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SCANIA



AdvanceQuip set for Iveco sales

Truck and machinery distributor AdvanceQuip has appointed **Noel Macdonald** to the role of Iveco sales manager for the south.

Macdonald will be responsible for Iveco truck and van sales in the Otago and Southland regions, having moved from the Manawatu where he was selling the Fuso range of trucks.

Now based in the central location of Alexandra, he will be readily acces-

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NZ's Gough Group to end



It's the end of an era for almost 100 years of Gough Group family ownership and it's "sad to see the end", chairman **Keith Sutton** says.

The New Zealand-based heavy equipment company is being sold to Malaysian firm Sime Darby for NZ\$211 million.

Gough Group has the local Caterpillar dealerships with service territory

in New Zealand and interests in the transport and materials handling business in New Zealand and Australia.

Founded by Edger Gough, Harry Hamer and Tracy Gough as Gough, Gough & Hamer Limited in 1929, the company initially dealt in electrical goods.

It secured the Caterpillar franchise in 1932 and soon became the world sales leader for non-United States Caterpillar dealers and is one of the oldest dealerships of Caterpillar equipment outside of the US.

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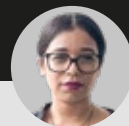
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AdvanceQuip set for Iveco sales

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sible for customers throughout the region from Dunedin to Invercargill and inland Central Otago.

"Having spent time recently familiarising myself with Iveco, including time behind the wheel, I am excited by the opportunity to show others this great product and to promote it across the region," Macdonald says.

AdvanceQuip is a family-owned and operated company founded in 2004, and is also the NZ distributor for CASE construction equipment.

In 2018 it gained distribution for the Iveco truck and van range in Otago and Southland, followed by nationwide distribution for the Astra off-highway extra

heavy duty dump trucks for quarrying, mining and construction.

AdvanceQuip general manager **Colin Muir** says the move into the commercial vehicle range was a natural progression with both Iveco and Case part of global giant CNH Industrial.

"The European-built Iveco truck offers industry leading build quality which is apparent on highway, but it also

excels in off-road applications.

"The Astra HHD range is a super heavy version of the Iveco, boasting payload capacity up

to 41 tonnes and is ideal for off-highway and quarry use.

"There are several existing operators running Iveco trucks and vans in Southland/Otago, and AdvanceQuip sees an opportunity to grow



Colin Muir

Noel Macdonald

the brand further with the many transport operators and contracting companies in the region.

"The Iveco Trakker 6x4 tipper is very popular with owner/operators doing contracting work, while the Stralis is gaining a strong reputation with the line-haul industry.

Having a dedicated representative like Noel, with extensive industry experience, allows AdvanceQuip to represent the Iveco brand to our region with confidence," Muir says.

*AdvanceQuip is running a special promotion with up to \$3000 in Harvey Norman gift vouchers to give away with selected new products. Go to advancequip.co.nz for more information. ■

NZ's Gough Group to end

Continued from page 1

It also acquired dealership rights to other major brands such as the Hyster lift truck and John Deere machinery.



Keith Sutton

Gough Group propelled into the top 10 dealers globally after the acquisition of Palfinger Australia in 2010.

The company has now entered into a conditional sale and purchase agreement with Sime Darby Berhad which will be fully funded by bank borrowings, on a cash-free and debt-free basis.

It is subject to New Zealand Overseas Investment Office approval and is expected to be completed by September 30, 2019.

Gough Group's transport and materials handling businesses span across construction, infrastructure, transport and power system industries, distributing a wide range of premium global brands, such as SAF, Palfinger and WABCO in New Zealand and Australia.

Gough Group employs around 950 people across a network of over 50 locations in Australia and New Zealand. All Gough Cat and transport service staff at the company will stay on under current terms and contracts under the deal.

In New Zealand, Sime Darby Motors operates under the Continental Cars and City Nissan dealerships in Auckland, represent-

ing brands such as BMW, Porsche, Volkswagen, Audi, Ferrari and Nissan. It also has a commercial transport arm representing brands such as Volvo, Hino, Mack and UD Trucks.

In Australia, Sime Darby Berhad is represented by Hastings Deering, one of Caterpillar's leading dealers, as well as through Sime Darby Motors' dealerships for BMW, Volvo, Ferrari and Rolls Royce in Brisbane and Porsche in Sydney.

Sime Darby Berhad's group chief executive officer **Dato' Jeffri Salim Davidson** says the deal offers great exposure to New Zealand and Australian markets.

"The Gough Group transaction, which would be the largest for Sime Darby Berhad since the pure play restructuring exercise in 2017, provides a rare opportunity for us to enhance our relationship with Caterpillar, and gain exposure to the construction and forestry sectors in New Zealand.

This further reinforces Sime Darby Industrial's footprint in the Asia Pacific region.

"The Gough Group's transport and material handling portfolio will complement Sime Darby Motors' commercial truck business in New Zealand, enable growth in aftersales operations and broaden our suite of franchises, essentially strengthening our position in Australasia," Davidson says.

Gough Group grew its revenue by more than 18% in 2018 to NZ\$540 million from

the previous year, driven by improvements in sales for both its Caterpillar and transport and material handling businesses.



Dato' Jeffri Salim Davidson

Exciting future

Sutton says "stakeholders should be excited about the future direction of the business".

In 2018, shareholders started asking questions about the long-term future for the company, and asked executive management to work through a range of options.

Through the strategic review process, the board and shareholders focused on the best interests of the company and its customers, suppliers and employees.

"We are confident that, under Sime Darby's ownership, the outlook for the business will be strengthened, service to customers enhanced, and opportunities for our employees improved," Sutton says.

Gough Group chief executive **Liz Ward** says the new owners "have a wealth of industry knowledge and a clear commitment to our people and customers, which was



Liz Ward

very important to the shareholders and the board".

Customers should expect "business as usual"

In a letter to customers, Gough Cat executive general manager **Chris Heaton** says dealership operations "will not change significantly" under the new ownership and "key day-to-day relationships will stay the same".

"The board and shareholders agreed that transferring ownership to a new owner with the capital and capability to strengthen the business is in the company's best interests.

"We are confident that Sime Darby's ownership will strengthen the outlook for the business, enhance service to customers and improve opportunities for staff," Heaton says.

"Caterpillar and the existing shareholders want to see the transition take place as smoothly as possible.

"The new owners will continue to support your business to the high standards that are expected by Caterpillar.

"We would have liked to have shared an update with you sooner, but details about the transaction and buyer were confidential until now."

In the meantime, customers can expect "business as usual," Heaton says. ■



Chris Heaton



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MULTISPARES TRUCK PARTS

Multispares targets South Island

Truck and bus parts distributor Multispares is celebrating the opening of its new Christchurch site.

The company recently relocated to the new purpose-built site on Waterloo Rd and is strategically located for the commercial vehicle industry.

"We intend to increase our stock holding for this region and this will also act as a satellite to support our Dunedin

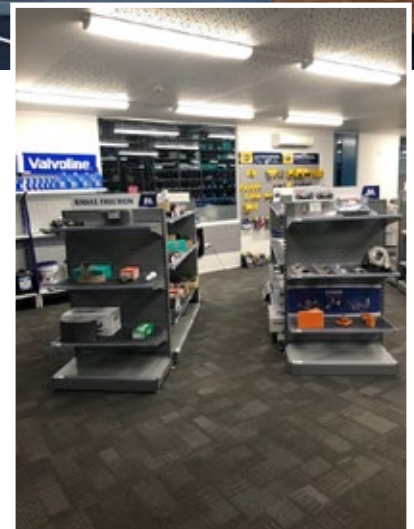
operation," general manager **Malcolm Lawrence** says.

"With a growing demand for different stock groups to be covered throughout the country, improving our size and location was an easy decision," he says.

Branch manager **Rupert Scobie** says he is excited by the opportunity ahead for his team as the company looks to expand business in the upper South Island.

Multispares covers Japanese, European and trailer products and is also growing the American range. It also offers sales and support for Jaltest diagnostic equipment.

Multispares has five branches in New Zealand and recently moved into a new national distribution site in Burbush, Hamilton. ■



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RTF conference tackles mental health

This month's Road Transport Forum Annual Conference will be tackling the topic of mental health.

The conference, run by Road Transport Association NZ Region 2 and Central Area Road Transport Association, is being held on September 24 and 25 at the Wairakei Resort, near Taupo.

Australian transport company owner and passionate mental health ambassador Craig Membrey will be the keynote speaker at the event.

RTF chief executive Nick Leggett says he is "thrilled" to have Membrey attending.

"In addition to being born into trucking and running a successful business, he dedicates time to being an ambassador for *Beyond Blue*, a not-for-profit organisation that helps people with depression and anxiety.

"Sadly, Craig's experience comes first-hand as he tragically lost his son Rowan in 2011 at the age of 17. The road transport industry is no different to any other sector in New Zealand and anxiety and depression are issues we all need to understand and know how to manage," Leggett says.

Membrey is based in Dandenong, near Melbourne, and has a great career in road transport, starting out in his father Jack's yard before stepping in to help run the

family business in 1988.

He increased the fleet and quickly developed the motto – Anything, Anywhere, Anytime.

"Our industry will really benefit from Craig's experience, energy and attitude," Leggett says.

Membrey joins a great line-up of speakers at the conference including transport minister Phil Twyford; economic development and infrastructure minister Shane Jones; economist Cameron Bagrie; health and wellbeing expert Dr Tom Mulholland; Busy Brain analyst Dr Lucia Kelleher who brings a safety focus; Paul McKay on employment law; Melanie Boyle on the future workforce; and Margaret Kouvelis on changing your business to suit young workers.

"This is an important annual get-together for industry to get together in one place for both formal and informal discussions about opportunities and concerns," Leggett says.

Celebrating women and young drivers

The conference will also see the launch of two new industry awards focused on women and young drivers – Teletrac Navman Outstanding Contribution by a Woman in the Road Transport Industry and the EROAD Young Driver of the Year



Craig Membrey



Nick Leggett



Megan Duncan

(under 35) awards.

Along with the VTNZ Supreme Contribution to Road Transport and EROAD Outstanding Contribution to Health and Safety awards, these awards will be presented at the NZ Road Transport Industry Awards Gala Dinner on Wednesday, September 25, at Wairakei Resort.

"We want all-comers to consider a career in road transport, which at the moment has a leaning towards older men; but the faces are certainly changing," 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.

"RTF and our associations have long been trying to encourage a more diverse industry workforce to ensure we have enough drivers now and in the future, so it follows that our industry awards should reflect that."

The four NZ Road Transport Industry Awards collectively honour activities, in-

novations and achievements that ultimately improve the daily lives of the public, or ensure the industry is a rewarding and safe environment to work in," he says.

Teletrac Navman Australia marketing director Megan Duncan says sharing "real stories of women in the road transport industry can change people's old perceptions".

"There are so many skilled women working in all layers of the industry, from driving to logistics to leading the company. This award is a great way to place a spotlight on some of these women.

"Today's industry offers a very wide variation of careers and many traditional barriers-to-entry have been removed.

"Women have told us that technology advancements, such as air-operated covers and lone driver safety devices, make jobs in the industry more accessible for them – and safer too. So, it's a great fit for us as a transport technology company," Duncan says.

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



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Transdev enters NZ bus industry

French-based public transport operator Transdev is making its first move in the New Zealand bus industry through the acquisition of two major public services.

The company will run more than 200 buses after purchasing Auckland's Howick and Eastern Buses and Wellington's Mana Coach Services from UK private equity firm Souter Investments.

Transdev operates train services in Auckland on behalf of Auckland Transport and in Wellington on behalf of the Greater Wellington Regional Council.

