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SINOTRUK NZ READY FOR ACTION

Sinotruk NZ is on a mission to tackle the competition in the heavy vehicle market and it's only just got started.

Beginning in 2018 as part of Hamilton-based Modern Transport Engineers (MTE), the business took on the sole importer and distribution rights for the Chinese truck brand in New Zealand.

It adds another string to the bow of MTE as the country's largest builder and supplier of specialised transport trailers.

The group also has an equipment hire and parts warehouse division.

MTE founder and director **Robin Ratcliffe** says the Sinotruk deal presented itself through a customer who had ordered a number of trailers to be built.

Negotiations started taking place in 2017 and the distribution rights were secured with the first order of 160 trucks.

"They already knew who we were and had done their homework, they knew how big we were," Ratcliffe says

Taking on the brand makes a lot of business sense and it's well set up for future growth, he says.

"All the other major franchises were taken and we know the Chinese are going to be next major player in world market for trucks."

The units have been steadily hitting the road with the help of business development manager Robbie Pasley, who brings experience to the table in brand and product development as one of the pioneers of the FH Volvo Brand in NZ as an operator (purchasing over 200 units).

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Also on the team is general manager **Martin Parrish**, sales rep **Lance Farrow** and service manager **Paul Burns**.

In 2018, there were 37 Sinotruks sold and the company is now on track to sell more than 100 by the end of 2019.

It operates its service and dealer base out of Hamilton but is focused on the entire New Zealand market.

It offers a wide range of cab chassis variations in applications such as logging, metro, long-haul and tippers.

A fleet of Sinotruks owned by MTE's vehicle and machinery lease division is being used on the Transmission Gully motorway project.

They feature ejector trailers which push out loads using hydraulics and are used where conventional tipping trailers may have issues with stability while unloading, such as on landfill sites.

The company is now in the process of securing a second shipment of trucks as the brand starts making a foothold throughout the country. The aim is to import up to 20 trucks per month.

"We want to stabilise Sinotruk as a reputable brand in the market and our main game at the moment is to show the people that the Chinese have got a good truck and to solidly entrench that into the New Zealand market," Ratcliffe says.

The brand first entered the New Zealand market in 2013 as a joint venture with MAN Trucks.

Globally, the Sinotruk brand formed its partnership with German-owned MAN Group in 2009. According to its website, MAN acquired a 25% stake in the company and introduced its technology into the brand including engines and axles.

Sinotruk is part of China National Heavy Duty Truck Group, a state-owned manufacture based in Jinan, Shandong province.

It is one of the top three largest truck manufactures in China and is known for developing and manufacturing the country's first heavy duty vehicle.

Pasley says the trucks have been selling well in the local construction sector and he is talking to some "major customers" who are very interested in the brand.

Although it is still early days in New Zealand, the brand has proven itself overseas so it's just a matter of time before more customers are on board, he says.

Sino Trucks NZ is also shaking up the truck sales market by offering a turnkey solution as the importer, distributor and dealer and also offering trailer builds and equipment along with it, he says.

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We want to stabilise Sinotruk as a reputable brand in the market and our main game at the moment is to show the people that the Chinese have got a good truck



Robin Ratcliffe





Robbie Pasley, left, receives a certificate of appreciation presented to Sinotruk from Road Transport Forum chairman Neil Reid.



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It's "not dictating" on service or part requirements, giving customers the choice while still offering the standard three year/300,000km factory warranty.

The trucks are compatible with aftermarket parts from Wabco and ZF and new on-board management technology offers easy to follow service codes from any modern workshop.

This results in big savings with capital costs around $100,000 cheaper than some of the other big brands on the market.

Pasley says he's now on a mission to get people familiar with the brand and it helps that MTE has been in business for nearly 50 years.

"We're working on assisting some major fleets to return some of the profits to the owners and the operators," he says.

Meanwhile, Ratcliffe is not ruling out expansion of Sinotruk distribution in the future but at this stage the focus is clearly on supplying the market with "a very good product".

The company offers servicing throughout the country but it's still "early days" so there is no need for a dealership network just yet.

Ratcliffe founded MTE in 1973 at the age 24 and has now grown the company to around 350 staff over its seven globally operating business units.

He is supported by his wife **Colleen**, and his sons **Michael** and **Zane** and several grandchildren, who all work in the business.

In 2011, MTE set a record for the largest trailer ever produced in New Zealand for heavy haulage firm Multi Trans.

The 45-metre long trailer featured 304 tyres across 19 axles and had a tare weight of 140 tonnes. It was used to transport a 650-tonne gas platform module, valued at $35 million, from Fitzroy Engineering to Port Taranaki.

Ratcliffe says he always had an interest in science and engineering and that helped him get to where he is today.

He distinguished himself from the average trailer builder at the time by taking on more detailed projects like bitumen tankers.

"I had a good engineering background and could work most things out so nothing was really going to stop me."

Working in the transport sector is still what he loves doing and now at age 71 he has no plans of hanging up the boots just yet.

"Retirement is doing what you want to do. I don't do anything I don't enjoy doing. What I'm doing is a reason to get up every day," he says.

"Retirement is doing what you want to do. I don't do anything I don't enjoy doing. What I'm doing is a reason to get up every day"







CATERPILLAR MARKS A NEW BEGINNING

New Zealand's Caterpillar dealership is marking a new era of ownership under the name Terra Industrial New Zealand.

It follows the NZ$211 million sale of New Zealand-based heavy equipment company Gough Group to Malaysian firm Sime Darby in August last year.

The Terra Cat branding was revealed at a special event at Auckland's Villa Maria winery last December. The name comes from the Latin words terra firma and reflects the company's connection to the land.

The new name and brand will now appear on Terra Industrial's digital channels. The website and email addresses are also changing but messages will be automatically redirected.

Terra Cat chief executive **Grant Whitelaw** and Sime Darby Berhad's group chief executive **Dato' Jeffri Salim Davidson** were at the unveiling along with invited guests.

Whitelaw says the changes are "building on a magnificent legacy of 90 years".

"The company has a great history in working with customers to help build New Zealand, and we are taking this forward as we draw on new resource and expand our customer offering," he says.

It will now be focusing on customer relationships and will be offering new equipment services.

This includes the launch of a new customer portal to give easy online access to information about things like fuel efficiency, machine locations, hours on equipment and oil lab results.

It will also be moving to a more solution-focused model of helping customers solve problems as well as providing machinery, he says.

"Caterpillar brings us the power of unparalleled world-class Cat products and systems, and we are here delivering the power on the ground through our people, places, product and solutions," he says.

Whitelaw recently moved to New Zealand from Australia to take up the chief executive role and says he has been made very welcome.

Most recently he was the Brisbane-based business centre operation general manager at Hastings Deering, a leading provider of Cat machinery which is also part of the Sime Darby group.

During that time he worked with various countries and also worked with the current New Zealand team on international assignments so the business model, systems and procedures are very familiar, he says.

"We're looking forward to unlocking more of the value we think is inherent in the business and in the people within the company.

"The rebrand is the start of a new era and

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Grant Whitelaw

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a chance for us to take a fresh look at what's important. As part of research for the new brand, we listened to customers telling us about what's important to them and how we can improve our partnership.

"Some consistent themes resonated throughout all the research with both employees and customers. They were around the importance of relationships, pride in New Zealand, being grounded and, from our customers' feedback, the need to make sure we treat them individually and not as an industry or a group.

"One of our goals is to grow the business. We think there's untapped value in our people, but we need to invest in their training and development, plus our tools, branches and digital capability so that's what we'll be doing in 2020.

"Our customers told us where they'd like extra inventory and rental solutions, so we are also increasing those levels. We also see tremendous upside in digital capability and the better use of technology so that's a key focus for us, deploying those digital capabilities to help our customers and employees get more done," Whitelaw says.

Customer research emphasised the need for strong dealer relationships and delivering individual solutions rather than a one size fits all approach.

"That's where our focus will be this year, developing specific solutions for individual needs.

"We plan to deploy new solution support offerings this year, in some cases using our new digital platform. These changes will start to roll out from later this year.

"In terms of how the changes in general come about, dividing the former Gough Group into two separate companies means we now have an absolute focus on our core business and are very clear about our purpose," he says.

The new name and brand will now appear on Terra Industrial's digital channels. The website and email addresses are also changing but messages will be automatically redirected.

Phone numbers and branch locations remain the same, but the signage on Terra Industrial's branches, vehicles and uniforms will be updated over the next six to 12 months.

The transport businesses Transpecs and TWL which were part of Gough Group will now sit under the leadership of the Sime Darby Motors New Zealand and Australia business unit.

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ROADSIDE DRUG TESTING 'A MILESTONE MOMENT'

Police will be given powers to conduct random roadside oral fluid drug testing in a bill set for Parliament early this year.

"The new powers will send a clear message that if you take drugs and drive, you will be caught," associate transport minister Julie **Anne Genter** says.

The change will allow police to test drivers for the presence of drugs and impairing medication just as they can for alcohol.

Drivers who test positive for the presence of drugs will be fined and immediately suspended from driving for a minimum of 12 hours.

Criminal penalties will follow if drivers fail a compulsory impairment test and blood tests confirm impairing levels of drugs in their system.

Ministry of Transport data shows 95 people were killed on the roads in 2018 where the driver was found to have drugs in their system that could impair driving.



Julie Anne Genter

The oral fluid devices will initially test for THC, methamphetamine, opiates, cocaine, MDMA (ecstasy), and benzodiazepines which are the most prevalent and high-risk drugs and medications used by drivers in New Zealand.

Police will continue to use the compulsory impairment test to screen for other impairing drugs.



Nick Leggett

"The threshold for a criminal offence will be aligned with that for alcohol," Genter says. "This means a blood test that identifies impairing medication or drugs at or above an amount equivalent to the criminal drink driving limit (80mg of alcohol to 100ml of blood) will result in a criminal offence.

"Oral fluid tests will check for some impairing prescription drugs. However, a medical defence will be available in instances where people have taken medication in accordance with their prescription.

"The government will work with health practitioners to ensure patients are appropriately warned if they should not be driving on their prescription," she says.

The Road Transport Forum welcomes the move and has been advocating for roadside drug testing for some time, its chief executive **Nick Leggett** says.

"Saliva testing for drugs, followed by impairment and blood testing had to happen, so we are pleased to see the Government announce this.



"Those of us in the safety sensitive industries are very concerned about this Government's plans to legalise recreational cannabis, so it is imperative some steps are in place to ensure employers can meet workplace health and safety laws. This is one step in that direction.

"We are also pleased to see stiffer penalties for distracted drivers to improve road safety," Leggett says.

The AA is also welcoming the introduction of roadside drug testing and says it will be a "milestone moment in New Zealand's road safety history".

The organisation supports testing devices which will include some potentially impairing medications as well as recreational drugs.

Work will be done to improve the warnings and information given to people taking certain medicines about the potential impact on their driving.

In 16 surveys of random samples of AA Members since 2015, 95% have supported introducing saliva-based roadside testing for drugged driving.

