New Zealand's news source for road transport, logistics & heavy equipment industries

DIESEL talk

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Truck arrivals remain strong in March

New and used light commercial and truck arrivals remained strong in March 2017.

New light commercial (under 3500kg GVM) arrivals of 3299 units were the highest number recorded so far, this year, but new truck



(over 3500kg GVM) arrivals of 332 were only the second-highest figure recorded in 2017.

Year-to-date, arrivals of new light commercials (under 3500kg GVM) total 8828 units, while new trucks (over 3500kg) totalled 940 units.

Used light commercial vehicles (under 3500kg GVM) entries for March also remain high, with 722 units, while the arrival of used trucks (over 3500kg GVM) was

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Police proposal compromising road safety?

A plan to disestablish 26 authorised vehicle safety officers from the police commercial vehicle investigation unit is under consultation with staff and the heavy vehicle industry.

The reallocation of 111 road policing staff was first signalled in May 2016, after the confirmation of a $960 million road policing funding package.

As part of that process, road policing positions are being allocated to other areas of the police with a focus on a broader range of activities. Reallocated staff will still be involved in policing the roads where appropriate.



Chris Cahill



Ken Shirley



Ron Mark

No decisions will be made until all submissions have been received by April 7, road policing national manager superintendent **Steve Greally** says.

"Police are committed to a fair and transparent process, which is why, first and foremost, we are seeking submissions from the staff who are most directly affected and are formally consulting with the heavy vehicle industry and others."

Greally says the consultation includes the proposal to disestablish 26 authorised officers' positions from the commercial vehicle investigation unit.

"These authorised staff work as vehicle safety officers and have a more limited range of powers than police officers. Police are currently consulting with affected staff on the proposal and no decisions have been made.

"Road safety partner agencies and representatives from the heavy vehicle industry are also being formally consulted."

Greally says police are committed to a fair consultation process with staff and no decisions will be made until all submissions have been considered.

"We acknowledge the consultation process is unsettling for some staff and so we are working directly with them, our HR team, welfare support and the Police Association as appropriate to ensure that a fair and transparent process is followed."

It wouldn't be fair to comment further until all staff have had the chance to provide feedback, Greally says.

But road safety is and will continue to be a priority for the police.

"Police understand the issues raised by the heavy vehicle industry following the announcement of the proposed changes, which is why we are formally consulting with representatives from the industry and our road safety partners to seek their views.

"However, as the proposal is still in

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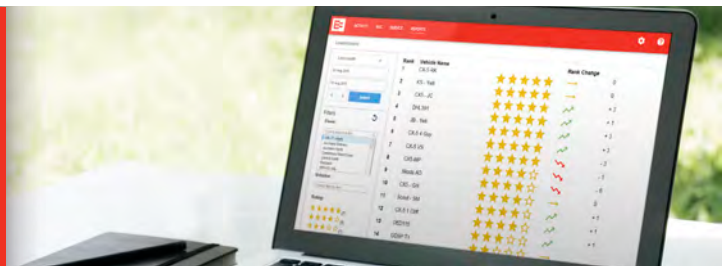
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Vehicle licensing reform two years on

Changes to the vehicle licensing system have been a mixed bag for delivery agents.

In October 2014 as part of the VLR programme, the NZ Transport Agency confirmed certificate of fitness (COF) testing for heavy vehicles would no longer be just in the hands of transport service delivery agents (TSDA).

The agency called for external applicants to provide the service in addition to the TSDAs which include the Automobile Association (AA), Vehicle Inspection New Zealand (VINZ) and Vehicle Testing New Zealand (VTNZ).

More than two years on, *DIESELtalk* asked the three TSDAs how the move had affected their businesses and what changes they have seen in the marketplace.

Steady as she goes for AA

Back in 2014, AA motoring services manager **Stella Stocks** said she wanted to wait and see what changes occurred before commenting on modifications to the COF inspection delivery model.

The AA is a small player in the COF market, with two heavy vehicle-orientated testing stations, one in Hornby in Christchurch and the other in Bell Block in New Plymouth.

Stocks told *DIESELtalk* last month the decline in warrant of fitness (WOF) volumes had led to the consolidation of some of the AA testing stations.

But the Hornby and Bell Block locations remain, and the AA says it has no intention of leaving the COF-B market.

"Demand for our COF-B services remains high and we will continue with our current operations but we have no plans for further or future expansion," she says.