Transdev Australasia chief executive **Luke Agati** says the acquisition provides a great opportunity to strengthen public transport connections in the two cities.

"We aim to offer commuters the best possible transport solutions, and these new acquisitions will mean that we are in a good posi-

tion to support our clients to improve connections between bus and train services in both Auckland and Wellington," Agati says.

With its fleet of 145 buses, Howick and Eastern Buses operates 23 urban routes on behalf of Auckland Transport.

Mana Coach Services has a fleet of 66 buses which operates on behalf of the Greater Wellington Regional Council. Both businesses also provide school and general charter services.

Agati says there are no plans to change the management structure or operations of either business.

"We have a long history of engaging and partnering with clients and communities in New Zealand, and our goal for the long term is to build on the good work that is being done and grow the networks in both Auckland and Wellington over time," he says.

The acquisition is Transdev Australasia's first extension into the New Zealand bus industry, and joins bus services in Sydney, Melbourne, Perth and Brisbane.

Greater Wellington sustainable transport committee chair **Barbara Donaldson**

says it's positive news for the region.

"Transdev know the unique challenges of operating in our region, the topography, the growth and what customers expect in terms of services," she says.

Donaldson also thanked the current owners of Mana Coach Services for their service and commitment to customers over the years.

"The team at Mana have been a genuine asset to Wellingtonians and an integral part of the new network."

Bill Rae, outgoing chairman of Howick and Eastern Buses and Mana Coach Services, says both "are recognised as industry leading urban bus operators, with first-class operational capabilities and strong long-term relationships with key stakeholders".

Souter Investments acquired Mana Coach Services in 2007 and added Howick and Eastern Buses to its stable a year later.

During Souter's ownership, the businesses have



Barbara Donaldson

fulfilled more than 95 million customer journeys and invested more than \$63 million in new vehicles.

"Following significant capital investment and under the leadership of **Sheryll Otway** and **Craig Chin**, both Howick and Eastern Buses and Mana Coach Services are well placed to continue playing a central role in the growth of sustainable, environmentally friendly public transport in Auckland and Wellington, New Zealand's two largest public transport markets," Rae says.

Souter Investments investment director **John Berthinussen** says the equity firm has a long history of operating and investing in New Zealand as it's "an attractive and easy place to do business".

It provides "supportive environmental, demographic and economic conditions for growth in sustainable public transport," he says.

Souter Investments retains ownership of Fullers360, which provides ferry and tourism services on Auckland Harbour and the Hauraki Gulf. ■

A year of business growth for TIL Logistics



Alan Pearson

TIL Logistics Group has posted net profit after tax of \$4 million for its first full year result as a listed company.

Sales revenue was up 9% to \$355.1 million for the 12 months to June 30. Gains were delivered across all divisions, particularly from the warehousing and logistics operation as new storage capacity came online in the second half of the year.

The company says the “transport and logistics sector remains fragmented” and it aims to build on this through “carefully selected acquisitions” into the future.

The specialist sector grew significantly following the acquisition of Specialised Lifting and Transport Group, which delivered additional revenue of \$11.8 million.

The bulk liquids division also delivered a year-on-year increase in sales revenue despite a strong prior year that included one off revenue gains from the pipeline disruption.

Multiple long-term fuel

delivery contracts were secured in FY19, underpinning the business going forward.

This includes a three-year agreement with a large New Zealand company, Lactanol, to service its ethanol transportation.

Pacific Fuel Haul, a division of TIL Logistics, also signed a long-term, exclusive, strategic supply contract with Z Energy and Farmlands Co-operative in 2018.

Another major highlight for FY19 was becoming a signatory to the Climate Leaders Coalition and signing a memorandum of understanding with Hiringa Energy to develop hydrogen fuel cell technology transport solutions.

Operating costs increased to \$332.6 million, reflecting the higher cost environment, expenses associated with growth initiatives and a full year of being a listed provider with associated corporate and governance costs.

TIL has also faced higher

operating costs associated with fluctuating fuel prices, road user charges and regional fuel taxes, increased wage costs and higher costs for parts and equipment due to the lower exchange rate.

Growth initiatives have also had a cost impact, with increased property rent costs with expanded warehousing capacity, fleet lease costs and establishment of the senior leadership team.

Higher repairs and maintenance also came as new fleet decisions were delayed while new contracts were finalised, and tightening legislation, the company says.

Earnings before interest and tax (EBITDA) was up on the prior year to \$25.4 million with an increase in adjusted EBITDA to \$28m.

TIL chief executive **Alan Pearson** says: “FY19 was a year of business growth with expanded capacity, new

business acquisitions and wins and organic growth”.

“A significant focus for management was the continuing amalgamation of TIL’s brands and businesses into a cohesive group organisation, which allows us to offer our customers an end-to-end supply chain offer.

“TIL is well positioned to continue building on its strengths and the new opportunities that are available to us as we meet our customers’ needs and enhance their experience of TIL through the use of technology and consistent quality service delivery,” Pearson says.

TIL is expecting an improved performance in FY20, driven by new customer contracts, additional warehousing capacity, organic growth and the benefits of FY19 investment into growth initiatives.

“Opportunities have been identified across all sectors to improve volumes and utilisation, expand the offer and drive efficiencies,” the company says.

TIL expects ongoing high demand from the food, rural and building and construction sectors. Growth opportunities have been identified for all TIL’s divisions, particularly in specialised, international and non-fuel bulk liquid haulage. ■



Freightways reports \$63.4m profit despite 'headwinds'



Freightways has reported net profit after tax of \$63.4 million, up 1.9% for its full year result, but is warning of a slowdown in the New Zealand express package market.

Revenue was up 6% to \$615.7 million and earnings before interest, tax and amortisation (EBITA) up 2.9% to \$99.1m for the 12 months to June 30.

It was a "year of two halves" for the company with the first half "characterised by solid organic growth", but then turned to "flat organic growth as the New Zealand economy slowed" in the second half.

"Despite these headwinds, Freightways expects to continue to demonstrate its long-held disciplines in terms of managing margins, investing appropriately for growth and exploring new service opportunities," the company says.

"The results were pleasing for the year when these factors, alongside material contractor earnings and wage

increases, were also taken into account."

The express package and business mail division [EP&BM] "delivered a sound full year result".

The division's operating revenue was up 5.6% to \$453 million and EBITA up 6.3% to \$72.2m.

This includes New Zealand Couriers, Post Haste, Castle Parcels, NOW Couriers, SUB60, Security Express, Kiwi Express, Stuck, Pass The Parcel, DX Mail and Dataprint.

The company says the EP&BM division has "positioned itself well to avoid the pitfalls of many express package operators that appear to have thrown themselves into residential deliveries at what we view as unsustainably low margins".

"Freightways is confident that its brands will be able to provide higher quality delivery services to residential areas, sustainable courier remuneration

and ultimately generate returns from the growing B2C market.

"Freightways has observed a slowdown in New Zealand in terms of same-customer trade over the second half of 2019 in its express package businesses.

"Despite this headwind, management remains optimistic that pricing and efficiency initiatives in express package and Freightways' diversification strategy in information management will provide growth opportunities in 2020. Freightways is once again targeting year-on-year earnings growth in 2020.

"Within the EP&BM division, indications are that organic volume growth will be lower in 2020 than it was in 2019.

"There will be a strong focus on maintaining and improving margins, along with improving visibility to customers and receivers for express package deliveries." ■

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Ruakura port to boost golden triangle freight

Hamilton's inland port Ruakura, a subsidiary of Tainui Group Holdings, is set to boost freight services thanks to a long-term partnership agreement with Port of Tauranga.

The agreement allows Port of Tauranga's cargo trains running between MetroPort Auckland and Tauranga to service Ruakura, giving Waikato-based importers and exporters direct access to fast international shipping services calling at Tauranga.

Tauranga is the only port call for the biggest container ships visiting New Zealand.

The 480-hectare Ruakura estate has 192 hectares earmarked for logistics and industrial uses, including 30-hectares of land recently granted Overseas Investment Act consent for lease.

The new inland port is a joint venture between Ruakura Limited, which owns the land, and overseas-based C3 Limited – New Zealand's largest on-wharf logistics company.

Approval was needed for the overseas company to lease the land as it is non-urban land that is greater than five hectares and considered sensitive under the Overseas Investment Act.

Construction of the inland port is expected to introduce about \$10 million into the economy.

Around 58 jobs will be required during the construction phase, and once completed five permanent jobs will be created. A further six jobs are estimated to be created during the first two years.

The land will remain 100% New Zealand-owned, and half of the joint venture will remain owned by New Zealanders.

The inland port is a key part of the Ruakura development, which is expect-

ed to become New Zealand's largest integrated commercial and lifestyle development.

Port of Tauranga chief executive **Mark Cairns** says the planned Ruakura inland port offers significant cargo handling capacity and scope to meet future needs.

"The Ruakura development will provide a highly efficient rail hub in the Waikato by utilising our existing train services linking our MetroPort Auckland inland freight hub with Port of Tauranga, which is New Zealand's international hub port and the main cargo gateway for the upper North Island," he says.

"It's an excellent example of Port of Tauranga's partnership approach to providing supply chain infrastructure beyond our Bay of Plenty hinterland."

Tainui Group Holdings chief executive **Chris Joblin** welcomes the long-term partnership on behalf of Port Ruakura.

"This initial 30-year agreement with Port of Tauranga is a key step towards fulfilling our vision for Ruakura to unlock the golden triangle of Auckland, Hamilton and Tauranga for importers and exporters.

"The agreement will see Port of Tauranga trains initially call at Ruakura four times daily, and this is likely to grow. This service will underpin the significant supply chain savings we have been modelling with prospective customers and tenants of Ruakura," Joblin says.

The golden triangle already accounts for around half of all freight volumes in



Mark Cairns, left and Chris Joblin.

New Zealand and container volumes are forecast to grow 60% in container volumes by 2042.

Port of Tauranga's partner KiwiRail operates up to 86 trains per week between MetroPort Auckland and Tauranga, carrying up to 9000 TEUs (20-foot equivalent units). The route has unused capacity and the additional service stop will improve utilisation and reduce the number of trucks on roads.

The agreement provides Port of Tauranga with priority rail slots at the Ruakura facility for an initial term of 30 years. Port Ruakura will provide the necessary infrastructure, including a rail siding, hardstand and cargo storage areas.

Development of the Ruakura inland port is scheduled to follow the completion of an adjacent Hamilton section of the Waikato Expressway currently expected to be late 2021.

KiwiRail chief executive **Greg Miller** says the Upper North Island is a key growth region for KiwiRail and New Zealand.

"This is another example of the supply chain collaborating with KiwiRail to design and deliver rail infrastructure to better connect New Zealand," he says. ■



Electric barges pitched for vehicle imports

Around 500 vehicles a day could be moved off the Ports of Auckland to Highbrook on electric barges under a plan being considered by Auckland Council.

Transport company PTS Group has submitted the proposal to mayor **Phil Goff** and port chief executive **Tony Gibson**.

Under the plan, up to 250 vehicles could be loaded on to the electric barge, which would take two trips a day. It would travel up the Tamaki Estuary to PTS's Highbrook yard.

Vehicles would be stored in PTS's new five-story parking structure set for construction and ready for operation in August 2021.

It's being pitched as a solution to the long debate over whether to move vehicles off Auckland's wharves, enabling the space to be put to public use.

Highbrook is closer to many of the compliance workshops and distribution centres for vehicles. Ports of Auckland estimates it would remove 100 truck journeys from the city centre each day.

"We have been looking at barging as an option, so we are pleased to have the mayor's backing to take this investigation to the next stage," Gibson told the *NZ Herald*.

Goff says the plan would take a lot of investment.