"Drugged driving has been a hidden killer on our roads for many years and the introduction of roadside testing devices will not only be welcomed by the vast majority of drivers but also many of the families that have lost loved ones because of a drug impaired driver," AA road safety spokesperson **Dylan Thomsen** says.

"We simply haven't been doing enough to stop people who are impaired by drugs from getting behind the wheel and putting lives at risk. Knowing that they will be able to be tested and caught is going to send a much stronger message to not drive if you are impaired by drugs.

"The AA congratulates the Government on taking action on this critical road safety issue."

Requiring an initial positive result to be confirmed by additional testing to make sure that someone definitely has drugs in their system is a sensible safeguard, the AA says.

It also supports the establishment of thresholds for drugs in a similar way to alcohol so drivers detected at lower levels will face a short driving ban, fine and demerit points while those at higher levels face a criminal charge.

"Drugged driving is a much more complex area than drunk driving because of the range of substances involved and more variation in the way drugs can affect impairment but the Government has come up with a well-balanced approach which, when implemented, will make our roads safer," Thomsen says.

A step in the right direction

The Drug Detection Agency (TDDA) chief executive **Kirk Hardy** says the proposed legislation "is a step in the right direction" but he has concerns about how realistic it is.

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Dylan Thomsen



Kirk Hardy

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"Any move to make our roads a safer place is a good move, I have two children who are now driving so I'm concerned like any other parent about impaired drivers.
"My personal and professional viewpoint is that the New Zealand Government is being overambitious with its proposed roadside oral fluid testing regime," Hardy says.
"The challenge for the Government is the more drugs tested for, the longer people wait on the side of the road.
"TDDA does more than 250,000 workplace oral fluid tests annually. This is a six-panel test and it will take from eight to 12 minutes to complete, more than the five or so minutes which is being talked about. At least not with what we would call an acceptable degree of accuracy.
"In Australia the police test for cannabis, methamphetamine, and ecstasy takes between three and four minutes. If we started off In New Zealand with testing drugs which we know have big impacts such as cannabis, methamphetamine, ecstasy and prescription drugs, that would be a better move," he says.

Roadside drug testing differs to workplace testing as the testing equipment used by police looks at traces of drugs but the devices used by TDDA operate at standards for workplace testing which include level as opposed to trace, Hardy says.
There are also no time pressures with workplace testing which allows testing for more drugs including prescription medications such as OxyContin.
TDDA has conducted oral fluid testing for companies for nearly two decades and it was also involved in the process to create the new Australian and New Zealand standard for these tests.
TDDA's group technical manager **Rod Dale** and chief toxicologist **Armin Kiani** were part of the New Zealand, Australian standards committee that updated the 2019 Detection of Drugs in Oral Fluids standard (AS/NZS 4760-2006) to the new 2019 version.
"The result of a drug test is only as good as the quality of the testing equipment used and the quality of the training and skill of the person administering it," Hardy says "Which is why our government should not only be looking at technologies, but also how they can train police to recognise the signs of use."



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NEW RAIL FUNDING PLANNED, TRANSPORT SPENDING HEATS UP

Long-term planning and funding of New Zealand's rail network through the National Land Transport Fund (NLTF) is part of a new draft plan released by the Government.

The Land Transport (Rail) Legislation Bill is set to enable the rail network to be funded through the NLTF with support of ongoing Crown funding. It also introduces track user charges.

Transport minister **Phil Twyford** says the plan is about supporting rail's role in the economy and reducing emissions.

"Passenger rail is also the key to unlocking gridlock in our largest cities and boosting productivity. The more people take the train, the more our roads are freed up for those who have to drive.

"Investment in rail is anticipated to more than double patronage in the Auckland metro network to more than 47 million trips a year by 2028.

"Building alternative transport options for people and freight is a vital part of achieving the Government's goal of net zero emissions by 2050. It also helps make our roads safer by reducing the numbers of cars and trucks on our roads," Twyford says.

Deputy prime minister and state-owned enterprises minister **Winston Peters** says the rail network is vital for New Zealand's growing freight demands which is expected to increase by 55% by 2042.

"We have already begun investing in a national freight rail network with over $1 billion funding in this year's Budget, $741 million of which is the first phase of restoring a reliable, resilient and safe freight and tourism network," Peters says.

KiwiRail chief executive **Greg Miller** says the draft plan is a "historic change in the way rail is treated in New Zealand".

"It reflects the growing role rail is playing in all markets it serves, including supporting big road freight operators nationally, which is consistent with trends overseas," Miller says.

"At the moment KiwiRail has to seek Crown funding on an annual basis to support required investment in the national rail network. This short-term funding approach is not suitable for long-life infrastructure assets.



"The new planning and funding model will address this by establishing a long-term programme of network investment through the National Land Transport Fund.

Not only does this approach treat road and rail equally, having a long-term strategy for planning and funding rail investment gives KiwiRail the certainty we need to make effective business decisions.

"With increasing freight volumes, growing road congestion and maintenance costs and the need to meet emission reduction targets, rail is a critical part of our transport system.

"The draft rail plan is about making sure that rail – whether it's freight or passenger services – is funded fairly and sustainably over the decades ahead. It's about making sure our network is up to standard, which for our customers means schedule integrity and reliability, and provides them the confidence to make greater use of rail," Miller says.

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Phil Twyford

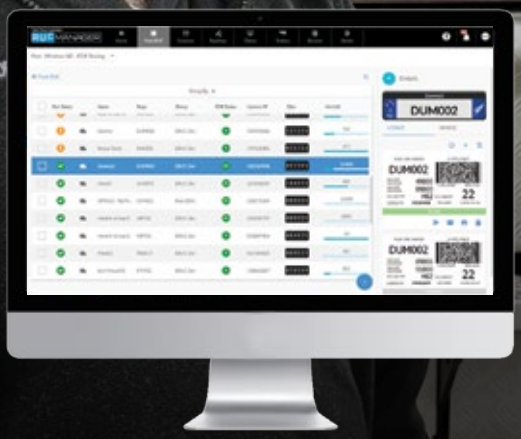


Winston Peters



Greg Miller

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Road users shouldn't fund rail, trucking industry says

Road Transport Forum chief executive **Nick Leggett** says there is a place for rail but is critical of the Government's plan to "siphon money out of the state purse for building and fixing roads and into the bottomless money pit that is rail".

"KiwiRail is a state-owned enterprise that is supposed to make its own way by making a profit.

"We think the NLTF should be ring-fenced for roads and other funding sources should be found for rail," Leggett says.

However, the trucking industry does see the merits of rail – especially as a form of public transport and easing congestion.

"Rail is important in cities, where it is electric and it can provide public transport to ease road congestion and reduce emissions.

"To continue to do that, public transport must be convenient, affordable and reliable.

"Outside the cities, New Zealanders rely on roads because there is no public transport and the distances travelled are too great for most people to walk or cycle. They use roads, and they pay for them.

"Rail's place in the regions needs to be considered with economics and facts, and without all the romanticism and emotion that seems to be associated with it when it comes to the freight tasks," Leggett says.

"We are sick of the rhetoric, double-standards, and of the Government demonising trucks.

"We are keen to look at better ways of funding both road and rail, but if it is to truly be a level playing field, rail needs to pay its way.

"Large parts of the rail network are very old and will need billions of dollars in new investment and we think that should come from Government borrowing, rather than the NLTF.

"That's of course, assuming the case for pouring those billions of taxpayer dollars into rail stacks up economically," he says.



Nick Leggett

Roading and rail projects urgent, business leaders say

Business leaders are also welcoming the Government's $6.8 billion commitment to transport infrastructure and say road and rail should now be a top priority.

The funding, announced by finance minister **Grant Robertson**, is the biggest lift in capital investment in more than 20 years.

Civil Contractors New Zealand chief executive **Peter Silcock** says the investment is "significant" and will help boost the economy and improve living standards.

"We need to get on with the job of overcoming our infrastructure deficit, so this announcement is very welcome. It's also a necessary move to save jobs which are on the line as major transport projects wind down."

Silcock says the lack of short to medium term work had been a major concern for the industry as jobs like Transmission Gully, the Waikato Expressway, and Kaikoura and Christchurch motorway projects are completed over the next year.

Shovel-ready projects are now needed and a wide range of transport projects put on the back burner over the past two years need to be brought forward, he says.

This includes Melling Link in Wellington's Hutt Valley, Tauranga's Northern Link which is "pretty much ready to go", Cambridge to Piarere and increased investment in safety improvements and State Highway maintenance.

"Contractors are people of action. There has been a lot of announcements and

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Peter Silcock



Alan McDonald



Kirk Hope



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talk but until funding is confirmed and planning approval granted construction work can't start. We really need projects we can start work on over the next year.

"We've seen a lot of transport projects stalling in the past two years, and some of the other work has been slow to come to the market – including safety improvements and investment in rail and road maintenance.

"We appreciate there has been a shift in vision and priorities, but the infrastructure work pipeline is a long-term thing that doesn't change overnight," Silcock says.

Employers and Manufacturers Association head of advocacy and strategy **Alan McDonald** is hoping the upper North Island region gets some attention through the funding.

The package will be in addition to what has already been allocated in the National Land Transport Plan (NLTP).

"Our understanding is that in some cases the funding may speed up projects in the NLTP or supplant already allocated funds. Where that happens the funding that is freed up from the NLTP will then be reallocated for other NLTP projects to further accelerate that pipeline," McDonald says.

"While details about which projects will receive the new funding are being held back, there are a number of public transport, rail and road projects across the upper North Island that are virtually ready to go and if brought forward will bring considerable benefits to businesses in the region," he says.

Business NZ chief executive **Kirk Hope** says he looks forward to seeing more project details from the investment.

"We need to make sure the projects can be executed, and that decisions are worked through Infrastructure Commission to ensure investments are strategic and contribute to New Zealand's growth in productivity.

"It will be important that capacity constraints don't restrict execution of essential short- and medium-term projects, and that the projects are strongly aligned with immigration and training policies," Hope says.



GOVT LOOKS TO SCRAP FUEL TAX IN ROAD FUNDING SHAKE-UP

Land transport funding in New Zealand is becoming "unsustainable" through current models and change is needed, leaders say.

Transport minister **Phil Twyford** and opposition transport spokesperson **Chris Bishop** both agree that ditching a fuel tax and introducing road user charges for all vehicles is the way forward.

The National Party recently unveiled its vision for such an idea in its pre-election discussion documents.

Motorists currently pay 66 cents per litre of petrol in tax which goes into the NLTF for land transport and roading projects.

"Fuel use is becoming a poor estimate of road use as vehicles become more modern and fuel-efficient," Bishop says.

"The common use of hybrid vehicles by taxi and ride sharing services effectively reduces the contribution these drivers make to road investment, while electric vehicle users currently pay no road user charges at all," he says.



Phil Twyford

Road user charges would be phased in over the "medium-to-long term" with the use of technology, according to the discussion documents.

