of practical applications including, what we call in this day and age, 'life hacks'.

"Our trainers share freely their wealth of experience that can be applied straight to workshop situations.

"We've even taken things to extremes by building vehicle simulators [the full electronic system of a vehicle in a box] so that it can be used anywhere for practical applications as part of our training.

"Even if you have had an extensive career in the industry you need to keep growing. The simple fact is, unless you learn beyond what you've already mastered you will never grow.

"One thing that has been of help to many is our training pathway, this can really help with next steps to further your training and career," Thompson says.

At the start of 2019, AECS made a strategical decision to get out to the towns and cities to spend more time with people working in the automotive industry through a series of roadshows.





As well as being able to listen to customers and get an understanding of their needs, it gives the organisation a chance to share the latest technology at the forefront of the industry.

Feedback from the roadshow initiative has been very positive and helps ease the pressures of running a workshop and business in the transport sector.

"For many who have come to our roadshows, it has been a breath of fresh air, knowing someone is like-minded and understands you. This has also gone both ways, it has also included comments such as, 'I never knew that about AECS' or 'I didn't realise you did that'. We plan on bringing a different perspective again to our 2020 roadshow."

Other feedback from the roadshows includes the importance of on-going technical support after the purchase of new equipment.

Thompson says there are examples of workshops and individuals that have been let down after purchasing gear from an equipment or spare parts provider.

"When the workshop needed help with something as simple as training on new equipment or a simple issue, they were nowhere to be found."

This hammers home the message that building long-term customer relationships is critical for the industry, he says.

***For more information on AECS email mark@aecs.net or phone 06 874 9077.**





JOST NZ EXHIBITS AT RTF CONFERENCE

JOST NZ, distributor of truck and trailer equipment, showed its industry support at the Road Transport Forum conference in Taupo where it featured two of its most recent additions to its stable of products.

Its Razor range comprises of electric roll-over and front-to-back tarp systems, electric landing gear and power roller doors.

When the Razor front-to-back power tarp is installed, the driver has the option to stay in the cab during operation and still have the same amount of control over the trailer or rigid. The system is easy to use, timesaving and highly efficient.

Razor's Power Tarp comes complete with manual override capability and is powered with the Razor Power Kit. Each system can boast a sophisticated control box featuring a touch pad, which can be adjusted to control the sensitivity of how the tarp opens and closes. The battery pack is trickle charged from the main unit and tops the battery up as the trailer drives along. Without the truck, the tarps can still be operated 15 or 20 times before the battery needs to be charged.

The Razor power door system can be operated up and down from either of the remote key pads mounted adjacent to the roller door or the electronic controller mounted on the right side of the chassis at the rear.



JOST NZ introduced its new EverShine wheel this year to complement its popular range of machined and polished truck and trailer alloy wheels.

The premium forged alloy wheels feature a low maintenance wheel surface-finish tested for over 240 hours against corrosion. EverShine wheels are resistant to pitting, blistering, corrosion and coating breakdown, and are easily cleaned with just soap and water.

The JOST brand is well known in NZ for its range of fifth wheels, Rockinger couplings, landing gear, king pins and toweyes. It has also added JOST Axle systems to the NZ offerings and the first units have already clocked upwards of 50,000km.

In January 2015, JOST acquired Mercedes-Benz trailer axle systems, making JOST one of Europe's important manufacturers of trailer axles. The DCA Weightmaster is the core member of the axle series. Its low weight coupled with its durability, the advantage of fewer components (due to its monocoque design) along with maintenance-free compact bearings, makes it ideal for use in the NZ transport industry.

REPORT CALLS FOR 'MANAGED CLOSURE' OF POAL





Wayne Brown



Phil Goff



Shane Jones

Ending operations at the Ports of Auckland (POAL) 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.

The working group is chaired by former Far North District Council mayor **Wayne Brown** and released its first report in April this year.

The second report considers a range of options and concludes that "the managed closure of the POAL, the development of Northport and continued operation of the Port of Tauranga, provides the greatest level of benefit to the upper North Island and New Zealand".

The scenario also includes development of land-side infrastructure involving rejuvenating the North Auckland rail line and spur to Northport and a new inland freight hub in Auckland's Northwest to complement Metroport in the South.

The report says this option "promotes resilience in the supply chain by providing two distinct north and south entry points for international freight originating in and destined for Auckland.

"It reduces levels of friction in the Auckland CBD which is currently a congested entry point for freight out of Ports of Auckland and provides two alternative entry points into the city.

"Friction with urban personal transport and regional deliveries could be further reduced by a dedicated freight rail line through the Avondale corridor connecting the two main freight hubs.

"It allows for alternative use of the Auckland waterfront land, and returns the harbour to the people which helps Auckland to achieve its ambition of becoming a more 'liveable city'."

The working group carried out a poll which found 62% of Aucklanders believe that moving the port would make the city "a better place to live, work and visit".

The report also points to improving road safety by increasing rail freight capacity and the regional development benefits of employment in Northland and support for further growth in the Bay of Plenty.

More work needed, mayor says

However, Auckland mayor **Phil Goff** is critical of the recommendations and says it doesn't sufficiently consider the costs and benefits.

"Like most Aucklanders I am in favour of moving the port, but we won't simply give away our assets built up by ratepayers over generations.

"Relocation needs to be stack up economically and protect the interests of Aucklanders. It will also need to be undertaken with industry support and without imposing additional economic and environmental costs on Auckland businesses and consumers from freight being moved over much longer distances," Goff says.

"While Auckland Council made submissions on the original proposal, we and other stakeholders, including the shipping companies and the ports themselves, have not had further input into this report.

"As the report itself acknowledges, if the shipping companies don't agree to send freight to Northport, the huge investment in new facilities would be wasted money."

"Auckland remains ready and willing to co-operate with the government over relocation of the port, but its ultimate agreement to do so will depend on the actual benefits and costs to our city and its people of making that move," Goff says.

Associate transport minister **Shane Jones** says the future of New Zealand's ports, freight services and coastal

Continued on page 16

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Mark Cairns



Chris Carr



David Vinsen



Frank Willett

Continued from page 14

shipping is “critical to our economy”.
“The work to develop the Upper North Island Supply Chain Strategy comprises a logistics and freight review, as well as a plan for the long-term future of ports in the Upper North Island.
“Building an effective and sustainable transport system is a priority for the government,” Jones says.
Port of Tauranga chief executive **Mark Cairns** says the working group’s recommendations were feasible subject to infrastructure development and would address concerns about economic land use in Auckland.
Cairns says more economic analysis is needed as some of the cost, future capacity and cargo forecast figures were at odds with Port of Tauranga’s data.
“We haven’t discussed the assumptions with the consultants and would welcome the opportunity to do so.
“We recently engaged Netherlands-based container terminal experts TBA Group to complete a capacity development review that shows we can accommodate up to 2.8 million TEUs per annum on our current footprint.
“The report points out that Port of Tauranga is among the world’s 10 most efficient ports. Port of Tauranga is New Zealand’s busiest port, with room to grow and the next stage of capacity expansion already under way.
“There is also the opportunity to factor in the current and future freight handling capacity of the inland freight hubs in the Waikato, including the Ruakura Inland Port in Hamilton,” Cairns says.

Industry is wary

Carr and Haslam managing director **Chris Carr** says the report is “blatant politics” and “confirms only what we all expected when this report was commissioned”.
“We knew that the answer to the question would be Northland before we even knew what the question would be.
“More than a dozen previous reports have indicated the need for Auckland, Tauranga and Northport, and cynically I knew from the outset that the outcome of this report would be different to all the other, non-political reports.
“Distance is the enemy of logistics in every case, and yet this reports finds the reverse.
“This report gives great economic benefits to Northland, yet fails to acknowledge the corresponding losses to Auckland.
“The outcome, if adopted, would be a huge benefit to us, but at a huge cost to all New Zealanders.
“The cost to New Zealand far outweighs any personal benefit in my view. It would be irresponsible to adopt it.
“Getting our port structure for the future is critical, it’s not a political vote buy,” Carr says.
Motor Vehicle Industry Association chief executive **David Vinsen** is also critical of the report.
“The study was set up to meet New Zealand First’s coalition agreement.
“Of course Northport is where they want to focus ... this decision is about jobs and investment for Northland, where Shane Jones wants to reinforce his presence.”
Autohub chief executive **Frank Willett** questioned the need for the study - and its $850,000 cost.
"Once again, it appears that certain politicians have an unfettered ability to commission six-figure reports funded by taxpayers that amount to fanciful and delusional suggestions as far as the Ports of Auckland location and its future are concerned,” Willett says.