"We are aware of private operators entering the market but we don't know how they


Stella Stocks


Gordon Shaw


Mike Walsh

are performing."

Stocks also says that when the Government mooted the reforms, there was an assurance that road policing for vehicle safety would be increased.

"We understand the police are currently reviewing their structure and we hope this doesn't impact on road safety policing, particularly in the heavy vehicle area."

Future focused VINZ

When the reforms came into effect, VINZ chief executive **Gordon Shaw** said the changes would create opportunities for new and innovative service delivery models and enhance the company's existing business.

"We have now become a trusted advisor and partner to many large commercial fleets, we've trained their technicians and mechanics to know the top ten list of items which fail a COF, and we've helped them understand what's required to keep the vehicle roadworthy and compliant," he says.

VINZ now processes around 60,000 COFs a year. Most transport operators are choosing to remain on a six-monthly inspection rather than move to 12 months as the regulations allow, Shaw says.

Its focus for 2017 is the ongoing upgrade of its testing facilities.

"Te Rapa, which is our busiest site in all of New Zealand, has outgrown its capacity. Hence, we are building an all-new station 500 metres up the road from our existing facility."

Two years on, Shaw believes some of the newer players in the deregulated COF-B sector might be finding it tougher than anticipated and may choose to exit.

"We are always reviewing the market, asking our customers how we can help, and looking at the trends and opportunities around the future of inspections."

VTNZ embraces change

The number of heavy vehicles presented to VTNZ since the VLR introduction has dropped slightly, chief executive **Mike Walsh** says.

"It's natural for some customers to try a new option when competitors enter the market.

"One of the things that

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Well-known Taranaki truck dealer rebranding

To better serve customers, two well-known names in the New Zealand truck and trailer repair scene are integrating to become one better-structured business.

Isuzu Trucks dealership Moller Johnson Limited, based in Hawera and Bell Block, is integrating into McCurdy Engineering Limited, headquartered in New Plymouth.

All three sites will now run under the McCurdy Trucks brand.

"We will continue to represent the brands that both businesses currently represent, but in more locations, so our suppliers and customers are both on to a winner," says operations manager **Paul McCurdy**.

"Isuzu Truck sales will continue under McCurdy Trucks, but our primary focus is and has always been parts, service and repair support for all our service partners," he says.

Based in South Taranaki, for decades, Moller Johnson was the franchise agency for many passenger and commercial vehicles, from Bedford trucks to Citroën cars, and most recently Holden and Mazda passenger vehicles.

In 2009 Moller Johnson split off its passenger car business to focus solely on being an Isuzu Trucks dealership. And in 2011 the McCurdy family took over the company, which had operations in Hawera and Bell Block.

McCurdy Engineering has recently celebrated 50 years in business. With the company formed in 1965 by **Jim McCurdy**, things have progressed from transport engineering to service and repairs.

The company has been guided by **Wayne McCurdy** during this time, and the service and repair side has increased to a point where 'engineering' no longer best represents the company's capacity.

"With the integration of both our businesses into one to better serve our clients and the increase in service and repair work since the early '90s, we feel that now is an excellent time to rebrand as McCurdy Trucks," Paul McCurdy says.

"McCurdy is who we are, and trucks are what we do, so it's simple, really," he says.

"Engineering is still a big focus for us, and that is still growing, but McCurdy Trucks represents us best today and in the future."

The business recently won the Southpac Service Dealer of the Year award for the second consecutive year, the Truckstops Dealer of the Year award, and numerous other awards.

"We plan to build on our strengths and increase our offer to customers," McCurdy says.

"We have purchased 3.52 hectares of land in New Plymouth to build a new purpose-built facility for both our North Taranaki locations," he says.

"We are also in negotiations with other like-minded businesses that serve the transport industry to join us on the site to become a real one-stop transportation service yard."

McCurdy says, "Hawera will continue to operate at its current modern facility, but we will add more to that site as it has also grown in recent years."

Truck arrivals remain strong in March

Continued from page 1

strong at 100 units.

Year to date used light commercial (under 3500kg GVM) arrivals tally 1897 units for the first quarter, while used trucks (over 3500kg GVM) totalled 272 units.

March 2017 could be the biggest month yet recorded for used car arrivals, as 19,579 units crossed New Zealand wharves. Year-to-date nearly 44,000 used cars arrived in New Zealand in the first quarter.