Meanwhile, Twyford told *TransportTalk* he agrees with the idea and he welcomes the opposition's support on the initiative "to help provide certainty to drivers in the long-term".



Chris Bishop

"Funding our transport system is a problem we need to address in the future as people increasingly move to electric cars and other forms of transport," Twyford says.

"We know that other countries are grappling with the same problem and are looking for solutions.

"That's why I've asked the Ministry of Transport to do some initial work looking at replacing fuel excise with GPS-based road user charges which would be phased in over the long-term.

"This work is still at a very early stage and I have yet to receive any advice on the implementation and design of such a system.

"We are looking to support Kiwis buying vehicles that are better for the environment and cheaper to run through our clean car policies.

"They will result in a wide variety of cleaner cars, utes and vans being available and affordable for Kiwi families and businesses," Twyford says.

The Government's proposed clean car policy was first announced by associate transport minister **Julie Anne Genter** in July last year and will see the price of utes and SUVs go up.

The Toyota LandCruiser, for example, will be $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.

"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 policies are expected to save the country more than $3.4 billion in fuel and result in fuel savings of more than $6,800 over the lifetime of an average vehicle," Genter says.



Dr Patrick Carvalho

Congestion charging needed

A recent report by New Zealand Initiative research fellow **Dr Patrick Carvalho** says New Zealand's current transport system "falls far short" and funding is at the heart of the problem.

The report shows that without proper road user pricing, congestion is becoming "the new normal" in urban centres, costing the economy over a billion dollars every year.

New Zealand is among the top 10 countries for vehicle ownership per capita and without suitable policy action, road congestion is "all but certain to intensify".

Government forecasts also show that New Zealand's total vehicle kilometres travelled might increase by as much as 66% by 2040.

However, road user charges (RUCs) which already apply to diesel vehicles still fail to price congestion costs and this needs to change, Carvalho says.

"The solution requires the introduction of congestion charging, which charges drivers higher road user rates at peak times in overcrowded routes," he says.

The study says this will lead to benefits such as efficient use of roads; shorter, safer and more reliable trips; higher productivity and wages; a source of valuable information for future transport investments and financial incentives for other modes of transport (public buses, cycling, walking).

"Introducing congestion charges can encourage commuters to find trip alternatives, such as other travel times, routes and transport modes.

"That would reduce the overuse of road services at peak times. In return, to avoid congestion charges becoming 'just another tax', commuters should expect the government to commit to a revenue-neutral system - where every net dollar raised through congestion

Continued on page 15

Continued from page 14

charges would be offset by, say, a dollar less through property rate collection or lower fuel prices.
"Variable peak and off-peak rates are already part of our daily lives, from electricity bills and cinema tickets to hotel rates and public transport fares. Why should it be any different with car use?
"In a sense, we are already paying for congestion through hours wasted idling in traffic jams every week.
"Instead of Soviet-style rationing of road space by widespread queuing, congestion charges would harness the power of the markets to solve our daily, and costly, road bottlenecks," Carvalho says.

EROAD ready to deliver

New Zealand-based transport technology company EROAD is one company that is well placed to take advantage of any moves to introduce a wide-ranging RUC system.
The company is a pioneer of the technology which has so far collected NZ$2.5 billion for the New Zealand Transport Agency and delivered safety benefits to many commercial fleets.

Around 46% of heavy vehicle road user charges in New Zealand are now collected through EROAD.
"EROAD pioneered regulatory telematics through developing a technology platform that is reliable, accurate and easy to use," founder and chief executive **Steven Newman** says.
"Because of this, our global relationships with those researching or trialing road funding or safety regulations have continued to expand, and we have invested in scalable systems and processes that can deliver holistic solutions for any government wanting to achieve a safe, sustainable and productive transportation system," he says.



Steven Newman

EROAD says it's ready to assist with any road funding changes and noted they have already consulted with leaders in other countries considering such shifts.
Late last year the company spoke to industry and institutional specialists from over 50 countries about such systems at a convention in Las Vegas.
One advantage New Zealand has in developing and shifting to such a system is that it's a technology and software leader in the space, with companies such Teletrac Navman and Coretex also leading the way.

Singapore a success

Singapore has been charging for the use of road at peak hours since 1975, and continues to laud such work as a success with its 'Electronic Road Pricing', or ERP system.
The price of driving on a road rises when speeds drop below 45km/h on expressways, and 20km/h on arterial routes. However the system is actively managed to ensure at least 85% of motorists are travelling at speeds above the threshold.
A next-generation 'ERP2' system is coming, based on GPS rather than radio frequency tags, that will ensure drivers pay for the distance travelled on a road rather than just that they have used the road.

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DAIMLER TO MAKE DEALERSHIP CHANGES

Daimler Truck and Bus Australia Pacific will be working directly with New Zealand dealerships from April 1, 2020.

New staff will be appointed and will share their time between New Zealand and Australia, working directly with each dealership.

TransportTalk understands this will see an end to the current New Zealand-based senior management and marketing of the brand and has approached Daimler for more details.

The company is also making changes to the dealership network for the Mercedes-Benz and Freightliner brands and says more details will be revealed in the coming months.



Daniel Whitehead

The company says this will create a "more agile New Zealand model" to give customers and dealers a more direct line to Daimler Truck AG in Portland and Stuttgart through the Daimler Truck and Bus Australia Pacific operation.

"This is by far the best outcome for Mercedes-Benz and Freightliner customers in New Zealand," Daimler Truck and Bus Australia Pacific president and chief executive **Daniel Whitehead** says.

"The change we are announcing will allow us to provide the highest level of support for our customers and comprehensive dealership network for the long term in New Zealand.



"This is by far the best outcome for Mercedes-Benz and Freightliner customers in New Zealand"

"We already have the leading cab-over product in the market thanks to Mercedes-Benz Actros and we will soon introduce the most advanced conventional truck in the country, the Freightliner Cascadia.

"This is the best product line-up we have ever had," Whitehead says.



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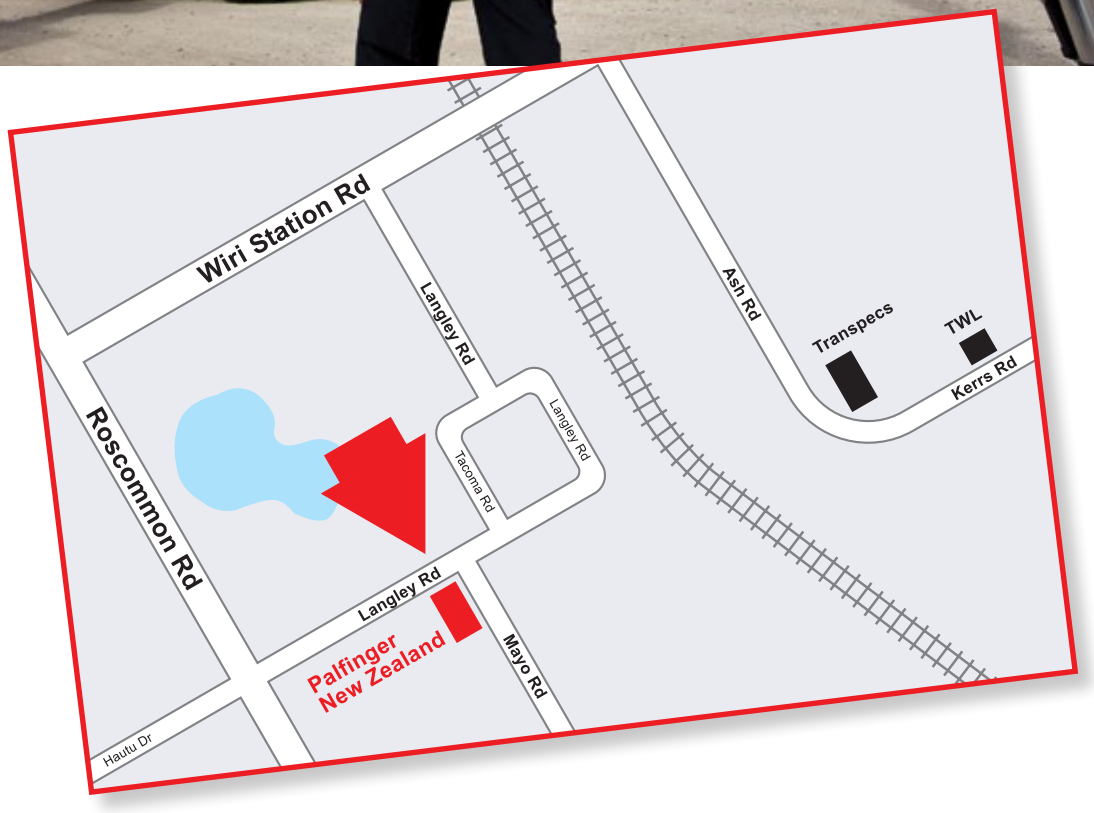
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LABOUR MARKET FLEXIBILITY CRITICAL TO INDUSTRY



Nick Leggett
Is the Road Transport Forum chief executive. He has had a distinguished career in local government, serving two terms as mayor of Porirua City from 2010, and was the youngest mayor in New Zealand. He was first elected to council in 1998 aged only 19.

The Road Transport Forum has joined with Business NZ to oppose the imposition of Fair Pay Agreements on our industry.

The *Designing a Fair Pay Agreements System Discussion Paper*, an initiative unashamedly designed to assist trade unions regain relevance, threatens to drag the road transport industry back to the bad old days before the 1991 Employment Contracts Act.

As RTF strongly points out in our submission, Fair Pay Agreements or national awards, as they were once called, will distort the labour market and create a number of undesirable outcomes within our industry.

Centralised wage fixing or any other form of labour market manipulation that pre-sets remuneration rates and working conditions does not fit with the varying demands of the New Zealand freight task. Drivers want choices about how and when they work, and the job itself can vary greatly across different companies carting different types of freight in different vehicles around different parts of the country.

Can you imagine the difficulty in settling pay relativities across our industry given these variations, not to mention taking into account different driver skill levels and experience? It is a recipe for endless pay disputes.

I also cannot see how Fair Pay Agreements and multi-employer collective agreements (MECAs), that our industry must soon begin negotiations over, will alleviate our current driver shortage. Advice I have received is that quite the opposite will occur.

We cannot afford to make the road freight industry less attractive to a younger generation of workers demanding greater flexibility to fit around family and personal lives. Many women, for example, enjoy working in the forestry sector because the hours mean they can start early and get home in time to pick the kids up after school.

The Fair Pay Agreements proposal and the imposition of MECAs on an ultra-efficient industry such as road transport is a sure recipe to impair the industry's productivity, disadvantage both company management and drivers, and ultimately slow our economy down.

I was pleased to hear the Government announce just prior to Christmas that it will finally make some sort of investment into transport infrastructure. According to finance minister **Grant Robertson** $6.8 billion will be spent across a variety of transport projects over the next four years. This of course is very welcome news after such a long period of inaction However, details of individual projects have yet to be released and going by the ongoing anti-road rhetoric from this Government it is hard to be too optimistic about what the road/rail mix will be.