FUEL CRISIS 'COULD HAVE BEEN FAR WORSE', REPORT SAYS

Auckland's jet fuel supply is "not sufficiently resilient" and urgent investment and legislative changes are needed, according to a government inquiry into the 2017 fuel crisis.

The report looks into the disruption which resulted from a ruptured 170-kilometre pipeline from Marsden Point Oil Refinery into Auckland.

It stopped fuel coming into Auckland for 10 days with some petrol stations running out of diesel.

It concludes the damage was caused by a digger when it was being used to dig for kauri logs three years earlier.

No one had been informed at the time that the pipeline had been struck, and over time, the pipe weakened and eventually ruptured.

The report says the incident, as bad as it was, "could have been far worse".



Pipline damage

"If there was to be a rupture, it was lucky that it happened when and where it did.

"The location was easy to access and not in a highly populated area, so the containment and repair could be carried out quickly, with a minimum of risk to people.

"Had there been the more flammable petrol in the pipeline at the time of the rupture, rather than jet fuel, there would have been a significant risk of fire and explosion, and the fuel would have been harder to contain," it says.

The report makes several recommendations on how the sector can better prevent, prepare for, respond to, and recover from such an incident.

It is "essential that government and industry work together" to put in place sector-wide response plans.

Auckland Airport is singled out for being exposed to "complete disruption" with only a single supply chain for jet fuel.

Parts of the infrastructure near the airport are also operating close to capacity. In its current state, parts of the supply chain will not be able to meet basic demand in a few years' time, it says.

"We have concluded that there is a need to invest in further infrastructure without delay, to achieve an acceptable level of resilience. Investment is needed now to ensure that.

"As a market-led system, investment decisions seem to have been focused on meeting the demand curve on a 'just in time' basis."

Companies such as BP, Mobil, and Z Energy, which have joint venture arrangements in the pipeline infrastructure, have "failed to make timely investments to achieve and maintain the level of resilience in the supply chain that we regard as appropriate", it says.

The report recommends legislative changes which would give government the power to step in if industry does not invest sufficiently to meet the required standards.

Refinery welcomes report

Refining NZ, the owner and operator of the Marsden Point refinery, welcomes the report and says it has important learnings.

Chief executive **Mike Fuge** says the company "looks forward to working with industry to implement those learnings".

"Among its findings the inquiry concluded that Refining NZ maintained and operated the RAP [Refinery to Auckland Pipeline] properly and in keeping with all legal requirements and standard industry practice.

"We also take pride in the inquiry's findings around the high standard of the response of our staff and contractors to the pipeline rupture."

Fuge acknowledged the inquiry's confirmation that the pipeline had been damaged by a digger that should not have been working over the pipeline, and that the damage had not been reported.

"This underlines the fact that further legislative regulation is needed to protect the pipeline and other essential infrastructure."

The Refinery also agrees with the inquiry's comments around current fuel storage at the Auckland end of the pipeline and the urgent need to build jet fuel resilience at Auckland Airport.

"We are pleased that the inquiry has noted that Refining NZ is working to make timely investment decisions and that we have a clear goal of having new infrastructure in place shortly before it is needed to meet demand, rather than just in time or too late," Fuge says.

More analysis needed

Auckland University professor of energy and resource economics **Basil Sharp** says the event "highlights the importance of investing in, and maintaining, critical infrastructure".

"Before implementing regulatory standards it is important that the costs and benefits of decisions aimed at improving supply chain resilience are clearly understood.

"Of course, it was in the interest of all parties and consumers to get the pipeline back into operation as quickly as possible. And, I am sure there were lessons to be learned.

"However, before proceeding down the regulatory path we need to clearly understand the costs and benefits of resilience, however defined.

"Creating redundancies in the supply chain will cost money. Who will pay? Do the costs exceed benefits? The report raises the spectre of 'public benefits'. What are these? Are they significant? More detailed economic analysis is needed," Sharp says.

RISGON INTRODUCES NEW MODEL



Risgon Insurance Brokers introduced its new business model at the 2019 Road Transport Forum conference in Taupo as sponsor and exhibitor.

Director **Haydn Bowbyes** says it gathered positive feedback from those in the trucking sector.

Speaking at the event, Bowbyes discussed the new service and its benefits for the only insurance model of its kind in the country.

This includes its specialist risk management analysis, tools and services and how the company also contributes half of its revenue earned from insurers to fund as much of the needed risk management tools and services as they can for clients.

The concept has also received support from insurers, who will also contribute to client costs, with firm management of the overall risk and incident reduction process in place.

Bowbyes says Risgon's ongoing risk management focus improves the risk profile and continues to reduce insurance costs while also supplying full brokerage services across all lines of insurance.

Meanwhile, Risgon risk and insurance director **Garry Bray** says the "best way to curb a trend of risk-based premium increases is to actively identify, mitigate reduce the risks, ensuring that the insurer is aware, and importantly involved".

"Forming and maintaining an open relationship with the client, product/service provider and insurer means that a guaranteed and measured decrease in the overall risk footprint is obtained.

"This reduction in risk is tracked, documented and shared via high level reporting on a regular basis between all parties," Bray says.

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FAMILY DEALERSHIP ALL ABOUT TRUCKS

Just Trucks general manager **Logan Childs** has been working at the family-owned business since the age of 16.

The dealership was established in 1986, previously trading as Just Autos Limited, starting out predominantly with cars, and then shifting towards commercial vehicles and trucks.

Just Trucks shifted from Onehunga to its present Mount Wellington stomping ground in the mid-90s.

After a recent restructure, the dealership



Logan Childs

saw Childs move from service manager to a newly created general manager position.

He has been in the new role for three months and has big visions for the company.

"It's a lot more work, but it's rewarding," Childs says. "It's more experience in the industry ... I've jumped into it with open arms and full commitment."

Just Trucks aims to meet specific customer demands and is "always looking for a point of difference with product", Childs says.

He is responsible for buying and managing stock, from purchasing in Japan right through to buying in New Zealand.

Around 80 trucks are on stock in its yard, with 12 employees on site. The trucks range from two to seven-tonne payloads, including everything from flat decks, box trucks, tippers, refrigerated trucks, cranes and compactors.

Forming a good relationship with dealers in Japan has been a key part of the success.

"We speak constantly, not only via email but on the phone.

"We source from up to half a dozen Japanese suppliers."

However, Childs says the most important key to success at Just Trucks is the people.

He thanks his "very long-term" loyal workers, and says he strives to make the employees feel like part of a team.

"Businesses are only as good as the people that work for it," Childs says. "You can't do it on your own, you have to have as much help as you can. You only get one chance at a first impression.

"When we're presenting the stock, we have it as well prepared as possible."

"You could have the truck that drives the best, engine runs the best, but if you open the door and look inside and it's dirty, or the customer service is bad, then you're already on the back foot."

Childs is a fan of putting systems into place.

"If the right systems are in place then it shortens the chances of accidents and mistakes, or we could miss processes that are needed to make the stock as good as it needs to be."

An example of this is the stock management system, which details right from the time the trucks land in the country to when they are ready for sale.

"Having systems in place means the whole process just works without too many hiccups along the way."

Childs has clocked 18 years at Just Trucks. Two months ago, a "very loyal" employee left after 25 years with the company.

His parents, Just Trucks owners **Michael** and **Briar Childs**, are still active in the business and are in the office most days of the week.

"They just leave us to it. They see the systems in place, see that they are working, and business should just continue turning over."

A trained mechanic, Childs has no problems getting down and dirty when short-staffed or when there is an overflow of work.

"I have no problems helping out," he says.

APPLICATIONS OPEN FOR 2020 MITO SCHOLARSHIPS



MITO is giving transport and logistics industry workers a chance to advance their careers through its national qualification scholarship scheme.

Up to 60 scholarships are available across eight categories, totalling $68,000.

Developed to assist aspiring and successful graduate learners to progress their skills and knowledge, the MITO scholarship programme contributes funding towards apprenticeships, training programmes and business management qualifications.