The number of arriving new cars was also high, at 9200 units. Year-to-date new car arrivals total 25,808 for the first quarter.

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Truck dealer changing pace

After 21 years of service at Trucks & Trailers Limited, dealer principal — sales **Chris Mackey** is changing the pace of his life, and selling his shareholding in the company to business partner **Mark Wright**.

A well-known industry expert, Mackey first joined Trucks & Trailers in 1996 as a new truck sales person.

The founder of Trucks & Trailers Limited **Don Wright** saw Mackey's future potential as a business leader, and immediately took him under his wing.

More than 16 years later, with business partner Mark Wright (son of Don), Mackey became the co-owner of Trucks & Trailers, the North Island dealership for Mercedes-Benz Truck & Van and Freightliner Truck sales, service and parts.

The team at Trucks & Trailers Limited says that Mackey has a wealth of knowledge in the industry.

An expert in his field, according to the team, Mackey has been instrumental in the development and growth of the company, along with the brands it represents.

Over many years he has built an excellent reputation, and developed many strong friendships with a number of operators in New Zealand.

His health having had some ups and downs in the last two years, Mackey made the difficult decision to put himself first, and sell his half of the company to his colleague and friend, Wright.



The two business partners built a solid foundation with strong leadership and a great team in place. Trucks & Trailers has growth plans, and new product on the horizon, and both men are confident that the company's substantial success will continue.

While Mackey will no longer be an owner, his friendship with Wright and loyalty to the company and brands will not waver, and he says he will continue to support the company from the sideline.

KiwiRail implements levy on Interislander services

KiwiRail has confirmed to *DIESELtalk* that an additional 12.95% levy for commercial transport operators using its Interislander ferry service from Wellington to Picton and vice versa has applied since February 20.

A KiwiRail spokesperson says it will review the levy charging on June 30.

According to **Murray King**, from the Chartered Institute of Logistics, with the reduction in the level of rail freight to the South Island due the Kaikoura earthquake damage to the Main North Line, KiwiRail had considered laying up one of the Interisland vessels to save money.

As King points out in his PeopleTalk column about transport network resiliency on page 29 of this issue, losing an Interislander vessel would have reduced the frequency with which cargo could be carried between the North and South islands.

King says discussions with the transport industry revealed that this frequency was very valuable, and the solution was for KiwiRail to maintain it, with a levy being charged on all commercial vehicles to cover the cost.

He also says that the railway line between Picton and Christchurch might be reopened in about three months, well ahead of the highway, which would explain why KiwiRail is saying it will review the levy at the end of June.

Road Transport Forum chief executive **Ken Shirley** says the forum's broad position is that KiwiRail must operate on a commercial basis without taxpayer subsidisation, government interference and unreasonable constraint.

"There has been some resistance to the levy from

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Heavy Trucks wins third consecutive MAN award



A small family-owned dealership in Christchurch is on top of the world after winning first place in a global service contest.

Heavy Trucks Christchurch, Penske Commercial Vehicles Auckland and Penske Commercial Vehicles Mt Maunganui scored first, third and fifth respectively in the competition to find the best workshops in the Asia-Pacific MAN service network.

Heavy Trucks has won best MAN Dealer in the Asia-Pacific MAN global service quality challenge for the past three years.

Each of the three New Zealand teams in the competition comprised four members across the various service departments such as warehouse, spare parts, customer service, reception, invoicing, after-sales, service contracts, warranty, workshop, diagnosis, and electrics.

The winning Heavy Trucks team included parts account manager **Josh Todd**, product specialist **Leighton Hill**, foreman **Craig McIntosh** and dealer principal **Adam Wright**.

They beat all other dealers in all regions worldwide outside of Europe and the Middle East.

Wright says no dealership from Australia or New Zealand had previously won the challenge before Heavy Trucks took the title and now it has won it three years in a row.

"I'm very proud of the team," Wright says.

"We were limited to four in our team but to me, this is something the whole company has earned.

"Across the company, everyone has worked hard to build their knowledge and capabilities to best support our product. I believe all of our team has done a great job for our customers and MAN.

"We run our business in a fashion that is upside down to most dealers, by putting aftersales support first."

Time off the road is the biggest cost to operators but most don't measure it, Wright says.