It is also frustrating that we have had to wait until well into the third year of this Government's time in office before getting any indication of new roading projects to replace the scrapped Roads of National Significance programme. We are continually told that this Government is investing more in our roads than the last lot did but it's pretty hard to see evidence of it.

Even the $1.4 billion safety improvement programme seems to have got off to an extremely slow start.

When it comes to infrastructure investment, by far the biggest decision this Government is facing is what to do with the Ports of Auckland. The political debate has so far been dominated by New Zealand First and the Upper North Island Supply Chain Strategy, which both heavily favour expanding Northport's operations to take over from Auckland.

The politics, of course, is all about New Zealand First gaining votes in Northland.

However, from a logistics point of view we must hope that proper analysis of the economic cost of the move to Northport will provide Grant Robertson and the rest of Cabinet enough rationale to scrap the idea and look for a more suitable alternative.

Already released NZIER analysis, commissioned by Ports of Auckland, found that the initial $10 billion cost to move to Northport is really only the tip of a very large iceberg. Ongoing costs to the economy will include over $1.2b a year in reduced GDP nationally, fewer exports and less overall investment.

Moving the Ports of Auckland's commercial functions 150 kilometres north will also result in increased carbon emissions, somewhere in the region of 121,000 and 212,000 tonnes annually.

The fact is Northport doesn't make sense from an economic, logistics or environmental point of view. Let's hope we can soon get past the parochial politics of the debate and focus on an economically suitable long-term solution for our country's largest import port.

THE FISHY TAIL OF PORTS



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

While being kept busy with the need to respond to Minister **Genter's** Clean Car policies over the last few months, the MIA has also kept a warry eye on the antics of NZ First's review of the Ports of Auckland.

You all know the story, a couple of politicians want to grab extra votes so they commission a review into the feasibility of moving substantial parts of the Ports of Auckland operations to Northport under the guise of the Upper North Island Supply Chain study.

Curiously, the chair of the study group lives in Northland and has financial interest in the development of the Northland economy. Hardly a recipe to inspire confidence in reaching an unbiased analysis and set of recommendations.

The study, now completed and reported back to Government, is in my opinion a political solution for a political problem, otherwise known as old-fashioned pork barrel politics.

What is really galling is, if they think the study makes a compelling case, then the politicians and study team must think we, the public of New Zealand, are all really stupid.

Most recognise that at some point we may need to move the importation of vehicles from the Ports of Auckland to elsewhere. But I can tell you, the last place industry would think to move the main importation point to would be Northland.

Why would we move our freight further away from the golden triangle of Auckland, Hamilton and Tauranga.

We wouldn't. Freighting vehicles by rail and road from Northland south makes no economic sense, it makes no sense from a transport planning optimisation point of view and arguably makes no sense from a road safety point of view. Having trucks leave every three to five minutes from Whangarei to head south is not a good way to use the already choked state highway north of Auckland.

It would add costs to the movement of freight and goods, increase CO2 emissions and would not reduce road congestion in Auckland as trucks will still need to move through Auckland.

I repeat, if we need to change the importation point for the bulk of vehicles entering New Zealand, it will not be to northern most point of our geography.

The real question is do we need to move the importation point for vehicles at all.

It seems to me the study answered a question that has not been properly asked. Without a proper problem definition, it is not surprising that I am yet to see any real justification for the need to move. Not at this point in time anyway.

I do recognise a growing unease from Auckland residents about the port operations, but that is in my view a bit of "not in my back yard" rearguard whinging.

To be fair, at times perhaps industry has not been very mindful to keep our activities socially acceptable, the visual impact as the city crowds towards the port is not always pleasant. But that comes down to how we arrange our activities at the port.

I would rather see the Ports of Auckland redeveloped. My understanding is so would the Ports of Auckland.

When I viewed one of their proposals to build a multi-storey carpark, which would hide the cars on the wharf while they wait to be freighted away, I was impressed by the thoughtful approach the ports were considering. It is a useful interim step while we take time to properly consider the question of whether and when some port operations should be moved away from the Ports of Auckland.

I'm not alone in my heightened scepticism of the recommendations arising from the study. Infrastructure New Zealand has called for an independent and comprehensive better business case to be undertaken.

Not surprisingly, the Ports of Auckland have waded into the discussion and rightfully so. They commissioned NZIER to review what, if any, additionally costs would be faced by consumers in the Auckland area if goods destined for Auckland moved to ports further away from the region.

I'm not surprised at the findings of the NZIER study. Well perhaps I am, I think they slightly underestimate the costs per person per year that would be imposed on them



UTES ARE THE BIG GUNS





by **Ian Ferguson**

Survey many ute purchasers and you will find the deal had another $5000-6000 added on in accessories and upgrades to the standard ex-factory specification.

It's not that there is anything wrong with the standard vehicle, it's more about extending the capability to meet the job the vehicle is expected to do.

With so many ute models competing in the marketplace, brands need to be frugal on specifications to meet the vehicle price points consumers are prepared to pay.

So, this is where consumers adapt their ride to suit their personal applications for both work and leisure time.

It's debatable who really created the ute as we know it.

Both the US and Australia claim the variants - although they have come a long way from the factory modified automotive design and the basic light commercial vehicle to become the practical tool for the working week and Swiss Army knife for the weekend.

New Zealand is unique in that we have our innate number 8 mentality, from decades of making do with what you have.

In that time, utes have become a good drive too. That's another reason they are so popular.

Just as the American Mini truck has done in the US, the practical side of the motor vehicle has taken over to make this category the biggest selling in new and used markets.

In South Africa the Bakkie, as utes are called, are their models suiting their particularly harsh conditions.

In New Zealand and Australia, the vehicle models are globally sourced and fairly general, in anticipation of upgrades and accessories to make them meet our market demands.

Few utes would ever leave the dealership for delivery to a client without a towbar, with many serving both work and play roles in the weekly routine.

Hard lids or canopy are fitted to many, while soft tonneau tray covers are now less and less seen fitted as original equipment, making them a tick the box option when ordering the new ute.

The tray itself can have many options depending on what the purpose will be, whether that is soft duty for careful use or rugged lining for heavy duty use.

This makes utes a popular sale in dealerships as the added accessories often boost the profit on the sale to the point of making many a dealership profitable.

For the consumer, many accessories add value in making the vehicle more useful and assist the sale at end of life with that owner.

This is a unique feature to utes as the humble car is not so versatile and there would be hundreds if not thousands all exactly the same.

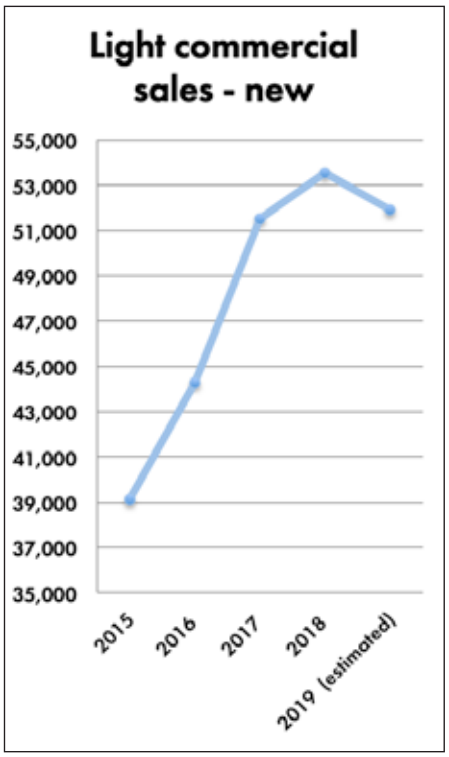
New Zealand is unique in that we have our innate number 8 mentality, from decades of making do with what you have.

Many of the accessories started life as a clever idea that only needed some refinement.

When near perfect the product sales often get to a volume where they need to be supplied by larger factories and in many cases become an imported item.

Some products are exceedingly logical and evolve to get better with every generation and we find New Zealand supplies Australia with towbars, canopies, hard lids and on and on.

We have some very good products and suppliers in New Zealand, and we will be bringing you these brands as we voyage through the year.



Commercial sales appear to have peaked. That makes value-added accessories even more important



RVE Special Leather

WHETHER FOR LEATHER

A popular upgrade accessory is the tailored fitting of leather seating to automotive interiors.

It's not just any leather for this rough and tumble role, where temperatures can exceed 80 degrees centigrade and ultraviolet rays are magnified by the vehicles glass area.

Add to this the wear and tear experienced in a day's work sliding in and out, dropping tools and equipment on seats or the wet and muck of bad weather days.

Where fabric struggles to clean up after the hard days, leather can be wiped down and even rejuvenated.

Automotive quality leather is fit for purpose.

As a raw material leather is not a cheap one.

The processes from hides to workable material are many and difficult, to supply the best quality consistently.

The utilisation of the leather has computer programmes plotting the cutting for the least waste as offcuts lying on the floor are profit lost.

Leather feels quality, the fit and finish make the final leather product look the part but also provide a long service life.

To make a bespoke one-off leather seating for any vehicle is laborious and labour-intensive exercise.

To make multiple copies builds in cost effectiveness and quality when done properly.

One company that has mastered the business of volume retrospective installation of leather to many vehicle models is Auckland based RVE.

Nearly 50 years after the founding by patriarch **Vic Stanners**, his sons **Dave**, **Jim** and **Mark** lead a team supplying the motor industry and dealers with ute upgrades, respected for the high quality of workmanship and customer experience.

The entry was always leather but now a whole host of products are available, some from alliances around the world, building on this specialist industry.

RVE has shown how interwoven they are with the motor industry, when they were commissioned to supply Holden NZ with the concept ROX Colorado that debuted at 2019 Fieldays New Zealand's premier agricultural event.

From this have spun off some inspired variants and opened up many new product opportunities for the RVE range and for the industry to profit from.

Driving dreams has become RVE's call sign as they navigate the aftermarket

Continued on page 23



by **Ian Ferguson**



Monza RVE in Ranger

Continued from page 21

waves.
Mark Stanners has been lead for design and development working with dealers and motor companies to create the innovative ideas that turn into profits.
Much of the passion for the RVE products comes from the evolution of the business but attention to detail is never in short supply.
Every new model vehicle is considered, and design options are identified.
There are four options available for leather seating designs, starting with RVE Special leather from $2450 retail up to the designer series which includes Standard Seat Shape, the Gull Wing upgrade and the recently added Monza upgrade.
All the latter are price on application.
RVE Special is a basic OEM specification leather in black, with perforated leather inserts brought together with grey stitching.
This price conscious product is intended to give every dealer the opportunity to add leather to the options list to perhaps make a distinctive point of difference to assist selling "sticky" models or creating the dealer's own special edition.
Smart dealers may offer leather in their suite of accessories as RVE have very realistic supply lines and timing.
For attractiveness and versatility leather is the penultimate product and no longer dogged with lengthy build delays of old.