"I think the really exciting idea is to



barge the cars off the wharf and we know that can be done. We know there are sites they can be barged to," Goff says.

"That requires some level of investment in various things, dredging and so on.

"But what it would do is it would enable us potentially to get the cars off the wharf on the day they arrive. So you've got a much faster throughput," he says.

PTS chief executive Ray Roberts says the company will be looking for any government subsidies available to help get the proposal over the line. All plans are in collaboration with Auckland Council and Ports of Auckland.

In terms of the Highbrook storage facility, building up was one of the few options available due to the increasing cost of land, he says. The construction will go ahead regardless of the barge proposal.

The company moves around 2,500 vehicles every year throughout New Zealand and is expecting demand to increase which will require more trucks and drivers on the road, Roberts says.

Northport 'a huge opportunity'

Meanwhile, Marsden Maritime Holdings is also floating the idea of a port-side storage facility for vehicle imports at its Northport facility.

The company is urging importers, Ports of Auckland and Auckland Council, to consider its idea to "future-proof the upper North Island vehicle industry".

It says it's ready to engage on the strategy and would "move mountains" to bring the Northport option into being.

With hundreds of hectares of land available at Marsden Point, it wants decision-makers to explore the potential for "changing the vehicle import business model" alongside any decision about plans to barge cars from Ports of Auckland to Highbrook.



Phil Goff



Tony Gibson

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Electric barges pitched for vehicle imports

Continued from page 12

The company envisages a new business model that would see cars discharged from vessels directly to purpose-built storage, vehicle preparation and distribution facilities immediately outside the deep-water port of Northport in Whangarei harbour.

This would take place in a single movement and replace multiple movements in Auckland.

The facilities would give importers, manufacturers and dealers full access and enable them to cut back on infrastructure, the company says.

Ports of Auckland has a stake in 180 hectares of greenfield development land at Marsden Point, through its 19.9% shareholding in Marsden Maritime Holdings.

Of this is port-zoned land, 65 hectares is directly next to the boundary of Northport. A further 115 hectares, designated as port zone and light industry, sits behind this. The land is available for long-term lease to companies wanting to make use of the port.

"That's a combined potential area of 180ha, more than twice the area of the 77 hectares available at Ports of Auckland," Marsden Maritime Holdings chairman **Murray Jagger** says.

There is also another 520 hectares of commercially zoned land nearby. This brings the amount of designated port and commercially zoned land to 700 hectares, more than twice the amount of land occupied by the entire Auckland CBD, he says.

Marsden Maritime Holdings says Northport can "comfortably accommodate any car carrier operating in New Zealand".

The port could store around 5000 cars on a paved storage area within the port as an interim arrangement.

"There is huge opportunity at this very moment to change the model of vehicle importation and distribution in the upper North Island, and to future-proof the vehicle industry," Jagger says.

"We would like simply for those making the decisions about Auckland

vehicle imports to take all options into account, including the Northport option."

Concerns about adding to traffic congestion on State Highway 1 could be addressed as part of the Northport option and a wider roading and transport strategy for Northland, he says.

"We're talking here about revolutionising the way the vehicle import industry is structured and logistics would be part of this discussion.

"Anything from the Auckland to Northport rail link already under investigation to a dedicated heavy-vehicle lane on State Highway 1.

"If all the players involved would be prepared to have a genuine, solutions-based discussion we are sure that the Northport option would emerge as a viable option for a revamped, streamlined and less obtrusive vehicle import industry," Jagger says. ■



Murray Jagger

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The perfect pathway from school to industry

MITO's role as an industry training organisation is to provide qualifications and training programmes to upskill the workforces of the industries it supports, including the road transport industry.

But it also has another key function – to promote careers and encourage a pipeline of new entrants to industry.

One of the many ways MITO does this is through secondary school programmes that provide opportunities for students to obtain work experience, micro-credentials and NCEA credits. The road transport industry has such a programme, called ShiftUp.

New in 2019, ShiftUp offers secondary school students in Years 11, 12 and 13 the opportunity to gain a micro-credential through a mix of e-learning theory and practical experience in the workplace. Credits are earned leading towards the next step of a MITO traineeship in the road transport industry.

MITO chief executive **Janet Lane** says: "ShiftUp offers work experience leading towards a number of career opportunities".

This includes transporting goods, warehousing, distribution, logistics and administration services.

"The programme provides significant benefits to secondary school students as their NZQA record of achievement will capture their micro-credential achievement."

ShiftUp covers topics

including health and safety, vehicle documentation, general systems and components, driving hazards and risk reduction strategies.

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

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

"We think the ShiftUp programme is a great initiative, enabling the connection between schools and industry.

"There is more to our industry than just driving. Logistics and health and safety are a big part of our business, with many roles filled by young men and women. MITO have recognised the gap and developed the perfect pathway," Wilshier says.

This year, Williams and Wilshier is hosting two students from Gisborne Girls' High School. Year 11 students **Mellissa Down-Campbell** and

to do a work placement in the transport industry. I am loving MITO's ShiftUp programme, as I spend every Monday in the yard learning new skills."

Mellissa's mum, **Melissa Down**, says her daughter is loving her work placement and is always up early on Mondays to get to work on time.

"She loves it, she comes home and doesn't stop talking about her day and the drivers are not shy to answer all the questions she has."

Likewise, Trista has always had an inkling for working

with trucks. "I am a practical, hands-on person and have always thought I would like to be working with trucks. I am enjoying this programme because every Monday I am at the workplace helping out. At the moment I am learning how to throw the big chains over the logs, it is hard but I know I'll get it soon. I'm also making good progress with the e-learning theory."

Gisborne Girls' High School gateway co-ordinator Jo Graham is excited to see the girls so engaged with the ShiftUp programme.

"Their confidence and self-esteem has grown immensely across all aspects of their learning. Fellow colleagues have said the girls have a new lease of life."

*Go to mito.nz/shiftup for more information. ■



Mellissa Down-Campbell and Trista Bailey. Photo: Gisborne Herald

Williams and Wilshier managing director **Warwick Wilshier** agrees. "We have said for a long time that it is a shame that we can't have young people out in trucks. However, we now have means to expose young people to the industry, enhancing an enthusiasm for trucking.

Trista Bailey were MITO's first ShiftUp enrolments.

"Growing up I spent a lot of time with my dad who drives trucks and I loved it." Mellissa says. "When I visited the careers expo earlier this year, I had the opportunity to go on a simulator and this confirmed to me that I wanted



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McFall Fuel tackles waste

Fuel and lubricant logistics specialist McFall Fuel is leading the way when it comes to the reuse and recycling of lubricant containers and oils.

The company's Roger Refill initiative was launched late last year to reinforce its expanded recycle and reuse programme that began around 13 years ago.

The collection of the empty 20-litre containers by the McFall Fuel team has grown significantly from the early beginnings.

Following extensive research, the company developed and expanded its own recycle and reuse facility at its Hocking Street yard in Mount Maunganui.

By 2017, the number of 20-litre containers being returned had grown and so a new wash machine that held 14 containers at a time replaced the old machine which only held four.

The new spin wash machine has increased the turnaround for reuse and recycle quite significantly.

The containers to be reused have had good oil in them and are cleaned on the outside and then filled with chain and bar oil for customers. The recycling of the waste oil sees it collected by a bona fide supplier and the company understands it is used by local tomato growers.

The containers that are unable to be used again are collected by a recycler who cleans them on the inside and outside and chips them for use in other products.

The project is driven by the company's "zero harm" policy, which includes no harm to the environment and sets a commitment for its fuel and lubricant delivery drivers to do everything possible to prevent any product going to ground.

Roger Refill, the company's blue container mascot was launched at the beginning of 2019 to push the message about ensuring the containers are collected for reuse over and over. There are more than 2500 custom-

ers taking part.

McFall Fuel chief executive **Sheryl Dawson** says it's a fantastic initiative and has been very successful.

"One of the containers we've come across this month is being recycled for the 10th time.

"It shows our customers and staff are committed to looking after the environment when something can be returned that many times."

Customers come from a variety of

sectors including transport, forestry, construction, ag contracting, and other sectors. ■



Coretex launches eRUC solution for light vehicles

Coretex is launching an Electronic Road User Charges (eRUC) solution specifically designed for light commercial vehicles.

CoreRUC Light will be the first eRUC solution made specifically for light commercial fleets in New Zealand, combining advanced self-install telematics hardware with an ePaper display screen.

CoreRUC Light replaces paper RUC licenses and automates the purchasing of RUC licenses, so you never have to order a paper licence again. CoreRUC Light also maximises off-road claims with automatic second-by-second tracking, refund reporting and claim forms.

All the off-road data is tracked and stored on the Coretex servers. At the end of the month, this is available to be easily claimed from NZTA, by downloading a simple form already filled in, and ready to be emailed.

"We noticed that all vehicles, no matter what their type, were needing to be fitted out with the heavy duty

eRUC option," Coretex chief product officer **Sam Barclay** says.

"A lot of companies are choosing not to fit their light vehicles out with eRUC, as it is simply not cost effective. With our new CoreRUC Light solution, companies can have their entire fleet benefiting from the full features of eRUC, but at a light vehicle price."

Automated eRUC licence purchasing is standard for all vehicles, at your desired choice of amount and distance. The CoreRUC Light solution is plug, stick and play – plug the device in, stick the screen on your window and you're all set to go.

"Creating a device that is self-install makes the whole process

even easier, vehicles are off the road for less time during the installation process – saving crucial time and money," Barclay says.

Anyone with light diesel vehicles will benefit from the CoreRUC Light solution. With off-road refunds and automated purchasing, RUC is made much simpler for farmers, tradesmen fleets of utes and vans of any size, and leasing companies as well.

Along with the eRUC features, Coretex offers powerful DVIR (vehicle inspections), real time driver behaviour and job management applications inside the vehicle via its DRIVE tablet app.

All this information can be viewed in their cloud-based platform Coretex 360 software, with access to servicing systems, replay functionality, incident reporting, utilisation and driver behaviour dashboard reporting and more. ■



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Technology to empower safer drivers

Arguably the core of every technology company is to deliver the next great product innovation or solution that enables businesses to operate faster.



Rebecca Kemp

es to investigate how complex transport problems could be solved, and what solutions would make a difference to their customers' business.

An example of this innovation in action was shared by EROAD's senior product leader **Rebecca Kemp**, speaking to academics and professionals working in information technology at a recent IT professionals (ITP) event in Auckland.

Kemp's talk outlined her real-world experience in nurturing ideas through to commercial launch.

She explained how EROAD enables innovation through energising staff within a dedicated 24-hour hackathon. Small working teams are formed, with staff able to

investigate any area of their choosing, working in an open environment.

The hackathon culminates

in a formal pitching session, from which ideas are implemented, entered in the commercialisation workflow, or relegated to the box of "that was an interesting learning opportunity".

All EROAD employees are encouraged to participate in the hackathons, not just those working in engineering. "Ideas can come from

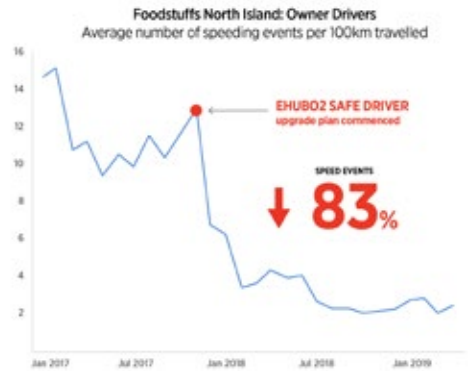
anywhere. We're all invested in making our roads safer, more productive for everyone and opening hackathons up to all our staff has helped identify areas for innovation," Kemp says.

This inclusive approach enables experimentation, as well as "encouraging and rewarding staff to learn more about the issues our customers are facing".