"If our team can correctly diagnose the problem and have the tools and parts to fix it quickly and appropriately, the customer's truck will be back on the road faster, they will be more profitable and we will sell more vehicles. It seems to be working.

"It's the most important thing; support is everything. We have invested heavily in training and tooling, and in our people."

Winning the challenge once was great but being the top dealership for three years in a row is "incredible", Wright says.

"We believe we are the only dealer in the world to win the award in three consecutive years - it's a tremendous achievement."

Team members are excited about their prize, which Wright is keeping under wraps for now.

McIntosh describes his reaction to the win as "happy, excited and proud".

Todd says winning the first year was great but to back it up with a second win was "awesome".

Hill says the team was unfortunate not to make it to the final round in Germany.

"But that will make us try harder for the next event. This competition brings the best out of our team at Heavy Trucks and working together to complete a common goal is what we strive for."

Wright says he's excited about the future of Heavy Trucks which was founded more than eight years ago when the MAN brand was not a common sight in the South Island.

"We are very lucky to have great products like MAN and Western Star. And we get great support from Penske Commercial Vehicles - even company chairman **Roger Penske** has visited the dealership."

The dealership receives many visitors these days, from as far away as Europe and the United States, he says.

"I think they like it because we are a small dealership in a small market but we are doing some cool things.

"It's all about people and culture. We are also lucky to have some great people on board. We try to keep staff happy and allow them to grow and develop their careers within the company.

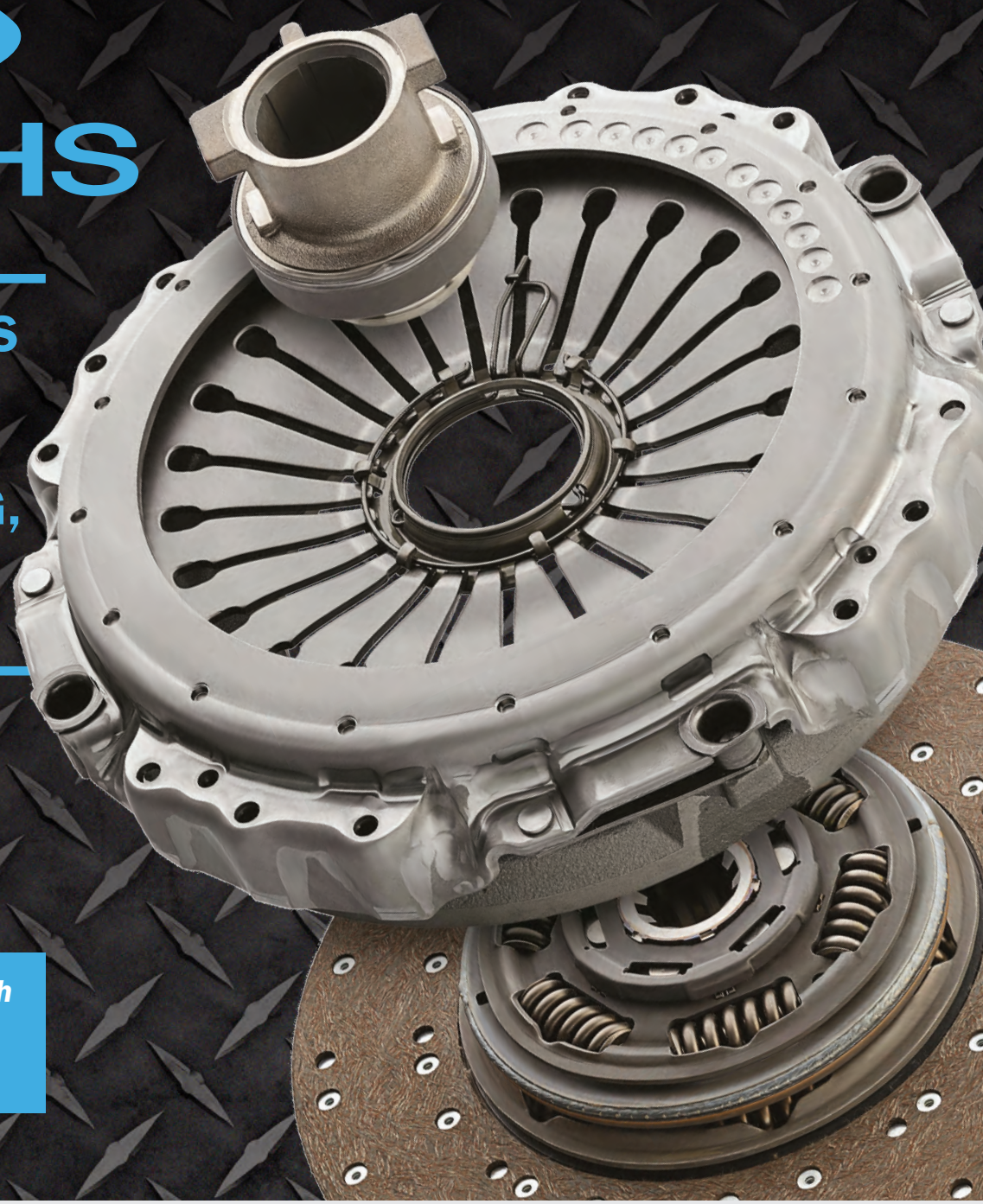
"We don't want people to leave so we have to keep growing the business and training staff so they can grow and develop within Heavy Trucks.