Much of the passion for the RVE products comes from the evolution of the business but attention to detail is never in short supply.

These days the leather installation can happen during the pre-delivery cycle where fitting happens when the fresh licence plates go on.

Dealer tip:

Here is an upgrade option that can cost $2500 to possibly $5000 on full-blown designs.
Consider the margin possible and look at vehicles that could do with a lift in features or perhaps smell not so good.
A window card showing the option on every vehicle may bring only a handful of orders but GP is good. Right?
Build that supplier relationship so this becomes second nature and you will reap greater returns.
There will be new products on offer and specials to take advantage of.
Don't discount. Value add. Every customer is good and better if they return.

Consumer tip:

Leather lifts the value of your purchase.
You benefit from the comfort and ease of use for the whole time you own that car.
Consider optional seat heaters.
These are very popular with passengers, while the driver has plenty to do at the wheel.
Make sure you use the care and rejuvenation pack which should come with every quality leather installation.
And ... it will assist with the selling on of the vehicle at end of life, with you.
To find out more about leather go to:
www.tocometoyousoon.comic

New Vehicles



NEW TRUCKS & BUSSES MAKES YEAR-TO-DATE

MAKE	YTD '19	YTD '18	Movement	% Change	% of Market
ISUZU	1297	1240		4.6	20.7
FUSO	821	865		-5.1	13.1
HINO	712	707		0.7	11.4
MERCEDES-BENZ	544	528		3.0	8.7
IVECO	321	270	Up 5	18.9	5.1
VOLVO	306	299	Up 1	2.3	4.9
FIAT	275	464	Down 2	-40.7	4.4
KENWORTH	266	310	Down 2	-14.2	4.3
UD TRUCKS	260	271		-4.1	4.2
SCANIA	254	240	Up 1	5.8	4.1
DAF	239	279	Up 3	-14.3	3.8
MAN	136	189		-28.0	2.2
FORD	107	88	Up 3	21.6	1.7
SINOTRUK	107	37	Up 6	189.2	1.7
FOTON	89	55	Up 4	61.8	1.4
ALEXANDER DENNIS	63	150	Down 2	-58.0	1.0
MACK	60	65	Up 1	-7.7	1.0
VOLKSWAGEN	60	16	Up 11	275.0	1.0
FREIGHTLINER	54	74	Down 2	-27.0	0.9
HYUNDAI	43	24	Up 2	79.2	0.7
FACTORY BUILT	31	184	Down 8	-83.2	0.5
CHEVROLET	30	21	Up 4	42.9	0.5
INTERNATIONAL	27	24		12.5	0.4
PEUGEOT	27	19	Up 2	42.1	0.4
RENAULT	24	16	Up 3	50.0	0.4
LDV	21	28	Down 5	-25.0	0.3
LIEBHERR	14	9	Up 5	55.6	0.2
WESTERN STAR	14	22	Down 3	-36.4	0.2
RAM	6	23	Down 5	-73.9	0.1
GROVE	5	2	Up 9	150.0	0.1
SUNLONG	5	7	Up 2	-28.6	0.1
TOYOTA	5	12	Down 2	-58.3	0.1
BCI	4	108	Down 18	-96.3	0.1
MITSUBISHI	4			0.0	0.1
CAMC	3	2	Up 3	50.0	0.0
HIGER	3	1	Up 7	200.0	0.0
ZHONGTONG	3	2	Up 5	50.0	0.0
DODGE	2			0.0	0.0
JAC	2	2	Up 1	0.0	0.0
OPTARE	2	3	DOWN 3	-33.3	0.0
TIDD	2	1	UP 5	100.0	0.0
DAIHATSU	1			0.0	0.0
KING LONG	1	4	DOWN 8	-75.0	0.0
NISSAN	1	1	UP 1	0.0	0.0
TADANO	1			0.0	0.0
TEREX	1	2	DOWN 5	-50.0	0.0
YUTONG		12		-100.0	0.0
YOUNGMAN		7		-100.0	0.0
MOBILE MACHINE		3		-100.0	0.0
Total	6253	6686		-6.5	100.0

NEW COMMERCIAL MAKES YEAR-TO-DATE

MAKE	YTD '19	YTD '18	Movement	% Change	% of Market
FORD	10674	11061		-3.5	21.1
TOYOTA	9673	10924		-11.5	19.2
MITSUBISHI	5335	4725		12.9	10.6
HOLDEN	4825	4677		3.2	9.6
NISSAN	3320	3673		-9.6	6.6
ISUZU	3100	3517		-11.9	6.1
MAZDA	2330	2076		12.2	4.6
MERCEDES-BENZ	1420	1432	Up 2	-0.8	2.8
VOLKSWAGEN	1343	1875		-28.4	2.7
LDV	1271	1918	Down 2	-33.7	2.5
HYUNDAI	960	758	2	26.6	1.9
FUSO	818	868		-5.8	1.6
FIAT	753	1101	Down 2	-31.6	1.5
HINO	712	707		0.7	1.4
SSANGYONG	463	391	Up 1	18.4	0.9
GREAT WALL	410	257	Up 6	59.5	0.8
IVECO	348	296	Up 2	17.6	0.7
VOLVO	306	299		2.3	0.6
RENAULT	270	247	Up 4	9.3	0.5
KENWORTH	266	310	Down 3	-14.2	0.5
UD TRUCKS	260	271		-4.1	0.5
SCANIA	254	240	Up 2	5.8	0.5
DAF	239	279	Down 3	-14.3	0.5
FOTON	205	456	Down 9	-55.0	0.4
RAM	152	44	Up 9	245.5	0.3
MAN	136	189	Down 1	-28.0	0.3
SINOTRUK	107	37	Up 8	189.2	0.2
MAHINDRA	95	98	Up 1	-3.1	0.2
ALEXANDER DENNIS	63	150	Down 2	-58.0	0.1
MACK	60	65	Up 2	-7.7	0.1
PEUGEOT	56	60	Up 2	-6.7	0.1
FREIGHTLINER	54	74	Down 1	-27.0	0.1
FACTORY BUILT	32	185	Down 7	-82.7	0.1
CHEVROLET	30	21	Up 4	42.9	0.1
INTERNATIONAL	27	24	Up 1	12.5	0.1
ELDDIS	25	8	Up 5	212.5	0.0
LIEBHERR	14	9	Up 3	55.6	0.0
SUZUKI	14	49	Down 5	-71.4	0.0
WESTERN STAR	14	22	Down 2	-36.4	0.0
JAGUAR	6	2	UP 9	200.0	0.0
GROVE	5	2	UP 6	150.0	0.0
SUNLONG	5	7	DOWN 1	-28.6	0.0
BCI	4	108	DOWN 16	-96.3	0.0
CADILLAC	3	1	UP 8	200.0	0.0
CAMC	3	2	UP 1	50.0	0.0
HIGER	3	1	UP 9	200.0	0.0
ZHONGTONG	3	2	UP 4	50.0	0.0
CITROEN	2	4	DOWN 5	-50.0	0.0
DODGE	2			0.0	0.0
JAC	2	2	DOWN 2	0.0	0.0
OPTARE	2	3	DOWN 6	-33.3	0.0
TIDD	2	1	UP 3	100.0	0.0
DAIHATSU	1			0.0	0.0
KING LONG	1	4	DOWN 8	-75.0	0.0
LVV	1			0.0	0.0
TADANO	1	1		0.0	0.0
TEREX	1	2	DOWN 5	-50.0	0.0
YUTONG		12		-100.0	0.0
YOUNGMAN		7		-100.0	0.0
VAUXHALL		1		-100.0	0.0
Total	50481	53555		-5.7	100.0

USED COMMERCIAL MAKES YEAR-TO-DATE

MAKE	YTD '19	YTD '18	Movement	% Change	% of Market
TOYOTA	5050	5397		-6.4	44.8
NISSAN	2579	2533		1.8	22.9
ISUZU	519	669	↑ Up 1	-22.4	4.6
MAZDA	518	723	↓ Down 1	-28.4	4.6
FORD	495	509		-2.8	4.4
HINO	422	404	↑ Up 1	4.5	3.7
MITSUBISHI	362	422	↓ Down 1	-14.2	3.2
FIAT	267	268		-0.4	2.4
HOLDEN	176	220		-20.0	1.6
CHEVROLET	164	214		-23.4	1.5
VOLKSWAGEN	110	66	↑ Up 3	66.7	1.0
SUZUKI	66	77		-14.3	0.6
DODGE	54	69		-21.7	0.5
MERCEDES-BENZ	49	79	↓ Down 3	-38.0	0.4
GMC	41	59	↑ Up 1	-30.5	0.4
DAIHATSU	38	62	↓ Down 1	-38.7	0.3
FUSO	37	45		-17.8	0.3
VOLVO	33	21	↑ Up 5	57.1	0.3
RENAULT	32	27		18.5	0.3
KENWORTH	30	22	↑ Up 2	36.4	0.3
HYUNDAI	27	13	↑ Up 8	107.7	0.2
IVECO	24	35	↓ Down 4	-31.4	0.2
DAF	23	25	↓ Down 3	-8.0	0.2
UD TRUCKS	22	9	↑ Up 7	144.4	0.2
PEUGEOT	15	25	↓ Down 4	-40.0	0.1
LAND ROVER	14	19	↓ Down 1	-26.3	0.1
CITROEN	13	17	↓ Down 1	-23.5	0.1
SCANIA	13	17		-23.5	0.1
GREAT WALL	11	19	↓ Down 5	-42.1	0.1
FACTORY BUILT	9	17	↓ Down 3	-47.1	0.1
MAN	9	6	↑ Up 3	50.0	0.1
HONDA	7	8		-12.5	0.1
SUBARU	7	11	↓ Down 3	-36.4	0.1
WESTERN STAR	7	3	↑ Up 7	133.3	0.1
CATERPILLAR	5	2	↑ Up 8	150.0	0.0
SSANGYONG	5	3	↑ Up 4	66.7	0.0
FREIGHTLINER	3	4	↓ Down 1	-25.0	0.0
LDV	3	2	↑ Up 8	50.0	0.0
ALEXANDER DENNIS	2	3	↓ Down 1	-33.3	0.0
AM GENERAL	2	2	↑ Up 2	0.0	0.0
DENNIS	2				0.0
HUMMER	2				0.0
MACK	2		↑ Up 17		0.0
TEREX	2	4	↓ Down 7	-50.0	0.0
AMC	1				0.0
CHRYSLER	1		↑ Up 19		0.0
CUSTOMBUILT	1		↑ Up 14		0.0
DAIMLER	1				0.0
FRANNA	1	1	↑ UP 4	0.0	0.0
GROVE	1	3	↓ Down 11	-66.7	0.0
JEEP	1				0.0
LINCOLN	1				0.0
TADANO	1		↑ UP 10		0.0
VAUXHALL	1	8	↓ Down 21	-87.5	0.0
INTERNATIONAL		5		-100.0	0.0
FOTON		2		-100.0	0.0
KIA		2		-100.0	0.0
LIEBHERR		2		-100.0	0.0
MAHINDRA		2		-100.0	0.0
MOBILE MACHINE		2		-100.0	0.0
OSHKOSH		2		-100.0	0.0
AUSTIN		1		-100.0	0.0
BCI		1		-100.0	0.0
KATO		1		-100.0	0.0
OPEL		1		-100.0	0.0
RAM		1		-100.0	0.0
SKODA		1		-100.0	0.0
TALBOT		1		-100.0	0.0
WILLYS		1		-100.0	0.0
Total	11281	12167		-7.3	100.0