The EROAD hackathons deliver multiple solutions either directly or indirectly, and have included new services, improved the customer experience or internal business systems.

One such innovation born from hackathons was EROAD's Driver Buddy. This provides information directly to the driver, through one easy to use device (called Ehubo2), instead of the more traditional telematics approach of beeping or telling drivers off.

EROAD's Driver Buddy uses colours and icons that helps drivers avoid speeding events, harsh braking, accel-



erating, sharp cornering and unnecessary engine idling.

"Driver buddy empowers drivers because it gives them information they can use to make better decisions, right when they can actually take action to improve the safety on our roads," Kemp says.

EROAD has recently made things even easier for busy people. The MyEROAD Dashboard consolidates all key information into one, easy screen that can be viewed on any device. No need to go searching through multiple screens or reading long lists.

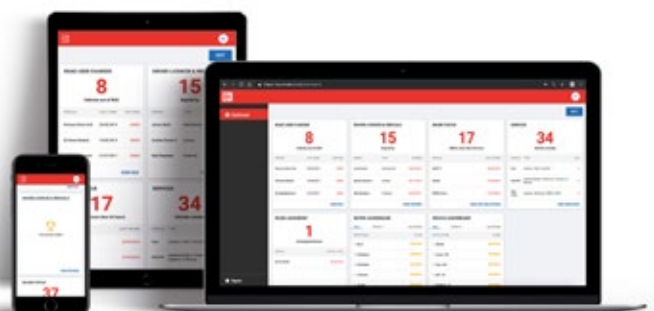
Just like EROADs' easy to use driver facing in-vehicle device, the dashboard uses widgets and easy-to-see colours that helps drivers manage vehicles in one easy glance. ■

In transport, many are already reaping the benefits of using data gathered directly from the vehicle through telematics which provides automated processes that are faster, more reliable and deliver downstream benefits like improved customer service, reduced costs and less paperwork.

EROAD is one telematics company that is helping transport operators drive more efficient businesses. The company pioneered the use of regulatory telematics through launching the world's first nationwide electronic road user charging system back in 2009.

Now around 46% of collected heavy vehicle road user charges in New Zealand are being collected using EROAD technology.

The technology solutions (products and services) delivered by EROAD are more extensive than just fleet management. This has been achieved because the company fosters innovation, dedicating time and resourc-



Northland rail set for \$94.8m upgrade

Northland rail is set for \$94.8 million to maintain and improve the North Auckland Line between Swanson and Whangarei.

State-owned enterprises minister **Winston Peters** and regional economic development minister **Shane Jones** made the announcement as part of the Government's Provincial Growth Fund on September 6.

The investment aims to provide a real boost for Northland's economy.

"Without our investment, this rail line to Whangarei will become unsafe and have to close within five years – leaving Northland cut off from rail services most other regions have," Peters says.

"That's unacceptable and unfair to the people of Northland. That's why the Government is addressing decades of under-investment and neglect in the rail line, to support the future growth of rail in Northland."

Around 54km of the network will be upgraded or replaced, particularly worn areas where there are bends, turnouts, and steep grades. Around 50,000 sleepers are expected to be replaced and 50,000 cubic metres of ballast added. Track, sleepers and ballast work will total around \$53.1 million.

Replacing five of the 88 bridges on the line will cost around \$16.2 million. This is mostly wooden bridges, which will be replaced with concrete structures due to their deteriorating structural condition.

Repairs to 13 tunnels will cost around \$7.3 million.

KiwiRail has begun work strengthening Tunnel 2, north of Helensville, one of the longest on the North Auckland Line. This has included installing steel ribs to support the tunnel lining in an area of deformation.

Work will also be done on the other 12 tunnels, including plaster repairs, crack filling and drainage improvements. As part of the maintenance work on all the tunnels, below

ground conditions will be investigated in preparation for later work to lower the ground level in the tunnels (to fit larger, modern shipping containers).

Clearing drains and culverts will cost around \$9.5 million. This involves clearing trackside drains along the 181km stretch of line. Around 237 of the 950 culverts on the line are in poor condition and will be repaired.

This work will ensure the stability of the line, reducing clay and mud build-up in the track, and managing flood waters during weather events.

Work stabilising the slopes on nine embankments will cost around \$4.7 million. This involves drainage improve-



ments and widening the embankments.

Vegetation control along the rail line will cost around \$800,000. This involves removal of a significant amount of vegetation from the sides of the track, which will protect the track and rolling stock, as well as improving access to worksites.

The Whangarei Rail Yard will also receive \$3.2 million for safety and freight storage and handling improvements.

"We are investing more than a billion dollars to get New Zealand's rail system back on track, so rail can play its proper role in reducing road congestion and emissions across our transport system," Peters says.

Jones says the \$94.8 million investment will also help improve freight services on the line.

"The maintenance work will make the line more resilient to weather events and freight services more timely and reliable."

"Not only does it set the right conditions for KiwiRail to grow its freight business, wherever possible KiwiRail will be using Northland-based contractors to carry out work. It will look to Northland first if they recruit more track staff, as well as sourcing materials in Northland.

"This initiative will see many millions of dollars being injected into Northland, helping stimulate the region's economic growth. I'm proud that PGF funding has been able to make this happen," Jones says.



Winston Peters



Shane Jones

Continued on page 20

Northland rail set for \$94.8m upgrade

Continued from page 19

KiwiRail chief executive **Greg Miller** says the investment will cut down train travel times and make the line more resilient to weather events.

"This work will make our freight train services faster, more reliable and much less prone to disruption. It gives more certainty for our customers and will make rail an option for Northland busi-

nesses and exporters to get their goods to market.

"Transporting more freight on trains will reduce congestion on Northland roads, road maintenance costs and transport emissions for customers. Wherever possible, we will be looking to use local contractors and materials so that Northland sees direct benefits from this work."

"Right now 95 per cent of

the freight in Northland is moved by road. The improvements to the NAL (North Auckland Line) are the foundation for addressing that imbalance," Miller says.

Mainfreight managing director **Don Braid** is also welcoming the NAL investment.

"It's long overdue and Mainfreight looks forward to working with KiwiRail to establish a new set of freight services in and out of the Northland region."

Stan Semenoff, former Mayor of Whangarei and head of Northland's largest transport company also welcomed the investment.



Greg Miller



Don Braid



Stan Semenoff

"It's great to see a revival of rail taking place, following the long-term underinvestment in the rail line.

"This will be significantly beneficial to the Northland local economy. In particular, we're looking forward to working with KiwiRail on transport solutions."

"More widely, we're looking forward to a future that combines road and rail for the greater benefit of New Zealand. This is the first great step forward," Semenoff says. ■



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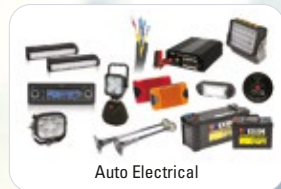
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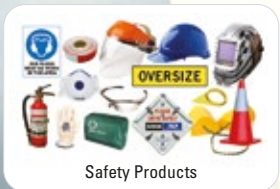
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New and used commercials down in August

New commercial registrations have dropped year-on-year for the third consecutive month, down by 110 units in August.

Total registrations of new trucks and buses over 3500kg GVM sits at 552 units for the month. This is down 16.6% compared to the same period last year which saw 662 registrations of new commercials for the month.

A total of 4157 new trucks and buses have hit the road in the year-to-date compared to 4496 for the same period last year.

Isuzu is market leader for

the month of August with 105 units registered and a 19% market share. The brand was up 12.9% year-on-year compared to the 93 units registered in the same period last year.

Fuso is in second spot for the month, up 8.1% with 80 units registered and a 14.5% market share. Hino is third, down 12.5% (63), an 11.4% market share.

Mercedes-Benz follows, down 14.9% with 62 units registered, Kenworth down 2.9% (33), Iveco up 42.9% (30), Fiat down 36.1% (23), Volvo down 23.3% (23), Scania down 36.4% (21) and UD Trucks down 20% (20).

Total used imported truck and bus registrations were also down year-on-year, dropping 10.6% with 186 registrations in August compared to 208 in the same period last year.

Toyota lead the used commercial import market for the month with 42 units registered and a 22.6% market share. This was down 8.7% compared to the 46 units registered in the same period last year.

Isuzu comes in second, down 26.4% with 39 units registered and a 21% market share. Hino third, down 18.4% (31) and a 16.7% market share.

Nissan follows, up 33.3%

with 24 units registered, Mitsubishi up 15% (23), Mazda up 100% (6), Ford up 300% (4), Iveco up 200% (3), Volvo unchanged (3) and GMC up 100% (2).

The new heavy vehicle segment over 23,000kg GVM was up 10.7% year-on-year with a total of 227 units registered in August. This compares to 205 in the same period the previous year.

Isuzu leads the segment, up 72.7% with 38 units registered and a 16.7% market share.

Continued on page 24



NEW HEAVY TRUCKS OVER 23,000KG AUGUST 2019

MAKE	AUG '19	AUG '18	% Change	% of Market	YTD '19	YTD '18
ISUZU	38	22	72.7	16.7	238	287
KENWORTH	33	23	43.5	14.5	205	244
VOLVO	22	19	15.8	9.7	215	220
HINO	20	21	-4.8	8.8	154	199
DAF	19	15	26.7	8.4	161	220
SCANIA	19	7	171.4	8.4	117	131
FUSO	14	30	-53.3	6.2	133	166
MERCEDES-BENZ	14	13	7.7	6.2	102	66
UD TRUCKS	12	17	-29.4	5.3	91	104
IVECO	10	6	66.7	4.4	42	59
OTHER	26	32	-18.8	11.5	257	269
TOTAL	227	205	10.7	100.0	1715	1965

NEW MEDIUM TRUCKS 9000-23,000KG AUGUST 2019

MAKE	AUG '19	AUG '18	% Change	% of Market	YTD '19	YTD '18
ISUZU	40	27	48.1	33.3	254	278
FUSO	39	17	129.4	32.5	159	125
HINO	21	28	-25.0	17.5	162	177
IVECO	6	7	-14.3	5.0	45	34
UD TRUCKS	5	8	-37.5	4.2	91	80
OTHER	9	7	28.6	7.5	69	69
TOTAL	120	94	27.7	100.0	780	763

NEW LIGHT TRUCKS 3500-9000KG AUGUST 2019

MAKE	AUG '19	AUG '18	% Change	% of Market	YTD '19	YTD '18
FUSO	47	58	-19.0	22.6	304	356
MERCEDES-BENZ	44	22	100.0	21.2	179	282
ISUZU	38	38	0.0	18.3	295	305
FIAT	23	39	-41.0	11.1	170	277
HINO	15	18	-16.7	7.2	159	179
IVECO	12	14	-14.3	5.8	107	91
FOTON	10	3	233.3	4.8	53	40
OTHER	19	11	72.7	9.1	168	126
TOTAL	208	203	2.5	100.0	1435	1656





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Continued from page 23

Kenworth is second, up 43.5% with 33 units registered and a 14.5% market share. **Volvo** is third, up 15.8% (22) and a 9.7% market share.

Hino follows, down 4.8% with 20 units registered, **DAF** up 26.7% (19), **Scania** up 171.4% (19), **Fuso** down 53.3% (14), **Mercedes-Benz** up 7.7% (14) **UD Trucks** down 29.4% (12) and **Iveco** up 66.7% (10).

The new medium truck segment between 9000kg and 23,000kg GVM was up 27.7% with 120 units registered in August compared to 94 in the same period the previous year.

Isuzu takes top spot, up 48.1% with 40 units registered and a 33.3% market share.