"The best investment our company can make is in our people. Everyone here wants to grow and improve. When we survey staff for feedback after a training session, the most frequent request is for yet more training."

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Police proposal compromising road safety?

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the consultation phase, it is unknown at this stage what the final result of this process may be."

Greally says staff have been given a reasonable time to consider the document and make submissions.

"There is no timeframe set at present for a final decision as it is unknown at this early stage what the nature and number of the submissions may be.

"There may also be a need to undertake further consultation depending on the feedback received. However, we again stress that no decisions will be made until all submissions are duly considered."

Industry responds to proposal

Road Transport Forum chief executive **Ken Shirley** says the proposal is worrying.

"The rules and permitting regimes around heavy vehicles are extremely complex and the forum believes that the disestablishment of the VSOs will leave a serious vacuum of knowledge and talent," he says.

"This will in turn impact on vehicle compliance as well as a valuable educational resource for our industry."

Shirley says the forum is convinced sustained effective policing of heavy motor vehicles is needed both from a road safety perspective and a commercial neutrality aspect.

"If operators can speed, overload, breach the work-time rule or operate non-compliant equipment with impunity, then not only are they unsafe on the roads but they can also compete unfairly for business with the effect of driving down freight rates below sustainable levels.

"We do not want a situation where the compliant subsidise the non-compliant and lose business to them.

"The RTF believes that the function of being a vehicle safety officer is best undertaken by police, however, it is not for us to judge the best structure for them to do that.

"The RTF is aware this consultation is largely limited to an internal audience but they have engaged a small number of external stakeholders also."

Shirley says the forum is not in a position to comment on the robustness of the process.

Police Association worried too

The likely axing of the country's 26 VSOs is a short-sighted move and comes at a time when New Zealand's road toll is climbing, the Police Association says.

"These highly specialised mechanics and engineers who focus on the safety of New Zealand's heavy duty vehicles are not sworn officers and cannot be absorbed into other policing duties," its president Chris Cahill says.

"Police say that less than 4% of crashes on our roads involve commercial trucks. The association considers it not unreasonable to extrapolate from that that the relatively small figure of commercial vehicle accidents is due to the independence and expertise of the VSOs when conducting inspections.

"There are tens of thousands of heavy commercial vehicles on New Zealand's roads at any given time and when trucks can travel 100,000s of kilometres between inspections, an undetected mechanical or structural fault can cause havoc."

VSOs regularly deal with issues that could cause imminent vehicle failure, Cahill says. These include the likes of worn universal joints, missing, loose or broken cap bolts, visible cracks in cross members and between drive axles, cracked chassis plates, damaged chassis rails, cracked deck attachments and insufficient tread depth on tyres.

"The association wants to know which independent agency or agencies will now carry out the vital inspections which uncover these faults and who will be responsible for reporting on the road-worthiness of commercial vehicles involved in crashes.

"Taking staff from road policing when New Zealand's freight levels are expected to increase 75% over the next 25 years is extremely short-sighted."

Mark attacks the minister

New Zealand First police spokesperson **Ron Mark** has called on Transport Minister **Paula Bennett** to "tell the public the facts" about future cuts to the number of VSO and highway patrols.