Previous recipients have used their scholarships to help fund apprenticeships, graduate business diplomas, advanced technical programmes and management courses.

"Each year, MITO helps thousands of New Zealand learners gain the knowledge and skills they need to succeed in their careers, and our scholarship programme is a very important part of this," MITO chief executive **Janet Lane** says.

Last year, MITO extended its scholarship programme to assist even more people into industry training.

There were a record number of applicants, "and the calibre was extremely high", Lane says.

*Go to **mito.nz/scholarships** for criteria and to apply.



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NEW AND USED COMMERCIAL REGISTRATIONS DOWN

New and used commercial registrations are both down slightly year-on-year. Total registrations of new trucks and buses over 3500kg GVM sits at 601 units for September.

This is down 2% compared to the same period last year which saw 613 registrations of new commercials for the month.

A total of 4758 new trucks and buses have hit the road in the year-to-date compared to 5109 for the same period last year.

Isuzu is market leader for September with 112 units registered and an 18.6% market share. The brand was up 9.8% compared to the 102 registered in the same period last year.

Fuso is in second spot for the month, down 35.3% with 86 units registered and a 14.3% market share.

Mercedes-Benz is third, up 54.5% with 68 units registered and a 11.3% market share.

Hino follows, down 6.7% with 56 (9.3%), **DAF** up 73.3% (26), **Fiat** down 41% (23), **Volvo** down 8% (23), **UD Trucks** down 4.5% (21), **Scania** down 17.4% (19) and **Kenworth** down 21.7% (18).

Isuzu Trucks general manager **Dave Ballantyne** says dealers "had another very good month" for **Isuzu** registrations and he was "certainly pleased" to be up on August.

"Enquiry levels are still quite healthy around most of the regions, but possibly with a higher level of caution by customers when it comes to making purchasing decisions," he says.

Total used imported truck and bus registrations were also down year-on-year, dropping 5.1% with 185 registrations in



September compared to 195 in the same period last year.

Toyota lead the used commercial import market for the month with 45 units registered and a 24.3%

Continued on page 24



NEW HEAVY TRUCKS : Over 23,001kg

MAKE	SEPT '19	SEPT '18	% Change	% of Market	YTD '19	YTD '18
SCANIA	31	7	342.9	13.5	148	131
DAF	27	15	80.0	11.7	188	220
ISUZU	23	22	4.5	10.0	261	287
VOLVO	23	19	21.1	10.0	238	220
HINO	20	21	-4.8	8.7	174	199
MERCEDES-BENZ	19	13	46.2	8.3	121	66
KENWORTH	18	23	-21.7	7.8	223	244
FUSO	13	30	-56.7	5.7	146	166
UD TRUCKS	12	17	-29.4	5.2	103	104
IVECO	10	6	66.7	4.3	52	59
OTHER	34	32	6.3	14.8	291	269
TOTAL	230	205	12.2	100.0	1945	1965

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

MAKE	SEPT '19	SEPT '18	% Change	% of Market	YTD '19	YTD '18
ISUZU	46	40	15.0	40.7	324	254
FUSO	19	39	-51.3	16.8	144	159
HINO	19	21	-9.5	16.8	196	162
UD TRUCKS	9	5	80.0	8.0	89	91
IVECO	8	6	33.3	7.1	42	45
OTHER	12	9	33.3	10.6	81	69
TOTAL	113	120	-5.8	100.0	876	780

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

MAKE	SEPT '19	SEPT '18	% Change	% of Market	YTD '19	YTD '18
FUSO	51	58	-12.1	23.0	355	356
ISUZU	43	38	13.2	19.4	338	305
MERCEDES-BENZ	43	22	95.5	19.4	222	282
FIAT	27	39	-30.8	12.2	197	277
HINO	17	18	-5.6	7.7	176	179
IVECO	15	14	7.1	6.8	122	91
FOTON	8	3	166.7	3.6	61	40
OTHER	18	11	63.6	8.1	186	126
TOTAL	222	203	9.4	100.0	1657	1656

NEW BUSES : Over 3,500kg

MAKE	SEPT '19	SEPT '18	% Change	% of Market	YTD '19	YTD '18
FACTORY BUILT	7	3	133.3	19.4	20	158
ALEXANDER DENNIS	5	24	-79.2	13.9	63	113
FORD	5	7	-28.6	13.9	57	59
FUSO	4	6	-33.3	11.1	23	31
FOTON	3	1	200.0	8.3	7	1
OTHER	12	44	-72.7	33.3	110	346
TOTAL	36	85	-57.6	100.0	280	708





Continued from page 23

market share. This was up 28.6% compared to the 35 registered in the same period last year.

Hino comes second, up 13.5% with 42 units registered and a 22.7% market share.

Isuzu third, down 34.5% with 36 registered (19.5%).

Mitsubishi follows, up 11.1% with 20 units registered, **Nissan** down 29.4% (12), **Iveco** up 133.3% (7), **Kenworth** up 50% (3), **Mazda** down 40% (3), **Volvo** up 200% (3) and **DAF** down 33.3% (2).

The new heavy vehicle segment over 23,000kg GVM was up 12.2% year-on-year with a total of 230 units registered in September. This compares to 205 in the same period the previous year.

Scania leads the segment, up 342.9% with 31 units registered and a 13.5% market share.

DAF is second, up 80% with 27 units registered and a 11.7% market share. **Isuzu** is third, up 4.5% with 23 registered (10%).

Volvo follows, up 21.1% with 23 units registered, **Hino** down 4.8% (20), **Mercedes-Benz** up 46.2% (19), **Kenworth** down 21.7% (18), **Fuso** down 56.7% (13), **UD Truck**s down 29.4% (12) and **Iveco** up 66.7% (10).

The new medium truck segment between 9000kg and 23,000kg GVM was down 5.8% with 113 units registered in September compared to 120 in the same period the previous year.

Isuzu takes top spot, up 15% with 46 units registered and a 40.7% market share.

Fuso and



Hino come in behind both registering 19 units in September with a 16.8% market share each. **Fuso** is down 51.3% year-on-year and **Hino** down 9.5%.

UD Trucks follows, up 80% with nine units registered and **Iveco** up 33.3% (8).

The new light commercial segment between 3500kg and 9000kg GVM featuring trucks, vans and buses was up 9.4% with 222 units registered in September compared to 203 in the same period the previous year.

Fuso leads the segment, down 21.1% with 51 units

Continued on page 25



NEW TRUCKS & BUSES MAKES : Over 3,500kg

MAKE	SEPT '19	SEPT '18	% Change	% of Market	YTD '19	YTD '18
ISUZU	112	102	9.8	18.6	950	882
FUSO	86	133	-35.3	14.3	668	719
MERCEDES-BENZ	68	44	54.5	11.3	383	388
HINO	56	60	-6.7	9.3	546	540
DAF	26	15	73.3	4.3	201	226
FIAT	23	39	-41.0	3.8	197	277
VOLVO	23	25	-8.0	3.8	249	236
UD TRUCKS	21	22	-4.5	3.5	194	196
SCANIA	19	23	-17.4	3.2	173	201
KENWORTH	18	23	-21.7	3.0	223	244
Other	149	127	17.3	24.8	974	1200
TOTAL	601	613	-2.0	100.0	4758	5109

NEW LIGHT COMMERCIAL MAKES : Under 3,500kg

MAKE	SEPT '19	SEPT '18	% Change	% of Market	YTD '19	YTD 18
FORD	892	901	-1.0	21.2	8193	8372
TOYOTA	781	989	-21.0	18.6	7060	8053
HOLDEN	456	287	58.9	10.8	3881	3595
MITSUBISHI	386	452	-14.6	9.2	4239	3431
ISUZU	260	299	-13.0	6.2	2383	2760
MERCEDES-BENZ	202	113	78.8	4.8	972	884
NISSAN	184	254	-27.6	4.4	2684	2858
MAZDA	173	201	-13.9	4.1	1608	1631
VOLKSWAGEN	118	132	-10.6	2.8	978	1456
LDV	110	126	-12.7	2.6	1020	1447
Other	641	723	-11.3	15.3	5919	5879
Total	4203	4477	-6.1	100.0	38937	40366



Continued from page 24

registered and a 23% market share.

Isuzu and **Mercedes-Benz** come in behind both registering 43 units with 19.4% market share each. **Isuzu** is up 13.2% year-on-year and **Mercedes-Benz** up 95.5%.