Fuso comes in second, up 129.4% with 39 units registered and a 32.5% market

share. **Hino** is third, down 25% (21) and a 17.5% market share.

Iveco follows, down 14.3% with six units registered and **UD Trucks** down 37.5% (5).

The new light commercial segment between 3500kg and 9000kg GVM featuring trucks, vans and buses was up by 2.5% with 208 units registered in August compared to 203 in the same period the previous year.

Fuso leads the segment, down 19% with 47 units registered and a 22.6% market share.

Mercedes-Benz comes in second, up 100% with 44 units registered and a 21.2% market share. Isuzu is third, unchanged (38) and an 18.3% market share.

Fiat follows, down 41% with 23 units registered, **Hino** down 16.7% (15), **Iveco** down 14.3 (12) and **Foton** up 233.3% (10).

Registrations for new commercials (under 3500kg) were down 10.1% with 4101 units registered for August. This compares to 4561 in the same period the previous year.



Toyota takes the top spot, down 5.6% with 904 units registered and a 22% market share.

Ford is second, down 8.5% with 831 units regis-

tered and a 20.3% market share. **Mitsubishi** is third, up 0.6% (348) and an 8.5% market share.

Holden follows, down

Continued on page 25

NEW BUSES OVER 3500KG AUGUST 2019

MAKE	AUG '19	AUG '18	% Change	% of Market	YTD '19	YTD '18
MAN	5	9	-44.4	21.7	16	71
ALEXANDER DENNIS	4	28	-85.7	17.4	58	113
FORD	4	2	100.0	17.4	52	59
FACTORY BUILT	2	17	-88.2	8.7	13	158
FUSO	2	4	-50.0	8.7	19	31
OTHER	6	48	-87.5	26.1	86	276
TOTAL	23	108	-78.7	100.0	244	708

NEW LIGHT COMMERCIAL MAKES UNDER 3500KG AUGUST 2019

MAKE	AUG '19	AUG '18	YTD '19	YTD '18	% Change	% of Market
TOYOTA	904	958	6279	7064	-5.6	22.0
FORD	831	908	7301	7471	-8.5	20.3
MITSUBISHI	348	346	3853	2979	0.6	8.5
HOLDEN	337	407	3425	3308	-17.2	8.2
ISUZU	242	268	2123	2461	-9.7	5.9
NISSAN	242	283	2500	2604	-14.5	5.9
MAZDA	200	212	1435	1430	-5.7	4.9
MERCEDES-BENZ	148	166	770	771	-10.8	3.6
VOLKSWAGEN	131	157	860	1324	-16.6	3.2
LDV	102	155	910	1321	-34.2	2.5
Other	616	701	5278	5156	-12.1	15.0
TOTAL	4101	4561	34734	35889	-10.1	100.0

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

MAKE	AUG '19	AUG '18	% Change	% of Market	YTD '19	YTD '18
ISUZU	105	93	12.9	19.0	838	780
FUSO	80	74	8.1	14.5	583	586
HINO	63	72	-12.5	11.4	490	480
MERCEDES-BENZ	63	74	-14.9	11.4	315	344
KENWORTH	33	34	-2.9	6.0	205	221
IVECO	30	21	42.9	5.4	195	175
FIAT	23	36	-36.1	4.2	170	238
VOLVO	23	30	-23.3	4.2	226	211
SCANIA	21	33	-36.4	3.8	135	178
UD TRUCKS	20	25	-20.0	3.6	173	174
Other	91	170	-46.5	16.5	827	1109
TOTAL	552	662	-16.6	100.0	4157	4496



Continued from page 24

17.2% with 337 units registered, **Isuzu** down 9.7% (242), **Nissan** down 14.5% (242), **Mazda** down 5.7% (200), **Mercedes-Benz** down 10.8% (148), **Volkswagen** down 16.6% (131) and **LDV** down 34.2% (102).

The market for all new vehicles in August continue the year's downward trend, leading the Motor Industry Association to predict how the year will end.

"Growth has disappeared from the 2019 market and we are expecting an out-turn for 2019 at about 6% below 2018 levels," chief executive **David Crawford** says.

For the fourth month in a



row, fewer new vehicles were sold in August compared to the same month last year.

Overall, August 2019 registrations of 12,607 vehicles were down 4.5% (583 units) compared to the same period the previous year.

The market overall to the

end of August is down 5.1% (5418

units) on the first eight months of 2018. The top two models for the month of August were utes, with the **Ford Ranger** continuing its hold on the top spot (733 units), followed by the **Toyota Hilux** (690) and the **Toyota RAV4** in third place (468).

Toyota remains the overall market leader with 19% market share (2372 units), followed by **Ford** with 9% (1084), with **Mitsubishi** retaining third spot with 8% (1007).

The **Ford Ranger** retained the top spot as the best-selling commercial model with 18% share (733 units) followed by the **Toyota**

Hilux with 17% (690) with the **Mitsubishi Triton** in third with 8% (348).

The top three models year-to-date are utes, with the **Ford Ranger** on top spot with 6464 units, followed by the **Toyota Hilux** (4727) and the **Mitsubishi Triton** (3843).

John Andrew Ford dealer principal **Phil Saunders** says the new vehicle registration market in retail, fleet and corporate has softened somewhat in the last few months.

"It has never been more vital to drive sales teams to follow tight, refined processes and make sure appointments are made and conducted," Saunders says.

Saunders says the **Ford**

Continued on page 26



USED HEAVY TRUCKS OVER 23,001KG AUGUST 2019

MAKE	AUG '19	AUG '18	% Change	% of Market	YTD '19	YTD '18
IVECO	3	1	200.0	25.0	4	10
VOLVO	3	1	200.0	25.0	19	15
HINO	2	2	0.0	16.7	16	12
OTHER	4	8	-50.0	33.3	73	76
TOTAL	12	12	0.0	100.0	112	113

USED MEDIUM TRUCKS 9001-23,000KG AUGUST 2019

MAKE	AUG '19	AUG '18	% Change	% of Market	YTD '19	YTD '18
HINO	5	3	66.7	38.5	28	46
NISSAN	4			30.8	10	6
ISUZU	1	4	-75.0	7.7	24	41
OTHER	1	8	-87.5	7.7	35	54
TOTAL	13	15	-13.3	100.0	97	147

USED LIGHT TRUCKS 3500-9000KG AUGUST 2019

MAKE	AUG '19	AUG '18	% Change	% of Market	YTD '19	YTD '18
TOYOTA	40	35	14.3	25.8	317	330
ISUZU	38	49	-22.4	24.5	280	393
HINO	24	31	-22.6	15.5	248	245
MITSUBISHI	21	17	23.5	13.5	142	151
NISSAN	20	17	17.6	12.9	131	125
MAZDA	6	5	20.0	3.9	37	41
GMC	2	1	100.0	1.3	5	8
OTHER	4	11	-63.6	2.6	82	126
TOTAL	155	166	-6.6	100.0	1242	1419

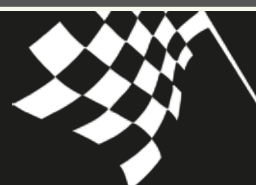
USED BUSES OVER 3500KG AUGUST 2019

MAKE	AUG '19	AUG '18	% Change	% of Market	YTD '19	YTD '18
FORD	3	1	200.0	42.9	25	10
TOYOTA	2			28.6	6	8
OTHER	1	1	0.0	14.3	19	45
MITSUBISHI	7	2	250.0	100.0	50	63

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Continued from page 25

Ranger continues to retain its number one position in the market.

“The **Ford Ranger** continues to impress new and existing customers and maintains the daily required sales rate.

“The New Zealand new vehicle market and registrations is driven by the ute sector at present,” he says.

The used heavy truck

segment over 23,000kg GVM was unchanged year-on-year with a total of 12 units registered in August.

Iveco and **Volvo** both saw three units registered for the month and a 25% market share.

Hino followed with two units registered and a 16.7% market share.

Used medium truck segment between 9000kg and 23,000kg GVM were down

13.3% year-on-year with a total 13 units registered in August.

Hino lead, up 66.7% with five units registered and a 38.5% market share.

Nissan in second with four units registered and a 30.8% market share. **Isuzu** is third, down 75% (1).

Used light commercials between 3500kg and 9000kg GVM were down 6.6% year-on-year with a total 155 units registered for August. This compares to 166 in the same period the

previous year.

Toyota leads this segment, up 14.3% with 40 units registered and a 25.8% market share.

Isuzu is second, down 22.4% with 38 units and a 24.5% market share. **Hino** third, down 22.6% (24) and a 15.5% market share.

Mitsubishi follows, up 23.5% with 21 units registered, **Nissan** up 17.6% (20), **Mazda** up 20% (6) and **GMC** up 100% (2). ■



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

MAKE	AUG '19	AUG '18	% CHANGE	% of Market	YTD '19	YTD '18
TOYOTA	42	46	-8.7	22.6	323	303
ISUZU	39	53	-26.4	21.0	311	393
HINO	31	38	-18.4	16.7	294	276
NISSAN	24	18	33.3	12.9	146	124
MITSUBISHI	23	20	15.0	12.4	158	152
MAZDA	6	3	100.0	3.2	37	36
FORD	4	1	300.0	2.2	34	19
IVECO	3	1	200.0	1.6	9	19
VOLVO	3	3	0.0	1.6	22	16
GMC	2	1	100.0	1.1	5	7
Other	9	24	-62.5	4.8	162	202
TOTAL	186	208	-10.6	100.0	1501	1547

USED LIGHT COMMERCIAL MAKES UNDER 3500KG AUGUST 2019

MAKE	AUG '19	AUG '18	YTD '19	YTD '18	% Change	Market Share
TOYOTA	421	603	3435	3663	-30.2	45.0
NISSAN	212	252	1713	1732	-15.9	22.6
MAZDA	60	56	343	480	7.1	6.4
ISUZU	42	64	347	460	-34.4	4.5
MITSUBISHI	37	36	242	282	2.8	4.0
FORD	35	37	318	326	-5.4	3.7
HINO	31	38	294	276	-18.4	3.3
CHEVROLET	16	21		146	-23.8	1.7
HOLDEN	14	29	120	159	-51.7	1.5
VOLKSWAGEN	13	6	59	38	116.7	1.4
OTHER	55	82	621	624	-32.9	5.9
TOTAL	936	1224	7492	8186	-23.5	100.0

USED TRACTOR REGISTRATIONS AUGUST 2019

MAKE	AUG '19	AUG '18	% Change	% of Market	YTD '19	YTD '18
JOHN DEERE	8	13	-38.5	14.3	23	94
MASSEY FERGUSON	6	6	0.0	10.7	35	66
NEW HOLLAND	5	7	-28.6	8.9	21	35
CASE	3	3	0.0	5.4	15	29
KUBOTA	3	4	-25.0	5.4	16	18
SAME	3	1	200.0	5.4	11	9
OTHER	28	17	64.7	50.0	172	178
TOTAL	56	51	9.8	100.0	293	429

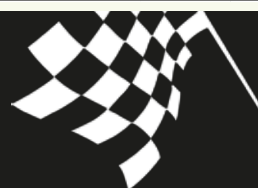
NEW TRACTOR REGISTRATIONS AUGUST 2019

MAKE	AUG 19	AUG '18	% Change	% of Market	YTD '19	YTD '18
JOHN DEERE	53	124	-57.3	29.0	385	542
MASSEY FERGUSON	28	25	12.0	15.3	147	172
FENDT	20	48	-58.3	10.9	59	97
CLAAS	16	9	77.8	8.7	52	73
CASE IH	15	15	0.0	8.2	114	87
NEW HOLLAND	12	39	-69.2	6.6	123	140
TRACTOR	8	10	-20.0	4.4	68	53
CASE	6	8	-25.0	3.3	35	48
DEUTZ-FAHR	6	15	-60.0	3.3	62	73
OTHER	19	40	-52.5	10.4	193	217
TOTAL	183	333	-45.0	100.0	1238	1502

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SHOWROOM



Colorado REX hits the sand

Holden New Zealand's beefed-up concept Colorado REX is showing Kiwis just what they can do to their utes when taken to the extreme.