USED TRUCKS & BUSSES MAKE YEAR-TO-DATE

MAKE	YTD '19	YTD '18	Movement	% Change	% of Market
TOYOTA	471	432	↑ Up 1	9.0	21.2
ISUZU	464	478	↓ Down 1	-2.9	20.9
HINO	422	404		4.5	19.0
MITSUBISHI	231	227		1.8	10.4
NISSAN	215	192		12.0	9.7
MAZDA	48	52		-7.7	2.2
FIAT	45	40	↑ Up 2	12.5	2.0
FORD	44	34	↑ Up 2	29.4	2.0
FUSO	37	45	↓ Down 1	-17.8	1.7
VOLVO	33	21	↑ Up 4	57.1	1.5
KENWORTH	30	22	↑ Up 2	36.4	1.4
MERCEDES-BENZ	27	50	↓ Down 5	-46.0	1.2
DAF	23	25	↓ Down 1	-8.0	1.0
IVECO	22	29	↓ Down 3	-24.1	1.0
UD TRUCKS	22	9	↑ Up 5	144.4	1.0
SCANIA	13	17	↓ Down 1	-23.5	0.6
FACTORY BUILT	9	15	↓ Down 1	-40.0	0.4
MAN	9	6	↑ Up 4	50.0	0.4
CHEVROLET	8	11	↓ Down 1	-27.3	0.4
WESTERN STAR	7	3	↑ Up 9	133.3	0.3
GMC	6	14	↓ Down 4	-57.1	0.3
CATERPILLAR	5	2	↑ Up 8	150.0	0.2
RENAULT	5	7	↓ Down 2	-28.6	0.2
FREIGHTLINER	3	4	↓ Down 1	-25.0	0.1
VOLKSWAGEN	3	3	↑ Up 3	0.0	0.1
ALEXANDER DENNIS	2	3		-33.3	0.1
DENNIS	2				0.1
DODGE	2	9	↓ Down 9	-77.8	0.1
HYUNDAI	2				0.1
MACK	2				0.1
TEREX	2	4	↓ Down 6	-50.0	0.1
AM GENERAL	1				0.0
CUSTOMBUILT	1				0.0
FRANNA	1	1	↑ Up 4	0.0	0.0
GROVE	1	3	↓ Down 8	-66.7	0.0
TADANO	1				0.0
INTERNATIONAL		4		-100.0	0.0
CITROEN		2		-100.0	0.0
LAND ROVER		2		-100.0	0.0
LIEBHERR		2		-100.0	0.0
MOBILE MACHINE		2		-100.0	0.0
OSHKOSH		2		-100.0	0.0
PEUGEOT		2		-100.0	0.0
BCI		1		-100.0	0.0
KATO		1		-100.0	0.0
RAM		1		-100.0	0.0
Total	2219	2281		-2.7	100.0



REGISTRATIONS SHOW 'STEADY BUT SLIGHTLY WEAKER MARKET'

A total of 8472 new and used commercial vehicle registrations were recorded in 2019, down 5.8% (495 units) compared to the previous year.

The month of December also saw a second consecutive drop with new commercial registrations down 1.8% year-on-year and used registrations down 11.2% year-on-year.

A total of 6253 new trucks, buses and commercial vehicles were registered in 2019 compared to 6686 in 2018.

In used commercials, there was a total of 2219 registrations for the year compared to 2281 in 2018.

Isuzu led the market in December for new commercial registrations with 109 units registered and a 28.9% market share. This was up 14.7% compared to the 95 units registered in the same period in 2018.

Hino came in second spot for the month, up 5.4% with 39 units registered and a 10.3% market share.

Mercedes-Benz is third, up 2.9% with 35 units registered and a 9.3% market share.

Fuso follows, down 6.1% with 31 units registered, **UD Trucks** up 5% (21), **Iveco** down 13.6% (19), **Scania** up 555.3% (19), **DAF** up 30% (13), **Fiat** down 71.7% (13) and **Kenworth** up 37.5% (11).

Isuzu Trucks general manager **Dave Ballantyne** says the brand was "extremely happy" to finish 2019 in the number one position for the 20th consecutive year.

"I certainly acknowledge and thank all of our customers from single truck owners to the major fleets who have supported **Isuzu** trucks over

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NEW HEAVY TRUCKS : Over 23,001kg

MAKE	DEC '19	DEC '18	% Change	% of Market	YTD '19	YTD '18
ISUZU	24	27	-11.1	18.9	347	392
SCANIA	19	1	1800.0	15.0	216	147
DAF	12	10	20.0	9.4	224	272
KENWORTH	11	8	37.5	8.7	266	310
MERCEDES-BENZ	11	14	-21.4	8.7	156	120
UD TRUCKS	11	11	0.0	8.7	141	143
HINO	8	10	-20.0	6.3	222	257
SINOTRUK	7	2	250.0	5.5	95	32
VOLVO	6	5	20.0	4.7	294	273
FREIGHTLINER	4	5	-20.0	3.1	54	74
OTHER	14	23	-39.1	11.0	481	513
TOTAL	127	116	9.5	100.0	2496	2533

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

MAKE	DEC '19	DEC '18	% Change	% of Market	YTD '19	YTD '18
ISUZU	54	38	42.1	33.8	483	448
MERCEDES-BENZ	19	16	18.8	11.9	314	346
FUSO	17	7	142.9	10.6	429	420
HINO	16	15	6.7	10.0	237	234
FIAT	13	46	-71.7	8.1	275	464
IVECO	13	13	0.0	8.1	170	135
VOLKSWAGEN	8	1	700.0	5.0	55	12
OTHER	20	28	-28.6	12.5	274	227
TOTAL	160	164	-2.4	100.0	2237	2286

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

MAKE	DEC '19	DEC '18	% Change	% of Market	YTD '19	YTD '18
ISUZU	30	27	11.1	40.0	435	357
HINO	15	12	25.0	20.0	253	216
FUSO	11	11	0.0	14.7	184	189
UD TRUCKS	10	8	25.0	13.3	117	126
MAN	3	0	0.0	4.0	11	21
OTHER	6	12	-50.0	8.0	148	124
TOTAL	75	70	7.1	100.0	1148	1033

NEW BUSES : Over 3,500kg

MAKE	DEC '19	DEC '18	% Change	% of Market	YTD '19	YTD '18
FORD	6	1	500.0	40.0	77	68
MERCEDES-BENZ	4	0	0.0	26.7	46	35
LDV	3	0	0.0	20.0	3	0
FACTORY BUILT	1	0	0.0	6.7	24	169
OTHER	1	33	-97.0	6.7	222	562
TOTAL	15	34	-55.9	100.0	372	834
TOTAL	33	48	-31.3	100.0	357	800





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the past two decades.
"I also want to acknowledge our master truck dealer network and our authorized service centre partners for their efforts and hard work in achieving this result.
"I firmly believe that we have one of the most comprehensive and committed dealer networks in the country and they have been crucial in the success of **Isuzu** trucks in NZ over many years," Ballantyne says
"Next year will be interesting going into an election, and I don't see the market getting any easier.
"Our overall goal though is to keep the momentum going as a collaborative approach between Isuzu Japan, our dealer network and **Isuzu** NZ to support our customers," he says.
Total used imported truck and bus registrations were down 11.2% year-on-year with 143 registrations in December compared to 161 in the same period the previous year.
Toyota lead the used commercial import market for the month with 31 units registered and a 21.7% market share. This was up 47.6% compared to the 21 units registered in the same period the previous year.
Isuzu comes second, down 16.7% year-on-year with 30 units registered and a 21% market share.
Hino is third, down 39.4% with 20 units registered and a 14% market share.
Mitsubishi follows, down 20.8% year-on-year with 19 units, **Nissan** down 42.1% (11), **Fiat** up 200% (9), **Kenworth** up 100% (6), DAF up 300% (4), **Mercedes-Benz** unchanged (2) and Volvo up 100% (2).
The new heavy vehicle segment over 23,000kg GVM was up 9.5% year-on-year with a total of 127 units registered in December. This compares to 116 in the same period the previous year.
Registrations in this segment were down 1.4% for the year with a total of 2496 registrations in 2019 compared to 2533 the previous year.
Isuzu leads the segment for the month, down 11.1% with 24 units registered and a 18.9% market share.
Scania is second, up 1800% with 19 units registered and a 15% market share.
DAF is third, up 20% with 12 registered and a 9.4% market share.
Kenworth follows, up 37.5% with 11 units, **Mercedes-Benz** down 21.4% (11), **UD Trucks** unchanged (11), **Hino** down 20% (8), **Sinotruk** up 250% (7), **Volvo** up 20% (6) and **Freightliner** down 20% (4).
The new medium truck segment between 9000kg and 23,000kg **GVM** was up 7.1% with 75 units registered in December compared to 70 in the same period the previous month.
Registrations in this segment were down 10% for the year with a total of 1148 registrations in 2019 compared to 1033 the previous year.
Isuzu takes the top spot in December, up 11.1% with 30 units registered and a 40% market share.
Hino comes in second, up 25% with 15 registered and a 20% market share.
Fuso is third, unchanged with 11 registered and a 14.7% market share.
UD Trucks follows, up 25% with 10 registered and **MAN** with 3.