Fiat follows, down 30.8% (27 units registered), **Hino** down 5.6% (17), **Iveco** up 7.1% (15) and **Foton** up 166.7% (8).

Registrations for new commercials (under 3500kg) was down 6.1% with 4203 units registered for September. This compares to 4477 in the same period the previous year.

Ford takes the top spot, down 1% with 892 units registered and a 21.2% market share.



Toyota is second, down 21% with 781 units registered and an 18.6% market share.

Holden is third, up 58.9% with 456 units registered and a 10.8% market share.

Mitsubishi follows, down 14.6% with 386 units registered, **Isuzu** down 13% (260), **Mercedes-Benz** up 78.8% (202), **Nissan** down 27.6% (184), **Mazda** down 13.9% (173), **Volkswagen** down 10.6% (118) and **LDV** down 11.3% (110).

The **Ford Ranger** retained the top spot as the best-selling commercial model with 19% market share (814 units) followed by the **Toyota Hilux** with 14% share (603), **Holden Colorado** in third with 11% market share (449).

Overall, September

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USED HEAVY TRUCKS : Over 23,001kg

MAKE	SEPT '19	SEPT '18	% Change	% of Market	YTD '19	YTD '18
IVECO	3	1	200.0	27.3	7	10
KENWORTH	3	2	50.0	27.3	21	18
VOLVO	3	1	200.0	27.3	22	15
OTHER	2	8	-75.0	18.2	196	70
TOTAL	11	12	0.0	100.0	246	113

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

MAKE	SEPT '19	SEPT '18	% Change	% of Market	YTD '19	YTD '18
HINO	4	3	33.3	36.4	32	46
ISUZU	3	4	-25.0	27.3	27	41
DAF	1	2	-50.0	9.1	9	16
OTHER	3	6	-50.0	27.3	40	44
TOTAL	11	15	-26.7	100.0	108	147

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

MAKE	SEPT '19	SEPT '18	% Change	% of Market	YTD '19	YTD '18
TOYOTA	42	35	20.0	28.2	359	330
HINO	35	31	12.9	23.5	283	245
ISUZU	33	49	-32.7	22.1	313	393
MITSUBISHI	15	17	-11.8	10.1	157	151
NISSAN	10	17	-41.2	6.7	141	125
IVECO	3	1	200.0	2.0	5	8
MAZDA	3	5	-40.0	2.0	40	41
OTHER	8	11	-27.3	5.4	93	126
TOTAL	149	166	-10.2	100.0	1391	1419

USED TRUCKS & BUSES MAKES : Over 3,500kg

MAKE	SEPT '19	SEPT '18	% Change	% of Market	YTD '19	YTD '18
TOYOTA	45	35	28.6	24.3	368	338
HINO	42	37	13.5	22.7	336	313
ISUZU	36	55	-34.5	19.5	347	448
MITSUBISHI	20	18	11.1	10.8	178	170
NISSAN	12	17	-29.4	6.5	158	140
IVECO	7	3	133.3	3.8	16	22
KENWORTH	3	2	50.0	1.6	21	18
MAZDA	3	5	-40.0	1.6	40	41
VOLVO	3	1	200.0	1.6	25	17
DAF	2	3	-33.3	1.1	16	23
Other	12	19	-36.8	6.5	181	212
TOTAL	185	195	-5.1	100.0	1686	1742

USED BUSES : Over 3,500kg

MAKE	SEPT '19	SEPT '18	% Change	% of Market	YTD '19	YTD '18
MITSUBISHI	5	0	0.0	35.7	10	6
TOYOTA	3	0	0.0	21.4	9	8
OTHER	6	2	200.0	42.9	45	49
TOTAL	14	2	600.0	100.0	64	63

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registrations of 14,525 vehicles were up 4.4% (615 units) on the same month in 2018.

For the first time ever, registrations of a pure electric vehicle broke into the top three passenger/SUV models registered with 359 **Tesla Model 3**'s sold in the month. **Year-to-date, 1406 new pure electric vehicles have been registered compared to 768 units for the whole of 2018. The market overall to the end of September is down 4% (5803 units) on the first nine months of 2018.**

The top two models for the month of September were the **Toyota Corolla** (1011 units), followed by the **Ford Ranger** and the **Toyota Hilux**.

"The month of September continues the up and down pattern in the 2019 market. In addition to strong sales of EVs, some distributors had a good month with **Holden** rocketing up the sales charts and **Toyota** enjoying a massive September mainly off the back of rental sales," Motor Industry Association chief executive **David Crawford** says.

The used heavy truck segment over 23,000kg GVM was down by one unit year-on-year with a total of 11 registrations for September. **Iveco** and **Kenworth** both saw three registrations for the month and a 27.3% market share each. **Volvo** followed, up 200% with three registered.

The used medium truck segment between 9000kg and 23,000kg GVM was down 26.7% year-on-year with 11 units registered in September.

Hino leads, up 33.3% with four units registered and a 36.4% market share. **Isuzu** follows (three) **DAF** (one).

Used light commercials between 3500kg and 9000kg GVM were down 10.2% year-on-year with 149 units registered in September. This compares to 166 in the same period the previous year.

Toyota leads this segment, up 20% with 42 units registered and a 28.2% market share.

Hino is second, up 12.9% with 35 units registered and a 23.5% market share.

Isuzu is third, down 32.7% with 33 units registered and a 22.1% market share.

Mitsubishi follows, down 11.8% (15), **Nissan** down 41.2% (10), **Iveco** up 200% (3) and **Mazda** down 40% (3).



USED LIGHT COMMERCIAL MAKES : Under 3,500kg

MAKE	SEPT '19	SEPT '18	% Change	% of Market	YTD '19	YTD 18
TOYOTA	410	489	-16.2	45.5	3845	4152
NISSAN	233	187	24.6	25.8	1946	1919
ISUZU	43	61	-29.5	4.8	390	521
HINO	42	37	13.5	4.7	336	313
MAZDA	37	62	-40.3	4.1	380	542
MITSUBISHI	30	36	-16.7	3.3	272	318
FORD	25	31	-19.4	2.8	343	357
HOLDEN	12	16	-25.0	1.3	132	175
VOLKSWAGEN	12	6	100.0	1.3	71	44
SUZUKI	9	14	-35.7	1.0	0	0
OTHER	49	72	-31.9	5.4	679	856
TOTAL	902	1011	-10.8	100.0	8394	9197

USED TRACTOR REGISTRATIONS

MAKE	SEPT '19	SEPT '18	% Change	% of Market	YTD '19	YTD '18
JOHN DEERE	12	11	9.1	24.5	61	105
NEW HOLLAND	6	7	-14.3	12.2	18	42
CASE	5	4	25.0	10.2	10	33
KUBOTA	5	1	400.0	10.2	11	19
MASSEY FERGUSON	4	11	-63.6	8.2	69	77
FORD	3	4	-25.0	6.1	10	32
OTHER	14	36	-61.1	28.6	106	195
TOTAL	49	74	-33.8	100.0	285	503

NEW TRACTOR REGISTRATIONS

MAKE	SEPT '19	SEPT '18	% Change	% of Market	YTD '19	YTD '18
JOHN DEERE	105	149	-29.5	32.7	490	691
FENDT	55	46	19.6	17.1	114	143
NEW HOLLAND	41	23	78.3	12.8	164	163
MASSEY FERGUSON	39	38	2.6	12.1	186	210
KUBOTA	18	7	157.1	5.6	119	113
TRACTOR	12	9	33.3	3.7	80	62
CLAAS	10	11	-9.1	3.1	62	84
CASE IH	9	38	-76.3	2.8	123	125
DEUTZ-FAHR	9	11	-18.2	2.8	71	84
OTHER	23	25	-8.0	7.2	150	184
TOTAL	321	357	-10.1	100.0	1559	1859

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RHINO XL GIVES MORE TO THINK ABOUT

Utes of recent years have been growing bigger and bigger. The Ford Ranger set the market standard with its size and spaciousness on launch, and the rest of the market rushed to catch up.

Now the Holden Colorado, Isuzu D-Max, Volkswagen Amarok, Mazda BT-50, Nissan Navara and Mitsubishi Triton are all far bigger than they have been traditionally.

And they have all just been trumped. The SsangYong Rhino XL has arrived and offers pretty much the most space you can have in a ute without buying something American.