The special truck has featured at more than 40 different events and activations since it was revealed in early June.

This includes appearances in Hawkes Bay, Wellington, Taupo, Hamilton and Auckland as well as various dealer events, plus the Fieldays and Speed Show – where it won Best Outdoor Site display.

The ute will soon visit the South Island for the first time where it will be on display in Ashburton, Timaru and North Otago before returning to Auckland for the Pukekohe round of the Supercars Championship from September 13-15.

TransportTalk got to take the ute for a spin between its busy schedule on a wet and windy day along Auckland's Muriwai Beach.

The truck's 35-inch Blackbear mud terrain tyres helped plough through some soft and boggy sand. Accompanied with six-inch suspension and body lift, it was no sweat getting through the surf.

Holden NZ joined forces with Retro Vehicle Enhancement (RVE) to come up with the stunning concept and design.

Holden NZ managing director **Marc Ebolo** says everyone involved "spent considerable time and effort bringing this concept to life".

"Our driving desire was to take our most capable vehicle, the Colorado,

and beef it up to become the greatest awe-inspiring, eye-catching piece of machinery ever devised by Holden New Zealand.

"We know many of our customers have grand visions of what they'd like to do to personalise their own vehicles after driving them out of the dealership, so we wanted to showcase just how far you could take a Colorado," Ebolo says.

The carbon fibre high-rise bonnet is complemented with a hand-crafted front steel bumper, replicated at the back of the vehicle.

The REX is still powered by a 2.8 litre, four-cylinder Duramax 2 diesel engine as featured on the typical Colorado. The ute puts out 147kW of power and 500Nm of torque with 3.5-tonne towing power. Plus, the regular six-speed automatic transmission.

Holden New Zealand national marketing manager **Marc Warr** says the partnership with RVE led to a concept showcar that's still a road legal "mud-plugging super-truck".

"Holden, together with our partner Retro Vehicle Enhancement, have constructed an amazing work of art which is all 'show' as well as 'go' – it's the best of both worlds as it's an impressive looking car of motor show quality but also offers unparalleled off-road capability."

Further enhancements to the exterior include a rear deck cargo system and 500mm tray extender, together with an extended wrapping roof bar incorporat-



ing retractable lights and roof basket.

The interior of the vehicle has been up-spec'd with the addition of front and rear RVE sports seats, complete with hand-built leather upholstery.

A number of challenges on the project meant several components had to be designed and hand-crafted from scratch, with one-off CAD engineering.

This included 3D modelling on the custom-built flares with nearly 150mm added to the wheelbase width. Meanwhile, Kiwi ingenuity was applied with some help from America's Cup carbon fibre experts to create the rugged bonnet.

RVE managing director **David Stanners** says his team was up for the challenge right from the start when approached by Holden NZ.

"The quality of workmanship is world-class and I'm incredibly proud of my team as the finished product is above and beyond what we hoped to achieve," Stanners says. ■



SHOWROOM



Ford Ranger FX4 adds to line-up

Ford NZ is offering the FX4 Special Edition as part of the Ranger line-up from December this year.

Based on the Ranger XLT double-cab, the FX4 will be offered with the latest generation 2-litre bi-turbo, 10-speed powertrain as standard on either the 4WD or 2WD.

Featuring 157kW/500Nm, 3500Kg towing capacity and a fuel efficiency figure of 6.7 litres/100km combined for the 2WD and 7.4 litres/100km combined on the 4WD.

"We are excited to be able to offer our customers the new FX4 with the bi-turbo engine alongside the class-leading 10-speed automatic transmission," Ford NZ managing director **Simon Rutherford** says.

"To have the addition of both a 4WD and 2WD Ranger FX4 really steps things up for them and it is the first time we have offered the bi-turbo/10-Speed combination in a 2WD Ranger.

"And it's all wrapped in its very own design elements and features, to offer customers a Ranger with a genuine identity as a stand-alone model."

The Ranger FX4 bi-turbo sits between the Ranger XLT and the Ranger Wildtrak models, giving customers greater choice with a unique package.

Driver assist technology and adaptive cruise control adds to safety with the Ford Ranger line-up rated at five stars



by the Australasian New Car Assessment Program (ANCAP).

Exterior enhancements include:

- Darkened Bi-LED high performance headlights.
- FX4 mesh front grille in ebony black finish.
- 18-inch FX4 alloy wheels.
- 3D effect FX4 front door decal in distinctive red.
- 3D effect FX4 tailgate decal.
- Black-finished FX4 extended sports bar.
- Ebony black exterior mirrors, door/tailgate handles and fender features.

Interior enhancements include:

- FX4-designed front-row leather-accented seating with contrasting race red stitching and embossed FX4 logo.
- Leather-appointed second-row seating with FX4 race red stitching detail.

• FX4 carpet mats in both front and second rows.

- Premium soft-touch instrument panel top.
- Tinted graphite accents on instrument panel and door trim.
- Race red contrasting stitching on instrument panel, steering wheel, gear selector, centre console. ■



LDV cuts price on EV80 in response to 'feebate' scheme

The price on the LDV EV80 electric van has been slashed by \$20,000 in response to the Government's "feebate" policy which targets high emission vehicles.

The vehicle is now being sold for \$49,990, plus GST and on-road costs, compared to the previous \$69,990 price tag.

The pricing is for current, landed stock, so buyers are getting in while stocks last. Once these are gone, any future shipments of the EV80 will be at the higher price.

Great Lake Motor Distributors NZ general manager **Andrew Bayliss** says the price cut has been adopted with the support of LDV manufacturer SAIC Motor and the "response has been fantastic".

"Along with the manufacturer, we acknowledge the Government's desire to reduce vehicle emissions and apply a financial incentive to buyers of low and zero emission vehicles," Bayliss says.

"So we've decided to front-foot it ourselves and taken positive action in assisting commercial vehicle buyers who want to lower their carbon footprint to beat a potentially lengthy political process.

"The customers have been predominantly fleet operators with existing environmentally clean/green leanings, but there has been a good mix of customers.

"Some have gone to companies in the business of EV charging, some to a rental company, one has gone to a museum, one to a vineyard. At this stage, subject to confirmation, we are down to a couple of vans and a few cab/chassis," Bayliss says.

The EV80 features 10.4 cubic metres of space with a 1000kg payload (down 400kg on the diesel



version) – fitting up to three pallets. Its high-efficiency lithium-ion phosphate battery can be fully charged in two hours, giving in a 150km to 180km range with about half the maximum payload.

The LDV is well kitted out. There is a full metal barrier for cabin safety, handy load hooks and lining for the floor, walls and wheel arches. The front-wheel drive unit offers 100kW and 320Nm and is tuned for work within town.

Associate transport minister **Julie Anne Genter** announced the "feebate" policy in July.

It will see the Toyota Land Cruiser \$3000 more expensive, the Mitsubishi Triton will jump by \$2500, the Ford Ranger will be \$2750 more, and the Toyota Hilux will increase by \$2000.

For new or near-new plug-in cars, battery electrics would receive an \$8000 rebate, plug-in hybrids \$6800 and hybrids \$4800.

"The cars, utes and vans we use

every day are also the fastest growing source of harmful climate pollution, and account for nearly 70% of our transport emissions," Genter says.

"Most Kiwis want to buy a car that's good for the environment, but tell us the upfront cost and limited choice makes it a challenge.

"This is about making cleaner cars a realistic choice for more New Zealanders – by reducing the upfront cost of electric, hybrid and fuel efficient vehicles when sold in New Zealand for the first time.

"These changes would prevent more than five million tonnes of dangerous climate pollution going into our atmosphere and would make a major contribution to meeting New Zealand's climate targets," Genter says.



SHOWROOM

Hilux goes high safety in all models

Toyota has boosted its safety features across the entire Hilux range at no extra cost.

All variants will be delivered with the Toyota Safety Sense (TSS) package which includes pre-collision system with autonomous emergency braking, dynamic radar cruise control, lane departure alert with yaw assist (brake control) and road sign assist.

This includes all Hilux variants from the new entry level 2WD single cab chassis to the top of the range SR5 Cruiser.

Toyota New Zealand chief operating officer **Neeraj Lala** says the addition of TSS to the Hilux has made it an even safer mobile workplace for New Zealand fleets.

"Toyota continually aims to improve the new technology available to its customers, and TSS is a start down the technology road towards autonomy in vehicles."

The addition of TSS to the Hilux range resulted in Toyota Australia volunteering vehicles for retesting by ANCAP in spite of it being mid-lifecycle.

The revised Hilux is the first vehicle to be put forward to ANCAP for retesting and is the only ute with a 2019 five-star ANCAP rating.

"Customer demand for safety specific technology has really aided us in securing TSS for the Hilux; 74% of our Hilux customers year-to-date are fleet buyers, and there has been an increase in demand for five-star ANCAP safety ratings,"



Lala says.

Using a camera and radar sensors, the pre-collision system is designed to detect vehicles, pedestrians and cyclists. It will assist the driver with visual and audible warnings, braking assistance or autonomous emergency braking.

The lane departure alert warns the driver with visual and audible alerts if the vehicle deviates from its lane, and if necessary, use the braking system to create "yaw" to keep the vehicle within the lane.

Dynamic radar cruise control (DRCC) has also been made standard across the Hilux range. It uses sensors to maintain a suitable following distance to the vehicle in front. The DRCC system operates at speeds above 40km/h.

The road sign assist system recognises speed limit signs and displays them on the 4.2-inch colour display that is also standard in all variants.

Two tray options are available for the cab-chassis variants. The Toyota genuine alloy tray features high quality galvanised steel bearers and mounts, while the custom steel and timber tray is constructed of heavy-duty galvanised steel with a Trans-Tex industrial plywood deck. Both

tray options include mud flaps, mud guards, and tail light protectors.

The former S Hilux variants have been discontinued and will be replaced by a new entry grade in September. There is also a new PreRunner SR Single Cab Chassis manual transmission variant.

The extra cab variants will be available from October 2019.

The drive-away pricing includes all on-road costs, WOF, registration, a full tank of fuel, 1000km RUC, a servicing package, floor mats, and a three years or 100,000km warranty.

The 2019 Toyota Hilux starts at \$31,990 for the manual 2WD 2.8TD PreRunner SR Single Cab Chassis Ute, to the top of the range auto 4WD 2.8TD SR5 Cruiser Double Cab Ute at \$56,990.





Auckland Transport 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 and will be the first "extra-large" electric buses used in the city.

The vehicles are the first of their type in the world, especially designed for New Zealand and can carry up to 78 passengers.

Auckland Transport bus services manager **Darek Koper** says the deal is important in the transition to zero emission buses.

"As we continue our low emissions roadmap, we need to better understand how the buses work and how we are going to power them.

"Using low emission buses will be a big step in reducing greenhouse gas emissions and improving air quality across the city."

JW Group director **Wei Zhou** says Yutong and JW Group "are pleased to continue working closely with Auckland Transport to introduce low emission urban buses in Auckland providing extra-large full EV buses".

For the past year, a large EV bus has been on loan from Yutong to test the vehicle and requirements for Auckland and its bus operators.

"On one trial, the bus ran from the airport to Warkworth. The round trip was 184km, with the bus using 41% of its battery capacity and an average power use of 84/kWh for every 100km travelled.

"The results built operational confidence in electric bus fleets," Zhou says.