"In Parliament, New Zealand First asked the minister why she did not advise the public that 200 police were being axed this year and she

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Vehicle licensing reform two years on

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safety conscious businesses talk to us about is the importance of independent inspections. At the same time, a segment of customers see the value of combined repairs and inspections under one roof. That's where VTNZ's onsite Repairer Programme can help," he says.

"We've partnered with heavy vehicle repairers who have listened to their customers and realised the best option is to partner with an independent inspection company such as VTNZ.

"And with new repairers joining our onsite programme every month, we're looking to grow this side of the business.

"The response from customers has been so positive, we're about to launch a new joint marketing programme to maximise our onsite repairers' businesses further."

Most transport operators who come to VTNZ are still getting six-monthly COFs, he says.

"The number of vehicles presented to VTNZ for annual inspections is less than 3%. Many customers who've been offered annual COFs have chosen to keep to more regular half-year inspections."

Walsh believes a police proposal to disband the group of 26 vehicle safety officers in the commercial vehicle investigation unit is not supported by the industry.

"Road policing and the commercial vehicle investigation unit play an important role in ensuring heavy vehicle roadworthiness standards are maintained between COF inspections," he says.

"It is VTNZ's view that reducing the level of roadside enforcement would be detrimental to the safety of all road users."





Jason Wiggan, world's top LDV technician - out of 2000 tested



Value ute set to join LDV stable

NZ-owned LDV distributor Great Lake Motor Distributors Ltd has brought a left-hand drive example of its incoming T60 ute into New Zealand.

But it's unavailable for test drives. Instead, it's here to show dealers, train staff, and ensure after-market parts are ready to go the moment the first NZ-market ute will be unveiled to the public at the National Agricultural Fieldays in June, with the first shipment arriving in July.

"We aim to hit the ground running," says sales and marketing manager Warren Willmot.

LDV's tag line is 'Working Harder Every Day', and Willmot says that as a private company, the distributor is the underdog here, and has to work hard to sell its product.

He takes that philosophy so seriously he's now known as 'the van geek' – a tag which even appears on his business card.

Whether he'll also become a ute geek remains to be seen, but the T60 offering appears very competitive, given the likely sub-$30,000 entry price.

Willmot won't confirm final specification, but does say it'll be similar to the information he had on hand in March.

At 5365mm long, 1900mm high and 1809mm wide with a standard double-cab tray of 1485mm by 1510mm by 530mm, Willmot says size is similar to the Ranger or Hilux.

The engine is a 2.8-litre third-generation VM Motori common-rail turbo diesel rated as Euro V. It delivers 110kW and 360Nm and has part-time four-wheel drive with low range.

There will be a six-speed manual and six-speed double-cab four-wheel drive auto at launch, in both Comfort and Luxury specification.

Features will include six airbags, ESP and ABS, a rear-view camera and four-wheel disc brakes on 245/65R17 wheels.

Depending on variant, you'll get a leather interior, heated seats, Bluetooth, a reverse camera and sensors, lane departure warning and cruise control, a 10-inch touch screen and more – with all variants including a 220V inverter as well as the 12V power socket.

We can expect a two-wheel drive single-cab in November, with a two-wheel drive double-cab likely later, a petrol engine in 2018, and a larger tray (with the same payload weight limit) plus a space cab in future.

Willmot says: "We are looking at the market closely, and will have more details in July."

The T60 lands with a spray-on liner, but Great Lake Distributors will go through outside NZ sources for after-market parts like canopies, liners, bull bars and tow bars, "All the accessories Kiwi businesses expect," Willmot says.

As for marketing, LDV's T60 is pitched as "a work truck. We are not looking to compete with the private buyer looking at the likes of Ford's Ranger."

The target market is someone seeking a good-value working ute, and especially small businesses that can't leverage big fleet deals.

Willmot says his van experience suggests there'll be few adverse preconceptions about Chinese brands to deal with. "There's emotion about trucks and cars, but not with vans. The buyer process is, 'I need a van, does it do what I want, is it reliable, and is it good value. If it ticks those boxes, they buy it."

Given the T60's value-workhorse focus, he anticipates the same response.

Especially given Great Lakes Motor Distributors places great importance on ensuring the fleet is kept on the road. "If someone is awaiting a part and has a problem getting it, they'll tell everyone at the pub."

A generous supply of parts will therefore be in stock when the ute goes on sale.

Successful Auckland Capricorn trade evening

Capricorn recently held an evening at the Ellerslie Function Centre for preferred suppliers and members to meet in an informal and relaxed atmosphere.