And it is size where it counts - in the tray. At a little over 1.6 metres and 1.57 metres wide, the tray is 300mm longer than the standard Rhino model, and around 100mm longer than competitors. That means you can hold larger items without leaving the tailgate down. Not only is your concrete mixer and paving slabs more likely to stay put, on the weekend your mountain bikes will fit without taking a wheel off.

Payload rises in the XL over the standard model to a healthy 1060kg, while towing capacity for the automatic models matches the market leaders at 3500kg.

Part of the reason for the gain in loading capacity is the switch from a coil sprung rear end to traditional leaf springs. That does come with a slight penalty in ride over poor surfaces, though we think the Rhino still rides very well - possibly another benefit of the long wheelbase.

Being on 17-inch wheels rather than 20-inch units from the standard model also likely helped.

Overall, the four-wheel drive SPR model we drove felt nice on the road. Along with the aforementioned ride, roll was well controlled and steering light and nicely



direct. The two-wheel drive petrol version tops this again with some of the best steering we have felt in a ute.

The four-wheel drive system is controlled by a dial behind the transmission shifter. It is shift on the fly with a low range transfer

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Check out this video on the Auto Media Group YouTube channel



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cars. In our extended test we did not get a chance to take the Rhino off-road, but our launch experience indicates the standard Rhino is a fairly capable beast.

The diesel engine in the SPR is a 2.2-litre four-cylinder turbocharged unit producing 133kW and 420Nm. It is a very refined engine, and does the job well, though lacks a little midrange oomph when overtaking. The six-speed automatic transmission fitted (six-speed manual is an option) is slick, and can be shifted through economy, wet and performance modes - we favoured the latter.

If your ute budget is limited you may also like to consider the petrol version of the Rhino, available in entry-level specifications with a 2-litre four-cylinder turbo power plant producing 166kW and 350Nm. It is a smooth, quiet operator, though likes a drink - our mix of most rural driving returned around 12-litres per 100km to the diesel's 9 litres per 100km. The range-topping SPR model we drove was very well specified for a ute: Leather seats, dual zone air-conditioning, an eight-way adjustable driver's seat, six-way adjustable passenger seat (both with heating options), a digital dash display and 8-inch screen with Apple CarPlay and Android Auto, and a very handy 360-degree reversing camera.

The SsangYong Rhino XL has arrived and offers pretty much the most space you can have in a ute without buying something American.



A word of caution, the entry level models don't get a reversing camera or parking sensors, making them a little bit of a nightmare to park.

The cabin, lifted almost exactly from the donor Rexton SUV, is a lovely place to be. It is well screwed together, the front seats are large and comfortable and visibility excellent. The rear seat has a 27-degree rake, which means comfort levels closer to a car than a ute, and enough space for Kev and the lads to be comfortable.

Cruise control is standard, though even on the SPR that is where driver assistance features end. That is disappointing, when Toyota has just made its Safety Sense suite standard across the Hilux range, and even the LDV T60 has lane departure warning.

Also lacking are side and curtain airbags on the lower models.

Still, it is hard to argue the XL does not offer great value. The petrol models start from $27,990, while the SPR model tops the range at $45,490 plus GST. That is just a $2000 step up over the standard model, and well worth it.

The Rhino XL really impresses, and should be on any ute buyer's shopping list.

NEW FACES OF ROAD TRANSPORT HONOURED



From left: Nick Leggett, Summer Ratima Thompson, John Collins, Toni Tawhara and Neil Reid.

Women and young drivers were celebrated at the New Zealand Road Transport Industry Awards held at Wairakei Resort on September 25.

"With an ageing workforce, and the average age of our truck drivers being mid-50s, it's important the industry is inclusive and promotes diversity," Road Transport Forum chief executive **Nick Leggett** says.

"While we have appropriately awarded those who have been in the industry a long time, we added two awards this year to recognise women and young drivers. In fact, of the five awards, three have gone to women."

Carla Seymour Mansell, from Seymours Transport Services in Gisborne took the EROAD Outstanding Contribution to Health and Safety Award; **Ayna Shamim**, from Angel Transport in Auckland received the first 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.

Word in the industry is that as health and safety manager, Carla Seymour Mansell is the toughest and strictest around. Demanding that the health and safety standard is lifted across the industry, it's fair to say that her road hasn't been easy.

Ayna Shamim studied nursing, but elected to start Angel Transport with her father in 2005, when she was just 19. She employs three female drivers and is seen as a role model for other women wanting to enter the road transport industry.

Summer Ratima Thompson was a barista at Robert Harris in Tokoroa when she talked her now employer, Graham Sheldrake, into employing her to drive logging trucks. At 27 years old, she has achieved what take many others years

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"While we have appropriately awarded those who have been in the industry a long time, we added two awards this year to recognise women and young drivers. In fact, of the five awards, three have gone to women."



Carla Seymour Mansell



Ayna Shamim



Jeff Mear, left, with Greg O'Connor



Trevor Woolston, left, with Rex Temm

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to achieve and is an inspiration to other young people who want to be part of the road transport industry.

Jeff Mear, from Fruehauf New Zealand in Auckland, received the VTNZ Supreme Contribution to NZ Road Transport Award. He started in the industry as a boy with a broom on the factory floor under the watchful eye of his late father, **Pat**, one of the founders of Roadmaster Trailers. Now national sales director at Fruehauf, Jeff is a passionate advocate for the transport industry and works hard encouraging young drivers to be their best.

The Castrol Truck Driver Hero award went to **Rex Temm**, from Riordan & West in Te Awamutu, who saved a young toddler he saw wandering along the side of the road on the busy State Highway One, near Tokoroa. But for his quick thinking and action, the wee boy could have been killed and a major traumatic accident could have occurred. Temm pulled off an extraordinary driving feat to protect the child from a heavily laden logging truck bearing down on him.

"We are thrilled that these awards show some different faces, and tell some different stories, to what people might expect to see in the trucking industry," Leggett says.

"There are some outstanding women and young people who make their careers in our industry and they are contributing fresh ideas and new ways of thinking to the companies they work for.

"And they will continue to be guided by the likes of Jeff Mear and Rex Temm who are still as passionate about the industry as they were when they entered," he says.



Paul Mackay from Business NZ gave updates on the Employment Relations Act.



Dr Lucia Kelleher spoke of the impact of 'busy brain syndrome' (BBS) and attention overload on health and safety.



Road Transport Forum chairman Neil Reid.



Ministry of Transport chief executive Peter Mersi says the Road to Zero campaign for zero fatalities on our roads is a 'philosophical approach'. Is it realistic? 'Can you justify any death as being acceptable,' he says.



Talent Central chief executive Margaret Kouvelis spoke about advocating for the trucking industry to fill driver shortage.



Healthy Thinking Institute founder Dr Tom Mullolland spoke about mental health and his app KYND (Now Your Numbers Dashboard).



Leadership coach Melanie Boyle spoke about ways of creating a culture of diversity in the workplace and how to attract top workers in women and millennials.



Australian transport operator Craig Membrey spoke about mental health awareness and his personal story of losing his son Rowan to suicide in 2011.



Transport minister Phil Twyford gave updates on the Government's multi-modal transport policy.



National transport spokesperson Chris Bishop says the opposition is committed to major roading projects and getting the civil construction industry moving.



Economist Cameron Bagrie says 'grumpflation is here' – grumpy growth and increasing inflation pressures



NZ Transport Agency safety, health and environment general manager Greg Lazzaro.



Road Transport Forum chief executive Nick Leggett.

PARTICIPANTS NEEDED FOR COST COMPARISON SURVEY



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.

Ever since the long-overdue de-regulation of the New Zealand economy in the mid-1980s that did away with state-mandated price fixing for the freight industry, road transport operators have been free to set their own freight rates.

In order for operators to properly monitor and adjust freight rates based on their costs and overheads, the Road Transport Forum and its predecessor have, since 1984, provided industry association members with access to the RTF Road Transport Cost Index.

The only cost movement guide focused solely on the road freight industry, the RTF Road Transport Cost Index charts changes across an operator's major areas of expenditure – fuel, RUCs, wages, salaries, depreciation and interest, overheads and repairs and maintenance every three months. The Cost Index is therefore a valuable guide for members wishing to compare their costs with the industry average and a useful reference tool for negotiating contracts.