Alexander Dennis NZ general manager **Tony Moore** says he's "delighted to

continue to work with Auckland Transport" and to expand the partnership with BYD to deliver the new three-axle (ADL/BYD Enviro200EV XLB) buses.

"This model has been developed specifically for bus operations in New Zealand, offering additional capacity in zero emission vehicles."

The first six electric buses for Waiheke Island also arrive in the middle of next year from Alexander Dennis and BYD.

As part of the low emissions roadmap, Auckland Transport plans to only procure low emission buses from 2025 and have a full low emission fleet by 2040.

Auckland Transport launched its first two electric buses for the City Link service in April 2018. Another electric bus was put on the Onehunga, airport and Manukau City Centre route in partnership with Go Bus. ■

We must get work place training right

With the Government pushing through a major reform of the entire vocational education sector, those of us in road transport need to ask ourselves what we need to encourage the work place-based training and skills essential to our industry, and how we can grow the number of young people keen on a career in freight and logistics?

In RTF's submission to the Government's original proposal, we made it clear that the goal of rationalising the vocational training and education sector so that all qualifications and the way they are delivered are the same, was something that we supported.

We also supported a reorganisation of the polytechnic sector as anyone who can read a balance sheet could see that the current situation was unsustainable.

However, as I discussed in my column in the May edition of *TransportTalk*, the RTF does not support the Government's desire to do away with the industry training organisations (ITOs). We believe that the strength of the current ITO model is that it's industry-led, industry-governed and therefore responsive to the natural changes in each industry and the wider economy. I am yet to be convinced that the new Institute and Workforce Development Councils will deliver better results than the ITOs.

As RTF's submission made clear, the value the Government is seeking to inject into the training and qualification sector is directly linked to the relationship industry has with training organisations. No

amount of restructuring will improve that. The strength of work-based training is in the relationship between employers, training providers and qualification developers.

We are yet to see where road transport will fit into the new Workforce Development Councils, which means we still have a lot more questions than answers.

However, so far it feels like we are going through all this for a bunch of different titles and management structures with a strong injection of union influence to deliver the same outcomes. The question industry needs to ask itself is

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.



whether, for all the disruption and cost, will we be left with a vocational sector that is more responsive to learners and industry or are we just getting a rehash of what we have now with a dollop more state control?

In our view, the key outcomes of the reform should be to:

- Create an attractive regime that addresses inequity and inequality.
- Have industry driven and guided training and qualifications.
- Create a system that end users want to participate in.
- Create world-leading and integrated vocational education.

So, while we wait to see how all this plays out, and

don't forget ITOs will still be around until 2021, we must keep pushing to find industry-led solutions to our considerable workforce challenges.

I have, however, been encouraged by the Government's recent announcement of a new employment strategy. The strategy includes the stated objective to "build a skilled workforce by ensuring the education, immigration and welfare systems all pull in the same direction" and is intended to "support industries and regions to thrive by ensuring they are well served by the skills and training system".

Once again, the announce-

ment has clear parameters and appropriate levels of recognition and opportunities for cadets. We want people that want to work in the sector and can see clear pathways both for entry into the industry, and to develop a career within it.

For those of you thinking of participating in this year's RTF Conference, you need to hurry and get those registrations in. The conference is being hosted by RTANZ Region 2 and CARTA at the Wairakei Resort near Taupo on September 24 and 25.

The conference will cover core industry issues such as the state of the economy and whether we can expect an economic slowdown, the future of our regulatory environment and the importance of managing our mental health. Delegates will also hear from transport minister **Phil Twyford**, forestry, infrastructure and regional economic development minister **Shane Jones** and National Party transport spokesperson **Chris Bishop**.

*Go to rtfconference.co.nz for registration and accommodation. ■

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Vision Zero after Level Zero

The Government is working on a new road safety strategy, using the much talked about Vision Zero approach, to guide New Zealand's transport system into the next decade. On the cusp of the 2020s, automation and new technologies are built into every area of our lives – and vehicles are no exception.

Automotive technologies, like cruise control and lane centring, and aftermarket technologies, such as dash-cams and alcohol interlocks, must be better integrated into road safety strategies. Today's auto-tech, if used or restricted correctly, can greatly impact the risk of serious injury and death on New Zealand's roads.

Scale of autonomy

Former V8 supercar driver **Greg Murphy** is right; New Zealanders need to improve their driving skills. Today's driver assistance technologies, such as cruise control, blind spot monitors, even traffic-sign recognition, are contributing to diminishing skill levels.

This is because they semi-automate the task of driving, while the driver is left in a state of false pretence that they are in total control. With reduced control but still an excellent outcome, drivers habitually learn to rely on the car to provide the skills that drivers used to cultivate.

In 2013, the US Department of Transportation's National Highway Traffic Safety Administration adopted a system of measuring driver autonomy ranging from complete driver control at level 0 to full autonomy at level 5. Many vehicles in New Zealand are now reaching level 2, where at least one driver assistance system is automated like cruise control or lane guidance.

At this level, the driver must still always have their hands on the wheel to be at the ready. However, the danger at this level is that people are disengaging from the physical task of driving, thus reducing the application of driver skill and experience.

A large percentage of

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



newly manufactured vehicles are automatics with limited manual options where the driver would have to think about their environment, such as approaching a hill, and react with the appropriate changes to tackle the new environment. With automatic, however, these in-the-moment analysis skills are no longer needed – it's simply automated.

Even while vehicles have yet to reach full autonomy at level 5, there is an increasing risk that drivers lose the skills to judge speed and distance, manage acceleration and deceleration, correct lane position and spot, assess and adapt to changing road conditions and other vehicles.

A road safety strategy, whether it is the Government's or a business's, must recognise the level of autonomy within the fleet and continue to engage drivers to practice and hone their skills.

Simulator systems

Regular mistakes that drivers make are in how they behave in relation to other road users - cars, cyclists, heavy vehicles, motorbikes, buses and so on. While trucks are over-represented in crash

statistics, a large part of the problem is drivers of other vehicles.

A technology as simple and appealing as a driving simulator could help to increase driver education. A well-oiled machine can simulate everything from hatchbacks to 44-tonne semi-trailers.

Simulators could be introduced into the public arena to help drivers experience first-hand the limitations of trucks and other large vehicles, such as blind spots and stopping distances. Paired with a training programme, such as NZ Trucking Association's road safety truck, this vehicle-specific education will help improve understanding of and reduce incidents between different transport modes.

Alcohol interlocks

There are regular news reports of repeat drink driving offenders causing fatal crashes. In March, it was reported that 12 individual serial offenders have racked up a whopping 249 convictions between them – and that's just the number of times they were caught.

Alcohol interlocks are used in New Zealand for repeat drink driving offenders. An alcohol interlock is a breathalyser that is wired into the ignition of your vehicle where the driver must pass a breath test before the vehicle is able to start.

The aftermarket technology is common, however, a US-based research programme is developing breathalyser and

touchscreen solutions which can be built into the vehicle during its manufacture.

New Zealand's Ministry of Transport data shows that alcohol or drugs were a contributing factor in 32% of fatal crashes and 15% of serious injury crashes between 2015-2017, which means it's time to consider using alcohol interlocks more frequently and targeting at risk drivers.

An example would be immediately applying alcohol interlocks to every driver who exceeds the 250 micrograms breath alcohol limit at police stops. Perhaps that's heavy handed, but it would be a strong and embarrassing deterrent for drink drivers.

GPS-based fleet management solutions

Another technology that could be used in reducing harm, for young drivers especially, is GPS-based fleet management devices and software solutions. A scaled-down version of a commercial fleet product could be applied to drivers on their restricted licences.

This version would not include location data, but purely record driver behaviour indicators such as speeding, harsh acceleration, braking and cornering. For a restricted driver to move on to a full licence, they must present a good driver behaviour record.

These technologies are not futuristic and have been available for years. Drivers do make mistakes, but many of these are born from dangerous habits that could easily be identified and stopped with the right technology. ■

Understanding needed for transport sector

My role is to help people outside the coastal shipping sector get a better understanding of what makes the sector tick. I have had a number of similar roles, in different sectors, all with the common theme of justifiably feeling misunderstood.

This is combined with intense knowledge about one's own sector.

There are many of ways that this is described. Sometimes this is characterised as "Auckland doesn't understand Wellington" and vice-versa. Sometimes it appears as professional jealousy. Sometimes as plain ignorance.

So many excuses and justifications. When I was chief executive at Federated Farmers, we even got labels printed saying, "I am a farmer", "I want to be a farmer" and "I want to marry a farmer" for handing out at Fieldays.

This was a light-handed response to concerns that farmers felt looked down on, even while they knew they were running large, complex businesses that were not for the faint-hearted.

I was cheered by the large numbers of young farmers at the Fieldays who chose to wear all three labels.

The problem is real. In the various parts of the transport sector there are many smart individuals who take their own expertise for granted and assume that outsiders will have at least some idea of what they do, the risks they face and the opportunities that they consider. But

In the various parts of the transport sector there are many smart individuals who take their own expertise for granted and assume that outsiders will have at least some idea of what they do

this assumes a lot.

All of this was brought home to me when I attended a select committee hearing as an observer. It became very clear that the MPs on the committee did not have any working knowledge of significant parts of the transport system in this

country. Cook Strait ferries were discussed as though they were cross harbour ferries, rather than ocean-going ships.

One MP asked who owned the Interislander, which is an astounding question from anyone interested in transport.

There is a balance. Expecting others, such as MPs and even officials, on their own to come up to speed on our issues and the sector



generally is unreasonable. We have to be ready, willing and able to assist them to understand.

The first step in this is to identify what needs attention. The second stage is to develop a strategy to get the attention of busy stakeholders who have many calls on their time.

We have to help them see where the priorities lie and the longer run effects of their decisions. What we ask of them is that they are open to the discussion. ■

Annabel Young is the executive director at The New Zealand Shipping Federation which represents the coastal ship operators working around New Zealand. Young originally qualified as a lawyer and chartered accountant specialising in tax for 15 years. She is the author of 'The Good Lobbyist's Guide' which is based on her experience as a National Party member of parliament for two terms.



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CablePrice tech wins Oceania competition

Cable Price representative **Sam Reece** has won the Oceania round of Hitachi Top Technician Competition in Australia.

The annual event has been running for 17 years and CablePrice has a long history with the event, having won it twice in the past and been runners-up on several occasions.

This competition sees Hitachi-trained technicians from around the globe competing to be named the best Hitachi technician in the world.

The event took place on August 22 and competitors were tested on various levels of skills.

This included finding faults as well as diagnosing machines, written theory tests and reporting in front of a judging panel about various findings.

Reece won the title of Hitachi Top Technician for New Zealand earlier in the year after competing against 13 local competitors.

All the while, Australia had their own rounds with 34 competitors ending up with three finalists.

Next came the Oceania round competition at Hitachi Construction Australia's Revesby Branch in New South Wales. This final competition consisted of the three Australians and Reece from Greymouth.

His day started with a 90-minute practical on the latest ZX-5B excavator. A number of faults were present in the excavator preventing the correct operation of the machine. There were also a number of additional hidden maintenance-based faults giving the techni-

cians an opportunity to upsell the benefits of using factory trained technicians.

Thanks to Reece's excellent fault finding process he was able to walk away from the practical round with the highest marks of the competing technicians. The theory portion was next up in the afternoon followed by a report of findings to the judging panel. The panel had the opportunity to ask questions of him during this time.

Reece was announced the winner shortly after the reporting portion of the contest. He will now go on to represent New Zealand and Oceania in Japan at the



Sam Reece

Hitachi Top Tech world finals on October 17 and 18.