Capricorn head of sales for New Zealand, **Andrew Baird**, says the organisation endeavours to hold such events on a regular basis in different locations around the country, to provide networking opportunities for suppliers and members, as well as some hospitality and door prizes for all to enjoy.



DR Britton Ltd and A1 Automotive cooling solutions


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Police proposal compromising road safety?

Continued from page 10

said we had our facts completely and utterly wrong," Mark says.

"Yet the Police Association has stated the country's 26 VSOs are to be cut, then we have the Road Transport Forum chief executive Ken Shirley confirming there's a restructure of the commercial vehicle investigation unit."

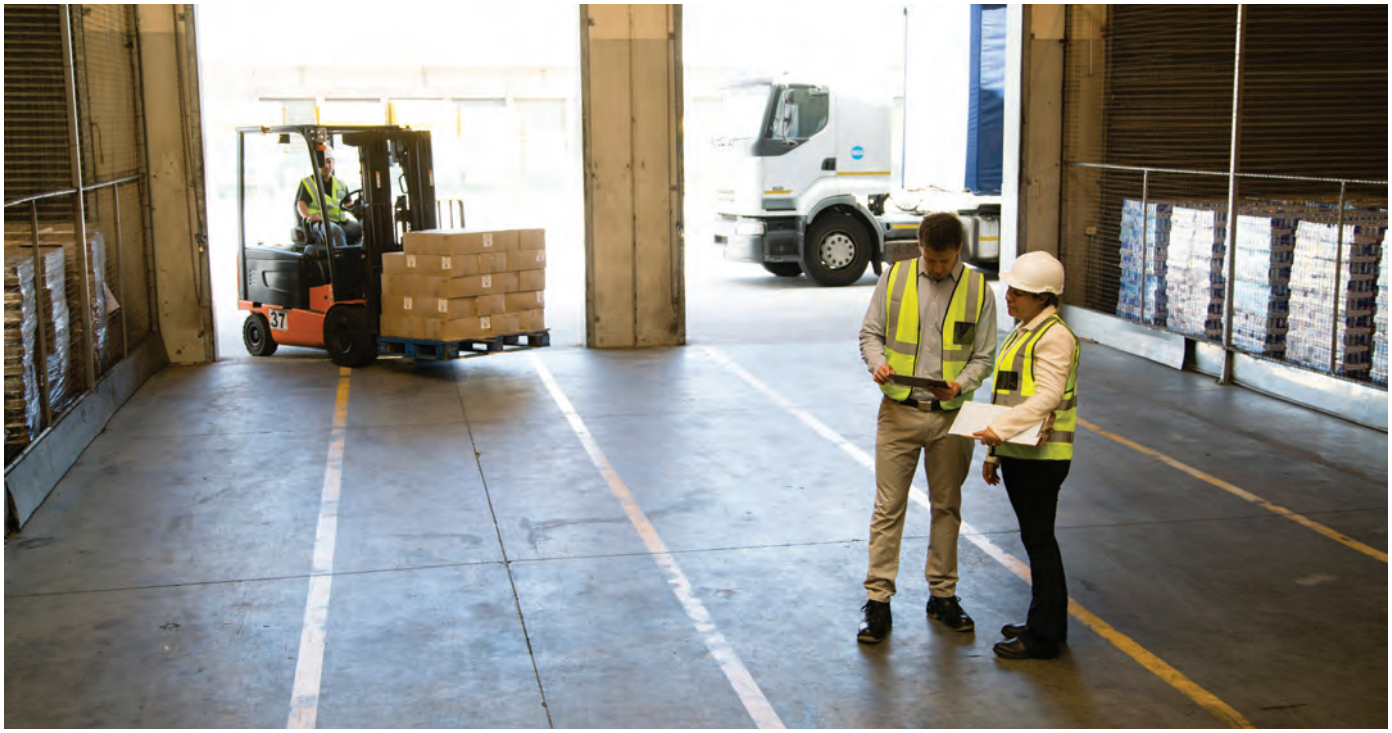
New Zealand First has also received confidential emails from the public advising cuts are being made to VSOs, the CVIU and highway patrols, he says.

"The minister is saying something entirely different - that no decisions have been made yet and consultation is still going on. **The Police Association would not go out and make such statements lightly so the minister needs to tell the public the facts.**

"Axing these jobs at a time of high numbers of road fatalities will mean our roads will become increasingly dangerous."