The Cost Index, of course, is based on data that can't just be plucked out of thin air, so it is necessarily validated by operators' actual costs. Every few years it is necessary to update the information that the Index is based on by conducting a cost comparison survey of operators to ascertain costs on a regional, sector and size basis. The University of Waikato's NZ Institute for Business Research (NZIBR) has once again been commissioned by RTF to conduct the survey for the 2019 financial year end.

This is where we need the industry's help. It is absolutely critical to the success of the survey and the next four to five years of the Cost Index that as many operators as possible register and complete the survey.

This survey is typically conducted every five years, however, this year we have brought the survey forward because the market movements in truck cost inputs have been quite dramatic in some instances.

The aim is to get at least 200 operators to participate. Only those businesses that can separate financial information pertaining to road transport operations should register. Participation in the survey may incur some time and cost but failure to do so may mean an inadequate supply of information that results in an inadequate cost comparison. This could leave transport businesses vulnerable and susceptible to much greater costs than they expect over the next few years.

By taking part in this survey, you will get access to the information it collects – anonymised for collective purposes – and a free individualised report, presenting important information about how your financial overheads and returns compare with the rest of the industry.

To make the individualised report more meaningful, participating road transport businesses are categorised into the following subgroups (subject to sample sizes) for comparison with your business' results:

- All road transport participants.
- Fleet size group and engaged in the same activity (ie, intercity or metropolitan only transport etc).
- Income group (ie, $500,000 to $1 million).
- Income group and same fleet mix group (ie, separated into fleets having predominantly single unit trucks, combination vehicles or a mixture of truck sizes).
- Activity group and same fleet mix group.

Participants' individual survey reports will be provided in PDF format at no charge and will be able to be downloaded from the same web page as the survey questionnaire. Of course, if you do not wish to participate in the survey, you will not gain access to this information.

It is fair to say that in the past we have struggled at times to reach the necessary number of industry participants, and the result is that gaps in the data have needed to be compensated through some extremely complicated mathematics and modelling by NZIBR. While this has filled in the gaps, it is not ideal and can impact on the accuracy of the Index and its usefulness to association members.

"Participants' individual survey reports will be provided in PDF format at no charge and will be able to be downloaded from the same web page as the survey questionnaire."

Participants will first need to provide company details by registering for the survey at NZIBR's registrations page **www.management.ac.nz/register/rtfnz.** Once your registration is confirmed, you will be emailed login details (username and password) to access the online questionnaire.

Where possible it is probably a good idea to get your company accountant to fill in the survey questionnaire. The questionnaire asks for mainly financial information related to the year-end March 31, 2019 (or equivalent eg, June 30, 2019).

The survey itself is confidential, the submissions are coded and all information submitted, analysed and reported based on code number only.

Access to the coding database is restricted. The Road Transport Forum will not have access to your individual information. All information will be reported as averages and percentiles, therefore no individual organisation can be identified.

The close date for submitting completed questionnaires is mid-October 2019, however, this may be extended.

NZTA BECOMING A FIRM AND FAIR REGULATOR



Kane Patena
Is the NZ Transport Agency regulatory services general manager and joined the Transport Agency in April 2019 to lead the regulatory compliance group and help shape the future of land transport regulation in New Zealand.

The core purpose of regulatory services at Waka Kotahi NZ Transport Agency is to improve safety and reduce harm for everyone using the land transport system.
We have set a goal of becoming a best-practice regulator and will work relentlessly to get there.
While we have a lot more to do, we've come a long way since the systemic regulatory compliance issues came to the fore 12 months ago.
We've returned to first principles and are focused on our core safety purpose as regulators. We're realigning our regulatory functions to deliver on four safety pillars - safer vehicles, safer drivers, safer commercial transport and safer rail - so everyone using the land transport system can have safer journeys.
We've strengthened our risk management and enforcement approach. New decision-making processes and a better file management tool have been introduced to keep track of non-compliance cases.
We've also dealt with the backlog of 850 open compliance files identified last October. Within six months the backlog was gone, and we had taken more than 400 enforcement actions against service providers, drivers and transport service operators who had failed to meet required standards.
Our focus on regulatory compliance is now embedded at every level of the organisation. In January, a new regulatory services group was formed that brought together all the teams responsible for regulatory compliance at Waka Kotahi.
I joined as general manager of the group in April, to be a catalyst for change and continuous improvement. In September the Minister for Transport announced the appointment of Catherine Taylor to the Waka Kotahi board. Catherine brings deep regulatory expertise, including knowledge of regulatory roles and experience being a regulator.
Under my leadership, and with the full support of interim chief executive **Mark Ratcliffe** and the Waka Kotahi board, we are in the process of significantly increasing our internal capability and resourcing.
We're recruiting for up to 100 positions across our regulatory services group over the next 18 months. Our front-line people work incredibly hard to improve safety on the land transport system.
Being a firm and fair regulator means setting rules that are clear to you and applied consistently by us. It also gives us a responsibility to design systems that provide end-to-end support. We'll use data, evidence and insights to quickly detect non-compliance and we'll deal with non-compliance in a firm and fair way. Our job is to make it easy for the majority who comply with the rules and to take action against the minority who don't.

"Being a firm and fair regulator means setting rules that are clear to you and applied consistently by us. It also gives us a responsibility to design systems that provide end-to-end support."

In summary, one year on from the regulatory compliance failures coming to the fore, we know where we need to get to and we're on our way to getting there.
We acknowledge there is more work to do - addressing systemic issues takes time, investment and commitment.
Turning around a regulator also requires collaboration with other government agencies and industry – we can't do this alone. We work closely with our minister, the Ministry of Transport, WorkSafe and the NZ Police on setting our regulatory environment. We are also committed to developing a deep understanding of the sectors we regulate.
We're actively listening to regulated parties and asking for more detail about the core issues they face. We're identifying opportunities to work together to ensure our approach to regulatory compliance is firm and fair.
We're building on the strong relationships that are already in place and working on improving relationships that need to be strengthened. When we work with bodies that represent the collective voice of individuals and organisations within the sector, we can achieve more, faster.
Not all sectors are organised in this way, so we're putting effort into one-to-one relationships where we need to. Again, we've made progress in this space and we've still got some way to go.
So how does us being a firm and fair regulator affect you? As I said, our job is to make it easy for the majority who comply with the rules and to act against the minority who don't.
If you pay your road user charges (RUC) on time, your vehicles are regularly serviced and they meet all requirements when inspected for a certificate of fitness (CoF) or at a roadside check, you have nothing to be concerned about.
If your drivers are fit and proper, and they fulfil the obligations of their operating licence, the same principle applies.
But in instances of non-compliance, we will take action in our role as a firm and fair regulator. Improving safety and reducing harm for everyone using the land transport system is our purpose.

MENTAL HEALTH SUPPORT VITAL IN TRANSPORT INDUSTRY

Health and safety is a key part of running a business: Yet health can often be neglected, especially one's mental health and wellbeing. Stress, depression, anger, addiction; these issues can affect anyone.

Government data suggests one in five New Zealanders experience mental health and addiction challenges at any given time.

It's good to see traditionally male-dominated industries taking action on mental health through conference sessions, online resources and wellbeing workshops. Support from these sectors is vital as young to middle-age men are highly represented in New Zealand's suicide statistics.

Transport

Long hours away from home, shift work, fatigue, physical inertia and margin pressure are all factors that impact on staff and business owners in the transport industry. Health and wellbeing are foundational to safety behind the wheel, so driver wellbeing needs to be included in any health and safety planning.

Mental health was a key focus at the recent Road Transport Forum conference, with **Craig Membrey**, a mental health charity ambassador and the owner of Membrey's Transport & Crane Hire, speaking about his personal experience and the wider issue.

The healthy truck driver programme is a driver-focused workshop run by the NZ Trucking Association's highly successful Road Safety Truck. Its topics include mental health (namely stress and depression), alcohol and drugs, and fatigue.

For a hands-on approach to relaxing and getting some social time in, Menz Shed is an organisation that sets up shed spaces for people to undertake practical projects such as carpentry and metal work. There are 108 sheds throughout the North and South islands, with a further 30 in development.

Construction

Mike King, comedian and mental health advocate, was the keynote speaker at the Civil Contractors New Zealand conference in August. Civil Contractors New Zealand and Teletrac Navman's 2019 Construction Industry Survey found that 64% of those in the civil construction industry were always or often concerned about the mental health and wellbeing of staff.