Search CablePrice NZ on Facebook to follow Reece's progress. ■

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Fuso NZ names top technician

Allen Whitaker of Prestige Commercial Vehicles (PCV) Invercargill has retained his title in the Fuso NZ Technical Skills Competition.

Five technicians were competing for the prize in the tightly contested final. They were chosen from a field of 44 who were put through their paces over three assessments to narrow the field.

The top five were invited to Fuso NZ's Auckland training facility, where they completed one theory, one customer presentation and three practical tests covering technical knowledge, customer service, diagnostic process and overall efficiency.

Mac Sykes from Keith Andrews, Whangarei, took second place and **Ethan Higgins** from First Commercials, Palmerston North, was third.

The competition was established last year to recognise and reward the expertise of top-performing technicians across New Zealand's Fuso service network.

"We're creating a culture of friendly rivalry and self-improvement, which is a win for our team and for our customers," Fuso NZ managing director **Kurtis Andrews** says.

"Congratulations to Allen for his second win. Not only does this prove he's at the top of his game, it shows we have the kind of people in our network who take real pride in their work over the long term."

Fuso NZ national training manager **Mark Woodley** says Whitaker's victory

was "thoroughly deserved" following another challenging and closely fought competition.

"It's far harder to win a second time. There's the pressure of other people's expectation that you'll win it. It requires just as much hard work and commitment – you can't become complacent.

"Our goal is to keep raising the bar and, to encourage that, we really put our finalists to the test. Having representatives from different corners of the country on the podium demonstrates the strength in depth we have across our network," Woodley says.

An experienced judging panel consisted of Fuso NZ national training manager **Mark Woodley**; national service and technical manager **Drew Forsyth**; technical ad-



visor **Luke Gillson**; warranty administrator **Ian Knapman-Smith**; and service specialist **Trevor Moreland**.

The two finalists who didn't make the podium were **Joshua Padgett** from Keith Andrews, Whangarei and **Matthew Schofield** from Diesel and Equipment Services, Wellington.

Whitaker said winning again "felt good" and he enjoys being part of the Fuso family.

"I really wasn't expecting to win it again. I came in with the same motivation as last time, just wanting to test myself.

"I've taken so much out of it each time I've competed. It's a good opportunity to expand my product knowledge. The training from Fuso NZ throughout the year also really helps.

"There are a lot of great technicians in the network, and they're great people to boot.

We've got a good crew down south. PCV invests a lot into training and allows us to apply ourselves and grow, depending how much we want it.

"I enjoy providing solutions for customers and, on top of that, I love working with trucks and being a mechanic. When I was in Tokyo as part of last year's prize, I had the chance to drive an eCanter and Shogun. They're both very exciting products and I look forward to being able to work on them going forward," Whitaker says. ■



From left: Drew Forsyth, Ethan Higgins, Allen Whitaker, Mac Sykes and Mark Woodley.



TRANSPORT TALK DIARY

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



August 1

Government announces major polytechnic reforms

The Government has confirmed it will be merging 16 polytechnics around the country into one national entity in one of the biggest training shakeups in decades.

Thousands of trade apprentices, including those in the heavy diesel and automotive sector, will be impacted by the radical changes.

The polytechnics will merge into a national entity called the New Zealand Institute of Skills and Technology to administer all students, apprentices and industry trainees.

Fuso eCanter makes NZ debut

Fuso NZ is announcing a new major model launch for 2019 with the all-electric eCanter truck.

The truck is on display at the EV World expo at ASB Showgrounds, Auckland from August 1-3. Exact dates for the launch to market are yet to be released.

August 5

Video: Ports of Auckland set for world's first all-electric tug

Ports of Auckland has signed a contract with Dutch company Damen Shipyards to buy the world's first full-size, fully electric port tug.

The new tug, a Damen RSD-E Tug 2513, will have a 70-tonne bollard pull, the same as the port's strongest diesel tug Hauraki, also built by Damen. It will be delivered in 2021.

Ports of Auckland chief executive **Tony Gibson** says it's part of the goal of being zero emission by 2040.

August 9

Pacifica Shipping to launch larger vessel

Pacifica Shipping is launching a larger 1700 TEU (20-foot equivalent units) vessel for its coastal shipping service in New Zealand.

The MV Moana Chief will officially start operations in September 2019 to meet rising coastal and international transshipment demand throughout the region, the company says.

Greater Wellington seeks \$415m for new trains

The Greater Wellington Regional Council is seeking \$415 million for rail network upgrades, including new longer distance rolling stock for the Wairarapa and Capital Connection fleets.

Greater Wellington sustainable transport committee chair Barbara Donaldson says the biggest issue facing the region's rail network is providing sufficient capacity to meet future demand.

August 13

Ports of Auckland hit in storm

Around 30 shipping containers were knocked over at Ports of Auckland in a heavy storm which wreaked havoc in the city on Monday night.

Ports of Auckland spokesman Matt Ball says damage is still being assessed but it appears no cars were involved.

However, there was some additional damage to port property, he says.

August 14

SkyBus and Uber trial airport express

The first dedicated "front door to airport" service for Auckland's

North Shore residents will be trialled by SkyBus and Uber.

Launched on August 14, the three-month trial will benefit those living within Albany, Milford and Takapuna areas.

Utilising express bus lanes, the trial aims to provide convenience and cost-effective solutions for North Harbour residents in their choice of airport transit.

Zero carbon transport services offered

A Kiwi all-electric transport company officially launches in Lower Hutt in Wellington on August 14.

ZeroC claims to be New Zealand's first 100% electric transport company, offering services for government, business and consumers such as ZeroC Rides – a business-to-business chauffeur service, and ZeroC Rentals – a consumer and business rental car service.

A ZeroC courier service is also being considered.

Video: Government invites Road to Zero feedback

The Government's Road to Zero public submission process closes today.

Road to Zero is a potential new safety strategy plan that will run from 2020 to 2030 to reduce road trauma and death rates.

In a consultation document issued by the Government, it says in 2018, 377 people were killed on the roads, and thousands more seriously injured.

August 15

CMC steady at \$22.1m profit

The Colonial Motor Company (CMC) made a trading profit after tax of \$22.1 million for the financial year – on par with the \$22m recorded in 2017 but a 10.9% profit drop on the last "exceptional" year.

CMC, which has a swag of dealerships covering more than 20 brands ranging from trucks and agricultural machinery to cars and motorcycles, reports its directors

consider the \$22.1m profit "a very satisfactory result in a changing industry".

NZTA pays over \$7m to law firm

NZ Transport Agency has paid law firm Meredith Connell more than \$7 million for compliance review work over an eight-month period.

The firm has invoiced NZTA a total of \$7,221,290.02 between November 1, 2018 to June 30, 2019, as disclosed in an Official Information Act request.

NZTA regulatory general manager **Kane Patena** says the costs "include business-as-usual legal advice as well as Meredith Connell's work to assist the Transport Agency with the review of 850 open compliance files, enforcement of our regulatory role, and costs involved with Steve Haszard's role as the acting [regulatory manager]".

Largest round of EV-related funding announced

Electric trucks and EV charging are among 29 projects worth a combined \$16.5 million to benefit from the sixth round of the Government's low emission vehicles contestable fund.

It's the largest boost so far, according to energy and resources minister Megan Woods, announcing the successful applicants at Blackwell Motors in Christchurch, which has received co-funding to purchase and trial an electric truck to loan to its clients.

August 16

Hino names winners for Rugby World Cup promotion

Bond Contracts, Mainfreight, H & S Gibson, J Swap Contractors, All Traffic Management Services, Mini tankers / Z Energy, Treescape and Higgins Concrete were the winning customers.

Each of the eight winners will receive an all-expenses paid trip to Japan to attend

Continued on page 38

Continued from page 37

the Rugby World Cup opening ceremony (which includes Japan vs Russia), the All Blacks vs South Africa pool game, a Hino factory tour, Hino test track drive and guided sight-seeing tour across Tokyo.

August 19

Refrigerants part of govt regulation proposal

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

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

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

Video: UPS puts autonomous trucks on the road

Logistics giant UPS is testing self-driving trucks as part of a minority investment in autonomous driving company TuSimple.

Together, the companies are testing self-driving truck and trailer units in Arizona to determine whether the vehicles can improve service and efficiency in the freight network.

August 20

Fuel prices too high, Commerce

Commission says

Kiwis are being ripped off at the pump in an uncompetitive fuel market.

That's according to the Commerce Commission's draft findings into the New Zealand retail market for petrol and diesel.

Prime minister **Jacinda Ardern** and commerce and consumer affairs minister **Kris Faafoi** announced the market study in 2018, after giving the commission new powers to look at parts of the market of particular concern, including "the high cost of fuel".

Napier Port joins NZX main board

Napier Port is now open for trading on the NZX main board following an initial public offering (IPO) to eligible investors.

The port's final IPO price of \$2.60 per share was at the top

of the indicative price range with 90 million shares raising \$234 million.

August 26

Auckland to Hamilton rail service under way

The Government has approved \$92.37 million in funding for construction of the Hamilton to Auckland rail service.

This involves \$79.8m from the NZ Transport Agency and \$12.57m from local authorities for the service which is expected to start mid-2020.

It will roll out a four-carriage train which can carry 150 passengers with two morning peak trains and two return afternoon peak trains. ■

FUTURETRUCKING DIARY

Futuretrucking Australia editor Scott Murray looks at the month gone by on www.futuretruckingtalk.com.au



August 1

Penske Guild 2019 Master Technician awarded

The Penske Guild 2019 Master Technician has been awarded to **Bryce Bell** from Penske Power Systems Perth.

Open to all Penske Guild members, the Master Technician contest saw technicians from around Australia and New Zealand compete in qualification rounds, before the grand final on Friday where Bell edged out five other finalists.

August 6

Cummins highlights hydrogen and EV partnerships

Cummins is highlighting hydrogen fuel cell and battery technology advancements as key highlights in its second quarter 2019 results.

The engine manufacturing giant posted net income of US\$675 million and revenue of US\$6.2 billion (up 1% year-on-year) for the period.

Crouch: Emergency fuel reserve must be in Australia

The Australian Government is looking to access the US's strategic petroleum reserve.

However, Australian Trucking Association (ATA) chair **Geoff Crouch** says: "Liquid fuel is critical to trucking and critical to our economy. This is both a national economic issue and a national security issue."

August 12

Two-truck smash sparks road safety backlash

A double-fatal head-on crash between two trucks on Saturday has received criticism from South Australian police.

The crash took the life of 26-year-old **Coen Babaniotis** and 64-year-old trucking veteran **Brenden Giles**, who was preparing to retire next year.

August 13

Scania lauds V8's golden anniversary

Fifty limited edition Scania V8 engines are being offered to only the most enthusiastic drivers.

Using 200 bespoke new components for the 16.4-litre Scania powerplants, the speciality isn't limited to cosmetics, adding an additional 300Nm of torque to total 3300Nm at its peak rev range.

August 21

Fatigue laws need more work, ATA says

Fatigue management in the national truck laws must treat drivers like humans – not machines, Australian Trucking Association (ATA) chair **Geoff Crouch** says.

"The ATA's submission to the National Transport Commission (NTC) on fatigue calls for more flexible fatigue management, simplified rules and record-keeping, and a reduction in the penalties for work and rest hour record-keeping offences," he says.

August 23

Truckies more obese than most, study finds

Queensland University of Technology (QUT) study has found Australian truck drivers to be more at risk of obesity and poor health compared to the national average.

Dr Marguerite Sendall from QUT's School of Public Health and Social Work at the Institute of Health and Biomedical Innovation, led a survey of 231 truck drivers aged between 20 and 71 and discovered around two thirds of them are classified as obese, compared to one third of the Australian population. ■

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