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NEW TRUCKS & BUSES MAKES : Over 3,500kg

MAKE	DEC '19	DEC '18	% Change	% of Market	YTD '19	YTD '18
ISUZU	109	95	14.7	28.9	1297	1240
HINO	39	37	5.4	10.3	712	707
MERCEDES-BENZ	35	34	2.9	9.3	544	528
FUSO	31	33	-6.1	8.2	821	865
UD TRUCKS	21	20	5.0	5.6	260	271
IVECO	19	22	-13.6	5.0	321	270
SCANIA	19	3	533.3	5.0	254	240
DAF	13	10	30.0	3.4	239	279
FIAT	13	46	-71.7	3.4	275	464
KENWORTH	11	8	37.5	2.9	266	310
Other	67	76	-11.8	17.8	1264	1512
TOTAL	377	384	-1.8	100.0	6253	6686

NEW LIGHT COMMERCIAL MAKES : Under 3,500kg

MAKE	DEC '19	DEC '18	% Change	% of Market	YTD '19	YTD 18
TOYOTA	677	725	-6.6	22.6	9673	10924
FORD	549	647	-15.1	18.3	10674	11061
MITSUBISHI	338	405	-16.5	11.3	5335	4273
HOLDEN	273	240	13.8	9.1	4825	4677
ISUZU	213	199	7.0	7.1	3100	3517
NISSAN	205	240	-14.6	6.8	3320	3871
MAZDA	130	116	12.1	4.3	2130	2076
MERCEDES-BENZ	91	188	-51.6	3.0	1420	1432
HYUNDAI	82	71	15.5	2.7	960	758
LDV	71	106	-33.0	2.4	1271	1918
Other	372	533	-30.2	12.4	7773	9048
Total	3001	3470	-13.5	100.0	50481	53555



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The new light commercial segment between 3500kg and 9000kg **GVM** featuring trucks, vans and buses was down 2.4% with 160 units registered in December compared to 164 in the same period the previous year.
Registrations in this segment were down 2.1% for the year with a total of 2237 registrations in 2019 compared to 2286 the previous year.
Isuzu leads the segment for the month, up 42.1% with 54 units registered and a 33.8% market share.
Mercedes-Benz follows, up 18.8% with 19 registered and an 11.9% market share.
Fuso is third, up 142.9% with 17 registered and a 10.6% market share.
Hino follows, up 6.7% with 16 registered, **Fiat** down 71.7% (13), **Iveco** unchanged (13) and **Volkswagen** up 700% (8).
Registrations for new commercials (under 3500kg) were down 13.5% with 3001 units registered in December. This compares to 3470 in the same period the previous year.
Registrations in this segment were down 6% for the year with a total of 50481 registrations in 2019 compared to 53555 the previous year.
Toyota takes the top spot, down 6.6% with 677 units registered and a 22.6% market share.
Ford is second, down 15.1% with 549 units registered and a 18.3% market share.
Mitsubishi is third, down 16.5% with 338 units registered and an 11.3% market share.
Holden follows, up 13.8%

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USED HEAVY TRUCKS : Over 23,001kg

MAKE	DEC '19	DEC '18	% Change	% of Market	YTD '19	YTD '18
KENWORTH	6	3	100.0	42.9	30	22
MERCEDES-BENZ	2	0	0.0	14.3	7	7
HINO	1	1	0.0	7.1	23	14
OTHER	5	6	-16.7	35.7	106	98
TOTAL	14	10	40.0	100.0	166	141

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

MAKE	DEC '19	DEC '18	% Change	% of Market	YTD '19	YTD '18
HINO	4	5	-20.0	50.0	41	57
DAF	1	0	0.0	12.5	12	17
ISUZU	1	1	0.0	12.5	33	52
OTHER	2	7	-71.4	25.0	60	67
TOTAL	8	13	-38.5	100.0	146	193

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

MAKE	DEC '19	DEC '18	% Change	% of Market	YTD '19	YTD '18
TOYOTA	31	19	63.2	26.3	462	419
ISUZU	28	34	-17.6	23.7	421	510
MITSUBISHI	19	22	-13.6	16.1	204	204
HINO	14	24	-41.7	11.9	352	319
NISSAN	10	19	-47.4	8.5	194	167
FIAT	9	3	200.0	7.6	45	40
DAF	3	0	0.0	2.5	8	4
OTHER	4	7	-42.9	3.4	145	192
TOTAL	118	128	-7.8	100.0	1831	1855

USED TRUCKS & BUSES MAKES : Over 3,500kg

MAKE	DEC '19	DEC '18	% Change	% of Market	YTD '19	YTD '18
TOYOTA	31	21	47.6	21.7	471	432
ISUZU	30	36	-16.7	21.0	464	578
HINO	20	33	-39.4	14.0	422	404
MITSUBISHI	19	24	-20.8	13.3	231	227
NISSAN	11	19	-42.1	7.7	215	192
FIAT	9	3	200.0	6.3	45	40
KENWORTH	6	3	100.0	4.2	30	22
DAF	4	1	300.0	2.8	23	25
MERCEDES-BENZ	2	2	0.0	1.4	27	50
VOLVO	2	1	100.0	1.4	33	21
Other	9	18	-50.0	6.3	258	290
TOTAL	143	161	-11.2	100.0	2219	2281

USED BUSES : Over 3,500kg

MAKE	DEC '19	DEC '18	% Change	% of Market	YTD '19	YTD '18
ALEXANDER DENNIS	1	0	0.0	33.3	2	3
HINO	1	3	-66.7	33.3	6	14
OTHER	1	7	-85.7	33.3	68	75
TOTAL	3	10	-70.0	100.0	76	92

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with 273 units, **Isuzu** up 7% (213), **Nissan** down 14.6% (205), **Mazda** up 12.1% (130), **Mercedes-Benz** down 51.6% (91), **Hyundai** up 15.5% (82) and LDV down 33%

Overall, New Zealand vehicle registrations were down 4.3% (7007 units) year-on-year in 2019 – the first annual drop in 10 years.

A total of 154,763 new vehicles hit the roads in 2019 compared to 161,770 in 2018.

Sales of utes ended the year in a pattern of decline after starting 2019 in a strong position and this drop was evident in the last quarter.

Motor Industry Association chief executive **David Crawford** says the overall drop in vehicle registrations was "as expected".

"It is the first time since 2009, the height of the global financial crisis, that we have seen a year-on-year drop in new vehicle registrations and comes after five consecutive record years (2014 to 2018)."



In ute sales for the year, the **Ford Ranger** was out in front for the year with 19% market share (9485 units) followed by the **Toyota Hilux** with 14% share (7126 units) and the **Mitsubishi Triton** in third with 11% share (5319 units).

The used heavy truck segment over 23,000kg **GVM** was up 40% year-on-year with 14 units registered in December.

Registrations in this segment were up 17.7% for the year with a total of 166 registrations in 2019 compared to 141 the previous year.

Used light commercials between 3500kg and 9000kg **GVM** were down 7.8% year-on-year with 118 units registered in December.

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Registrations in this segment were down 1.2% for the year with a total of 1831 registrations in 2019 compared to 1855 the previous year.

Toyota lead for the month, up 63.2% (31), **Isuzu** down 17.6% (28), **Mitsubishi** down 13.6% (19), **Hino** down 41.7% (14), **Nissan** down 47.4% (10), **Fiat** up 200% (9) and **DAF** (3).

USED LIGHT COMMERCIAL MAKES : Under 3,500kg

MAKE	DEC '19	DEC '18	% Change	% of Market	YTD '19	YTD 18
TOYOTA	337	349	-3.4	38.0	5050	4920
NISSAN	184	169	8.9	20.7	2579	2293
FIAT	85	28	203.6	9.6	267	221
FORD	64	48	33.3	7.2	495	470
ISUZU	33	45	-26.7	3.7	519	611
MITSUBISHI	30	36	-16.7	3.4	362	388
MAZDA	29	39	-25.6	3.3	518	658
CHEVROLET	23	20	15.0	2.6	164	199
HINO	20	33	-39.4	2.3	422	380
HOLDEN	13	19	-31.6	1.5	176	201
Other	69	63	9.5	7.8	729	744
Total	887	849	4.5	100.0	11281	11085

USED TRACTOR REGISTRATIONS

MAKE	DEC '19	DEC '18	% Change	% of Market	YTD '19	YTD '18
JOHN DEERE	9	14	-35.7	18.0	84	144
CASE	5	4	25.0	10.0	36	39
MASSEY	8	12	-33.3	16.0	58	97
NEW HOLLAND	3	7	-57.1	6.0	41	68
TRACTOR	3	3	0.0	6.0	27	41
OTHER	22	40	-45.0	44.0	285	331
TOTAL	50	80	-37.5	100.0	531	720
TOTAL	68	67	1.5	100.0	481	640

NEW TRACTOR REGISTRATIONS

MAKE	DEC '19	DEC '18	% Change	% of Market	YTD '19	YTD '18
JOHN DEERE	57	51	11.8	40.4	668	934
KUBOTA	14	13	7.7	9.9	174	167
NEW HOLLAND	12	19	-36.8	8.5	224	228
TRACTOR	11	6	83.3	7.8	115	80
MASSEY FERGUSON	9	21	-57.1	6.4	246	272
CASE IH	7	17	-58.8	5.0	188	194
CLAAS	7	8	-12.5	5.0	96	115
FENDT	7	2	250.0	5.0	159	167
DEUTZ-FAHR	4	15	-73.3	2.8	95	118
OTHER	13	12	8.3	9.2	215	241
TOTAL	141	164	-14.0	100.0	2180	2516

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RAM TRUCKS A LOCAL 'AUTOMOTIVE SUCCESS STORY'



Ram Trucks Australia is marking a successful year after rolling the 5000th vehicle off its Melbourne production line and recording 2868 sales in 2019.

The granite crystal grey 1500 V8 Hemi Laramie marked the brand's growth which was up 296.7% over its 2018 results.

Ram offers customers light duty (1500) and heavy duty (3500 and 2500) American trucks to suit a range of customer needs – including towing anything from 3.5 tonnes up to 6.9 tonnes.

"This is truly an Australian automotive success story," Ateco Group executive chairman **Neville Crichton** CNZM says.

Crichton was the originator of the idea to convert left-hand drive Ram Trucks to right-hand drive at the bespoke Melbourne manufacturing facility.

It's 2019 result was a major boost on the previous years which saw 767 sales in 2018 and just 449 in 2017.

"Most pleasing of all, however, is the boost to the local automotive manufacturing sector, employing over 250 people directly, and many more indirectly via our local supplier agreements," he says.

Ram Trucks Australia began in 2013 when the Ateco Group became New Zealand distributor for Fiat Chrysler Automobiles, which included the Ram Trucks brand.

With around 50,000 Rams sold per month in the US, and Australian's love of American products, Crichton realised there was an opportunity to demonstrate Australia could manufacture and produce a world-class product despite the closure of other local manufacturing facilities.

A deep dive of the conversion industry in 2013 discovered some 46 different Ram convertors operating, with differing standards, qualities and expense.

Ram Trucks decided they were ready to enter the market with the Ateco Group and a worldwide search for an effective remanufacturing partner began.

Four potential companies were identified, including the Walkinshaw Group, with whom Crichton has a long-standing relationship, having raced for Tom Walkinshaw back in the 1980s. The Walkinshaw Group proved they were the most competitive and were awarded the contract in 2015.

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The Ateco Group has since invested over $100m in tools, equipment, inventory, and stock to enable product development, quality and conformity with the overseas requirements of Ram Trucks International, the locally stringent ADR regulations, and high consumer expectations.
Ram Trucks Australia began converting left-hand drive heavy duty 2500 and 3500 models into right-hand drive vehicles in late 2015, before they went on sale in early 2016. The volume selling 1500 light duty model came on stream in July 2018.
Each nameplate undergoes a thorough re-engineering process which designs and produces right-hand drive trucks for Australia and New Zealand, including using 400 locally sourced remanufacture parts.



The range begins with the Ram 1500 Express V8 Hemi at $79,950 driveaway.