Megan Duncan
Is the Australasia director of marketing at Teletrac Navman, global leaders in GPS tracking technology for businesses. Her role keeps her up to date with international industry news, trends, research, and issues.

However, around two thirds of people (35%) felt that their business was not that well prepared to deal with mental health issues of staff. A further 5% said their business was not at all prepared.

SiteSafe is developing resources around wellbeing with an industry focus. Some of their most compelling resources are video interviews with small business owners who share some of their own experiences.

Dave and **Nicki Crowley** of Scafit Scaffolding talk openly about the pressures of running a company and ways to help deal with them, such as pulling together a simple advisory board, networking with other small business owners and talking with your partner.

Paul Lynch of from FloorRight Installations hosts a Monday morning extended toolbox, including a bit of chat about the weekend's ups and down. He lets others in the workplace know that it's okay to chat about hard things that are going on in their lives.

Construction Health and Safety New Zealand has created a mental health in construction for manager's guide, to help managers better understand and deal with mental health issues affecting workers.

CHASNZ has also produced a mental health pocket guide for workers – to give them some assistance for before, during and after a conversation with mental health with a workmate.

Agriculture and forestry

The statistics for farmer suicide are alarming, with approximately 20 deaths per year attributed to suicide. Farm and rural mental health advocate **Doug Avery** pointed out to Stuff that social change was needed, but it would take time and better resources to reduce the distressing rate of suicide amongst famers.

Avery said that farming is a male-dominated industry and men are reluctant to share their problems. "Rural males are more staunch and are working in an isolated place," Avery says.

In the rural industry there are groups tackling wellbeing and providing support networks and information. Farmstrong is a wellbeing programme for rural communities. Its website has plenty of information on topics such as healthy thinking and managing stress.

Networking within the industry gives access to other like-minded people who can understand or have experienced the same challenges. NZ Young Farmers is an organisation that connects people in the rural communities – you don't have to be a farmer to join!

The clubs help members work on leadership and personal skills, and the organisations have recently begun GoodYarn wellness workshops around New Zealand for members.

Rural Women is another awesome organisation for women to connect with others and overcome the sometimes isolating nature of working on the land.

Where to find more help and support for mental health issues:

Lifeline: 0800 543 354 - Provides 24-hour telephone counselling.

Samaritans: 0800 726 666 - Provides 24-hour telephone counselling.

Tautoko: 0508 828 865 - provides support, information and resources to people at risk of suicide, and their family, whanau and friends.

National Depression Initiative - depression.org.nz (for adults), 0800 111 757 - 24-hour service.

If it is an emergency or you feel you or someone you know is at risk, call 111.

*Go to **www.mentalhealth.org.nz/suicideprevention** for more information about suicide prevention.

CONTAMINATION FROM WITHIN



Clinton Brett
Runs Diesel Help Australia, a business providing common rail diesel diagnostic solutions for the automotive repair industry. Brett is a qualified heavy vehicle mechanic and diesel fuel injection specialist and provides training courses throughout Australia and New Zealand.

This past year I have been delivering our training courses in New Zealand and being involved in several diesel fault diagnosis with local repairers, and can confirm we're experiencing similar diagnostics across the Tasman.

I have had plenty of diagnostics experience with all sectors, light vehicle and heavy industry, and a word of warning – don't become too complacent, common rail diesel (CRD) has brought along several design and diagnostic challenges with it.

Some earlier high-pressure pumps are inline dual plunger working on a camshaft. The pump, known as "carrot top" design, delivers high pressure fuel to the rail via two pipes. This rail is fitted with a differential valve (flow damper) to each cylinder. They're designed to shut off only the failing cylinder and dampens fuel pulsations.

During my training courses, I explain how the CRD system operates. For example, if one injector fails, enough pressure loss could shut the engine down.

Operation of the flow damper

When pressure pulsations occur inside the high-pressure piping, the pressure balance between the rail side and injector side is destroyed due to flow resistance at the orifice. When this occurs, the ball and piston move towards the injector side and absorb the pressure pulsations.



Due to the rail side and injector side quickly balancing under normal pressure pulsations, the piston and ball return to the rail side under spring pressure.

If an abnormality happens on the injector side, the fuel orifice flow volume will become less than normal, pushing the ball and piston against the seat and shutting off the fuel path to the injector, thus the engine will continue to run, though with one less cylinder combustion taking place.

A damper can begin to fail, and the engine remains running OK. It's only a matter of time when it impacts the running of the engine. The engine would first begin to run rough or misfire at idle and/or under load. This could either be the injector failure because of the metal passing through the system soon after the damper, or the damper itself. If the fault is diagnosed to be the injectors, soon after replacement the misfire occurs.

Normal running wear and contamination, especially water which can corrode metal components, can cause these dampers to fail.



How do you diagnose the initial misfire?

Using an injector back leakage kit can assist in determining the condition of CRD injectors.

Due to some injectors positioning, you may be required to remove the rocker cover to perform the test which is done at idle. Common rail injectors have several different outlets on the return.

There are two possible results of a misfire related to the injector return flow. Either you can have too much fuel entering the combustion chamber or not enough.

A simple answer to what your results will be is – higher return means less fuel is entering and less return means more fuel is entering the combustion. If more fuel was to enter, you may also witness excessive smoke at the time.

Over the past 20 years, I have tested thousands of CRD engines, and I have determined most CRD injectors return of 40 to 70ml idle over a five-minute period. If the injectors are operating OK, the readings should be close to even for each cylinder. If the damper has failed or there has been a loss of pressure in that cylinder between the flow damper and injector, you are likely to see less return fuel delivery. When they fail, the valve will close therefore less fuel is delivered to that injector.

In some cases, the misfire will only occur once the engine is warm. Before starting the job, determine the system has the flow damper design. Once you have determined the fault is in the fuel injector,

Continued on page 36

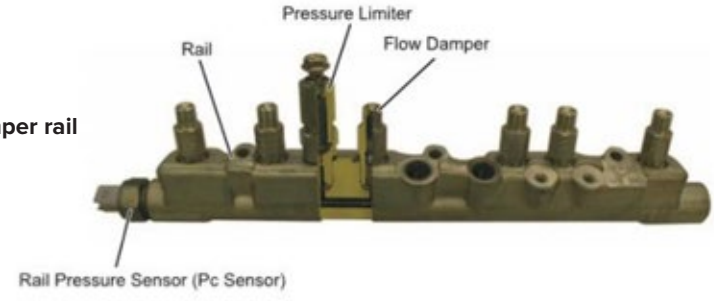
Continued from page 35

I recommend that you take the injector to your local diesel fuel injection specialist. Make sure they have the correct test equipment and knowledge of the system. **They may find metal in the inlet before testing, so please accept that they may not test the injector due to possible contamination of their very expensive equipment. Request them to dismantle the injector to determine if metal has caused the failure.**

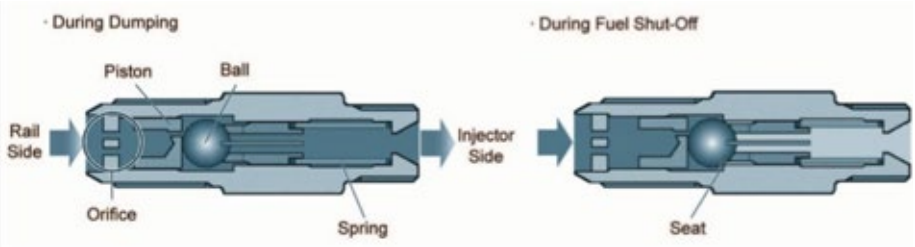
Testing the flow damper may prove to be difficult unless you have a high pressure CRD tester. If you have one of these, I suggest you use it and I don't need to explain how to. For those who don't have one of these testers, it is possible to remove the flow damper for inspection. The only reason I suggest that you remove the flow damper from the cylinder in question, is these do have a copper washer sealing them and it may be possible to reseal after removal if it is not damaged.