As a result, RAM Trucks Australia is the world's only factory-authorised right-hand drive manufacturer of Ram Trucks and, from June 2019, Australia's only 24-hour vehicle manufacturing facility.
It's also a major source of employment in automotive engineering, design and production for both Ram Trucks Australia and New Zealand, and the Australian component companies that keep the factory supplied with Australian made parts.
"The investment is significant and ongoing," Ram Trucks Australia special advisor **David Smitherman** says.
"We have a fantastically engaged dealer network in both Australia and New Zealand, and we have exciting plans for 2020 and beyond to continue building the brand, product portfolio and network."
The range begins with the Ram 1500 Express V8 Hemi at $79,950 driveaway.
The vehicles are backed by a three year/100,000km warranty with roadside assistance, and requires a service every 12 months or 12,000km.
The trucks are fully factory-supported and backed by 45 dealers across Australia and 13 in New Zealand.

Ateco passes 300,000 sales

Ateco Group's overall result saw it deliver 302,525 retail sales in 2019 which also included the brands Maserati, LDV, Alfa Romeo, Chrysler and Jeep.
"I'm delighted that the Ateco Group and the brands we're proud to represent have reached this milestone and, importantly, continue to grow," Crichton says.
"When we started back in 1985 our goal was to deliver a profitable business to all our partners, and we've done just that with multiple brands over the years."
However, it was the RAM Trucks that stood out as the real highlight.
"I'm particularly proud of our RAM Trucks Australia business this year," he says.
"We identified early on that there was a market for these vehicles, so invested heavily in R&D to ensure the remanufacturing process at our facility in Melbourne was second to none – the results are now speaking for themselves."
The Ateco Group has played a critical role in establishing many automotive brands in Australia over the years – from VW and Audi, to Kia and Suzuki – and in recent times has lead the roll-out of Chinese brands, with LDV recording 6480 units to the end of December 2019, a rise of 6.9% over 2018.
"Our dealer relationships have been critical in helping us establish new brands like LDV Automotive in Australia," Ateco Group managing director **Roger Zagorski** says.
"Now, as we enter our 35th year of business in 2020, the positive partnerships we have nurtured with OEMs and dealers alike will continue to deliver success, and we look forward to announcing new models and strategic partnerships shortly," he says.



NEW ZEALAND UNIQUELY PLACED TO INTRODUCE MODERN ROAD PRICING

An engaged audience joined The New Zealand Initiative's Senior Research Fellow Patrick Carvalho and experts to reacquaint with road pricing as a solution to congestion, catalyst for transport behaviour change and future-proofed transport revenue source.

With New Zealand's experience with diesel Road User Charges (RUCs) and related technology combined with our unburdened legislative requirements, the feeling is that New Zealand could benefit greatly from introducing road pricing, congestion pricing, both as a society and as a technology leader.

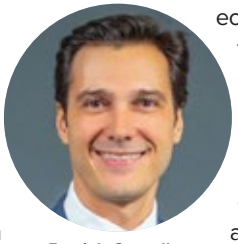
On Tuesday ITSNZ hosted Dr Carvalho who presented his recent work and followed that with an expert panel and networking where a high level of engagement on the possibilities continued.

This report shows that without proper road user pricing, congestion is becoming the new normal in our urban centres, costing the economy over a billion dollars every year.

ITSNZ will look to continue to enable this discussion in 2020.

The event panel included:

- (MC) Stephen Hewett, Beca /ITSNZ president
- Dr Patrick Carvalho, economist and The New Zealand Initiative research fellow
- Barney Irvine, AA - representing a users perspective to road pricing
- Paul Minnett, Trip Convergence Ltd - creative consideration for what to do with transport revenue and how to reduce congestion
- Nina Elter, EROAD - RUC systems provider
- Scott Wilson, D'Artagnan consulting - a specialist in transport funding policy



Patrick Carvalho

About Dr Carvalho and The New Zealand Initiative:

The New Zealand Initiative is a think-tank whose mission is "...to help create a competitive, open and dynamic economy and a free, prosperous, fair, and cohesive society."

Dr Carvalho is the Senior Research fellow and recently authored "The Price is Right" paper, based on research and examples of road pricing policy and solutions from New Zealand and around the world.

"This report shows that without proper road user pricing, congestion is becoming the new normal in our urban centres, costing the economy over a billion dollars every year.

New Zealand is among the top 10 countries for vehicle ownership per capita. The door-to-door convenience of car use, particularly in sole-occupancy driving, is an undeniable (and increasing) national preference.

Without suitable policy action, road congestion is all but certain to intensify. Government forecasts also show that New Zealand's total vehicle kilometres travelled might increase by as much as 66% by 2040."

With New Zealand's experience with diesel Road User Charges (RUCs) and related technology combined with our unburdened legislative requirements, the feeling is that New Zealand could benefit greatly from introducing road pricing, congestion pricing, both as a society and as a technology leader.

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NEWSINBRIEF

Daimler to slash jobs and boost EVs

German automotive manufacturer Daimler is to cut thousands of jobs globally in an effort to invest more in electric vehicle technology.

It's reported at least 10,000 jobs will be scrapped including a 10% reduction in management positions worldwide.

"The automotive industry is in the middle of the biggest transformation in its history," the company said in a statement.

"The development towards CO2-neutral mobility requires large investments, which is why Daimler announced in the middle of November that it would launch a programme to increase competitiveness, innovation and investment strength.

"Part of this programme is to reduce staff costs by around €1.4 billion by the end of 2022," it says.



Holden ditches Commodore to focus on utes

The growing popularity light commercial vehicles is behind Holden's decision to scrap the Commodore after 40 years.

Also gone will be the Astra, as Holden will focus exclusively on utes and SUVs.

The decision has been one of the first announced by interim chairman and managing director **Kristian Aquilina**, who says the new product portfolio is "consistent with customer preferences".

This includes the Colorado ute alongside the Acadia, Trailblazer, Equinox and Trax SUVs.

"Holden is taking this decisive action to ensure a sharp focus on the largest and most buoyant market segments," Aquilina says.

"So far this year SUVs and utes have increased to 76% of Holden sales, a trend we only see continuing.

"The SUV segment is approaching half a million units, and [light commercial vehicles] over 200,000 units. That's where the action is and that's where we are going to play," he says.

Hydrogen Global Charter set

The unveiling of the Hydrogen Global Initiative by the World Energy Council (WEC) is applauded by BusinessNZ Energy Council executive director **Tina Schirr**.

Hydrogen Global is a platform for companies, governments, councils and institutions to showcase their work and learn from each other.

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

First Gas is the first New Zealand company to commit to the charter.

As the owner of gas distribution networks in New Zealand, the company aims to increase the use of hydrogen via its networks to 20% by volume by 2030.

Schirr says clean hydrogen and hydrogen-based fuels can contribute to achieving net-zero carbon emissions.

"Hydrogen is becoming increasingly cost-effective. To achieve the low costs that experts agree are possible, there needs to be a strong signal to the market to show demand is increasing and enabling policies are being implemented."

Stink bugs hit car carrier in Australia

The Orca Ace cargo ship carrying more than 3500 cars and heavy machinery was refused entry into Australia in December because of stink bug infestation.

Agriculture minister **Bridget McKenzie** says the vessel was refused entry in an effort to protect Australia's agricultural crops and horticulture.

"Just as concerning is the impact these bugs can have on all of us — they are a real headache for residents creeping into homes when the weather gets cooler, letting off an unpleasant smell, and they're hard to kill.

"Australia's biosecurity import requirements are science-based, clear and non-negotiable. Our international reputation as a source of safe, clean and green food and fibre for the world relies on our pest and disease-free status.

"Our biosecurity system protects $6 trillion worth of assets including our $60 billion agricultural industries," McKenzie says.

Douglas wins Hino skills contest

Nathan Douglas from Truckstops NZ has won the trans-Tasman Hino Technical Challenge.

The competition took place in Sydney on November 21 and saw Douglas, from Wellington, go head-to-head with Martyn Alexander from Australia for the title.

The event is regarded as one of the most comprehensive skills contests of its type in the trucking industry.

Douglas battled Alexander in a series of repair and diagnostic tasks in the new Hino standard cab model over a 30-minute time period.



Hino NZ general manager **Darren Salt** says the competition is a "compelling showcase" and shows the rewards it puts into upskilling its technicians.

Ongoing technical training is "a key focus area as we work to ensure Hino truck owners receive the best possible after-sales outcomes," Salt says.

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Mack makes home deliveries

Invercargill-based King House Removals has taken hold of a shiny new Mack for relocation work throughout the lower South Island.

The 6X4 tractor unit is rated to 200 ton and features 685HP (510kW) and 2300lb-ft of torque (3118Nm) and has a 12-speed mDrive automated manual transmission.

A 46-inch mid-rise sleeper cab is complete with an under bunk 30L Waeco fridge. The amber and purple flashing roof-mounted beacon alerts other road users that a house is coming at them.

The family-owned and operated business is run by **Warren** and **Grant Willis** and they also have operations based out of Christchurch.

The truck was officially put into service this month and is eagerly expecting its first load.

King House Removals have moved over 7000 homes and are long-standing members of the New Zealand Heavy Haulage Association.



Hydrogen Renault available for test drive

Visitors to the 2020 Consumer Electronics Show (CES) in Las Vegas will be able to test drive the Renault Master Z.E Hydrogen vehicle thanks to a partnership with automotive-technology supplier Faurecia.

One version of the Master Z.E Hydrogen will be exhibited at the Faurecia booth at CES, and another will be available for test drives.

The Renault Master Z.E Hydrogen is equipped with a hydrogen system (StackPack) developed by Simbio, the joint venture formed by Faurecia and Michelin.

It has a range of 350km (undergoing WLTP approval) which is three times more than the battery-electric version of the Master Z.E.



Big trucking weekend in March

New Zealand's "ultimate trucking weekend" returns with the TMC Trailers Trucking Industry Show in Christchurch on March 20 and 21.

Exhibitor sites are filling fast at the Canterbury Agricultural Park, Christchurch, with bookings still open.

Friday, March 20, has the Trade Day, Transport Careers 2020, TR Group NZ Truck Driving Championships, and the Exhibitor/Early Bird Show & Shine function.

TR Group has teamed with the NZ Trucking Association and Road Transport Forum NZ to restart the driving championships in 2020, heats running on March 20 and the finals on March 21.

Six categories include the VTNZ Woman Driver of the Year. A public open day is on Saturday, March 21, which also sees the UDC Show & Shine with more than 40 prize categories, industry competitions, and the Teletrac Navman Industry Show and Awards Ceremony.

The Mimico 2020 Excavator Competition is on March 21 as well, with Kobelco providing a week-long trip to Japan, including Kobelco factory tours. The winner also receives a trophy and $1000 prizemoney with the runner-up getting $500.

Similar prize money is offered in the Hyundai Material Handling 2020 Forklift Competition and the 2020 Tyre-technicians competition.

Last year, 350 trucks and more than 70 trade exhibits and displays kept 23,000 visitors entertained.

All show proceeds are donated to charity and expected to better the $22,000 raised in 2018.

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