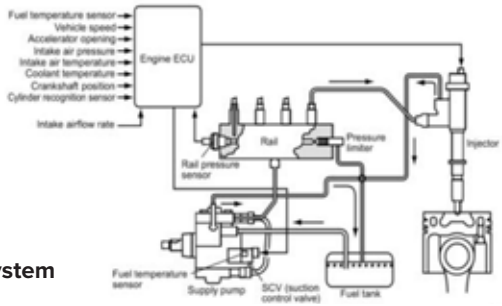
I strongly recommend that if you are performing this repair on a vehicle that has done in excess of 200,000km, replace the complete rail. **Unless you can obtain the individual flow damper from the manufacturer with a new washer, then yes, it can be replaced.**

Flow damper rail



Flow damper operation





CRD denso system



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TRANSPORT TALK DIARY

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

SEPTEMBER 2

NZ hydrogen plan launched

A national vision for hydrogen, which includes its use in transport, has been launched by energy and resources minister Megan Woods.

Announcing a Green Paper, A Vision for Hydrogen in New Zealand , she says it fits with the Government's strategy to combat climate change, including greater support for low emissions vehicles

South Port posts record results

Bluff port operator South Port has posted an $9.79 million after-tax profit for the year to June 30, but expects earnings to dip next year.

This is up 1% from last year's record $9.66 million. The port's performance also reflected strong growth in Southland's economy with total cargo volumes up 2% to a record 3.5 million tonnes.

CentrePort growth on track, boosts freight capacity

Wellington's CentrePort has posted a $16.6 million net profit after tax for the financial year.

This is up 41% from $11.8 million the previous year. Shareholders were paid a dividend of $4m, compared to $2m last year.

SEPTEMBER 3

AT set for 'extra-large' EV buses

Two more electric buses will be rolling into Auckland next year as part of Auckland Transport's low emissions bus roadmap.

The buses are built by Chinese commercial vehicle manufacturer Yutong in partnership with JW Group, and Alexander Dennis in partnership with BYD.

They are expected to hit the streets in August 2020.

SEPTEMBER 10

TRT extends Australian operations

TRT Australia has renewed its deal with Manitowoc Cranes for Queensland distribution.

TRT chief operating officer Lawrence Baker says the agreement, which includes Manitowoc and Grove cranes, fits in with long-term business strategies in Australia.

SEPTEMBER 11

First all-electric Ford F-59

SEA Electric is producing its first 100% electric Ford F-59 van at Ford's Detroit Chassis Plant in Michigan.

"This is an exciting step forward for SEA Electric's global footprint and a positive result for our USA operations who are currently working towards fulfilling several orders in the pipeline," SEA Electric chief executive officer Tony Fairweather says.

SEPTEMBER 13

AA's Stella Stocks confirms retirement

The Automobile Association's long-serving head of motoring services, Stella Stocks, has announced she will retire at the end of the year.

Stocks has been with the association since 1999, and oversaw its entry into the inspection industry, and the development of its AA Auto Centre network.

Gull set to open first South Island site

Gull is all set to open its first South Island fuel retail sites bringing "much needed competition" to the Mainland.

The first site will open in Maheno, south of Oamaru, on October 2 with a second site in Gore to follow later in the month.

Port Otago posts $49.3m profit

Council-owned Port Otago has posted $49.3 million net profit after tax for its 2018/19 financial year, with some headwinds expected for the year ahead.

Net profit was up 21% year-on-year while revenue was $121.7 million compared to $109.4m in the previous year.

Increased bulk cargo, cruise vessels and container services, plus increases in investment property rentals, helped lift operation revenues.

SEPTEMBER 16

New entry level variant for Hilux range

Toyota New Zealand's Hilux range is getting a new entry level two-wheel drive Hilux grade, the WorkMate.

Aimed at buyers who need an affordable workhorse, the new WorkMate replaces the "S" grade as the new entry level with single cab chassis and double cab variants.

SEPTEMBER 18

Cummins makes $290m deal with fuel cell developer Hydrogenics

Engine giant Cummins has bought the majority of shares in Canadian-based hydrogen fuel cell developer Hydrogenics Corporation for US$290 million.

Hydrogenics is one of the world's leading fuel cell and hydrogen production companies, and the deal is expected to strengthen Cummins' fuel cell projects.

SEPTEMBER 19

Port Nelson reports $15.3m profit

Port Nelson has posted net profit after tax of $15.3 million on the back of strong cargo growth for the financial year.

Cargo volume continued to increase with 3.9 million cargo tonnes passing across the wharves, which was up on the previous record of 3.6 million tonnes set in 2018.

Twyford 'refreshes and refocuses' NZTA board

The Minister of Transport has announced he is replacing almost the entire New Zealand Transport Agency board, with only recently appointed chair Sir Brian Roche remaining.

The agency has been troubled in recent years with regulatory failings, concerns over the spending and management of its forward-thinking innovation team, and recent allegations of conflict of interest.

Continued on page 38

Continued from page 37

SEPTEMBER 20

More checks for stink bug season

The Ministry for Primary Industries (MPI) and Biosecurity New Zealand are increasing surveillance as the new stink bug season begins in September.

Brown marmorated stink bugs aggregate during the autumn season and can be found anywhere there is a warm spot as the weather cools down.

Amazon orders 100,000 Rivian e-vans

Amazon will buy 100,000 electric delivery vans from EV start-up Rivian, deploying them between 2021 and 2024.

This came from Amazon chief executive officer Jeff Bezos during an announcement in Washington DC about Amazon's plans to address climate change.

Early this year Amazon led a US$700 million investment in Rivian, and the two were planning co-operative ventures.

Go Bus signs living wage deal

Go Bus has signed an agreement with Waikato Regional Council which will see all Hamilton urban bus drivers and bus cleaners receive the $21.15 per hour living wage.

The company worked with council to increase wages under the public transport operating model (PTOM) system.

SEPTEMBER 24

Manawatu Gorge replacement highway gets green light

Up to $620 million has been set aside for construction of the Manawatu Gorge replacement highway, transport minister Phil Twyford says.

An initial funding of up to $100 million has been made available from a re-allocation of funding by the NZ Transport Agency and will enable construction to start quickly once the consent process is complete.

SEPTEMBER 25

Electric bucket truck hits the road

New Zealand's first elevated work platform (EWP) electric truck has joined Waikato lines company WEL Networks' fleet.

Converted from a diesel truck to a 132kWh battery truck, the vehicle will be used for line maintenance and is powerful enough to operate an elevated work platform and travel 200km on a single charge.

SEPTEMBER 26

RTF supports law changes to stop late payers

The Road Transport Forum is welcoming legislative changes to tackle "unfair commercial practices" such as late payments.

The Government is proposing two key changes under the Fair Trading Amendment Bill, expected early next year. The first is to prohibit "unconscionable conduct" which goes beyond being commercially necessary or appropriate.



FUTURE TRUCKING DIARY

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

SEPTEMBER 2

Huge hydrogen project planned

A $5 million study is under way into a hydrogen plant at Stanwell Power Station in central Queensland, said to become Australia's largest hydrogen project.

A year's study will assess the technical, commercial and strategic feasibility of a large hydrogen electrolysis plant near Stanwell, energy minister Dr Anthony Lynham says.

SEPTEMBER 4

Vehicle standards must meet driver needs - NatRoad

The National Road Transport Association (NatRoad) has submitted its heavy vehicle standards and safety submission to the National Transport Commission.

NatRoad chief executive Warren Clark says the submission emphasised that "vehicle standards must reflect current market conditions, up-to-date safety measures and be accessible and transparent".

SEPTEMBER 11

First all-electric Ford F-59 for SEA Electric

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Hydrogenics is one of the world's leading fuel cell and hydrogen production companies and the deal is expected to strengthen Cummins' fuel cell projects.

SEPTEMBER 25

South Australia releases hydrogen plan

South Australia has revealed plans for a 100% renewable hydrogen economy using its wind and solar resources.

The hydrogen action plan was unveiled at the eighth International Conference on Hydrogen Safety (ICHS) in Adelaide on September 24-26.

Mercedes G-Class halts for recall

The Mercedes-Benz G-Class has been issued a safety recall for a potential brake failure.

According to the Australian Competition and Consumer Commission's product safety website, 451 vehicles with model years 2011-2018 are affected.

NatRoad backs changes to sudden speed zone drop

The NSW government's decision to revise the 40km/h ruling for vehicles approaching stationary emergency services has received industry applause.

NatRoad says it is a "sensible start" changing the laws – which are in effect from tomorrow – to only apply in speed zones below 90km/h.

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