The alternative SH63/SH7 route in use after the Kaikoura earthquake is one example of how safety standards are slipping, Mark says.

"Instead of cutting the VSOs, CVIU and highway patrols there is a strong case for them to be increased."



Enabling customers to do what they need to

Driving value for customers has seen FleetPartners win numerous new clients in the light and heavy commercial fleet segment.

It's all because of the company's focus on understanding the customer's needs and goals, the heavy commercial leasing specialist says.

It recently won the contract for a large transport fleet which was 100% owned in entirety and a sole supply contract for another such fleet which previously had multiple providers.

"Our goal is to maximise the value of a client's business by showing them how we can efficiently procure, finance and manage their fleet of vehicles, allowing them to do what they want to do," FleetPartners commercial vehicles manager **Dean Purves** says.

The first step in the process is to assess the client's business operation and fleet requirements, he says. Then it needs to understand the goals and the vision of the business, develop a fleet policy, tailor a finance and fleet package to suit and, if successful, implement, manage and dispose of fleet vehicles as required.



Dean Purves

"The question we always ask ourselves is what is the best financial solution for the particular asset and its application on the fleet," Purves says.

For example, FleetPartners recently completed a health and safety analysis of a heavy commercial fleet which had different makes and models in a mixture of owned and leased vehicles.

Through its expertise in the field of telematics, FleetPartners also offers both tracking and mitigation of maintenance spend, tracking vehicle compliance for health and safety reporting and showing visibility and accountability across a client's commercial vehicle fleet.

"We can move as swiftly as the client requires - depending on their situation, the timeframe can range from a few weeks to a few months."

Purves says sale and leaseback is becoming more popular in the heavy commercial fleet segment as transport operators realise the value of unlocking the equity in their assets and putting it to better use elsewhere in their business.

"Alternatively, moving from ownership to an operating lease also helps a customer better manage their fleet costs and cash flow projections, and reduces the monthly expenditure outside the variables of fuel, road user charges and insurance."

DIESELtalk FEATURE

ASSET FINANCE AND LEASING

Experience and skill on offer at Finance NZ

It's not quite 18 months out from its inception, but the team at Finance NZ is growing rapidly and expanding its skills to match.

The company now offers a much wider range of commercial finance brokering and business consulting services than when it began in November 2015.

Managing director **Simon Webster** says 14 members of staff are now stationed across the country from Northland to Otago and he's hoping the team will grow to 20 within the next 12 months.

Collectively, the team has more than 200 years of experience in financing large capital intensive assets and the range of skills and services on offer continues to grow.

"As we broaden the business, adding new skill sets, we find ourselves adding more commercial banking services, around property and general finance and working capital, to our portfolio which are linked to our existing asset finance relationships," Webster says.

"The four trading banks have certainly pulled back since Christmas and they are now more selective about the deals they will participate in - they are looking for return from the market rather than growth.

"The banks have particularly tightened their lending on property-based transactions - there is much less of an appetite for this risk."

Webster says Finance NZ offers a multifaceted box of financial tools through a group of providers.

"For example, we currently have a deal involving five different lenders because the first-tier providers didn't have the appetite for the whole deal, while others were happy to accept the risk for lending over different capital items," he says.



Simon Webster

"The different market lenders all have their place in such a deal.

"Splitting the risk of a deal by targeting lenders with a preference for different parts of it allows us to better price and structure the lending for the customers."

One example is the forestry industry where some first-tier lenders will have an appetite only for brand-new generic equipment while other asset financiers are happy to provide a higher loan to valuation and a longer loan period for specialist equipment, Webster says.

He also uses the example of a log hauler in the forestry sector - known as the industry's "granddad's axe" - where specialist asset finance will see the lending amortised over a term suited to the asset's economic life.

"By contrast more traditional banks and some lenders are scared off by these assets being classified as 'old and specialised' based on their standard guidelines.

"They will lend against assets like these but tend to want to lend to a lower level and have faster repayment terms, which put pressure on client cash flows," he says.

Webster doesn't see an appetite or trend towards leasing large capital items for customers outside the corporate sector. But he has seen more interest from that sector in using independent financial brokers.

"Large corporate and commercial clients are seeking us out as an independent advisor or to help them facilitate diversification in funding, when they wish to obtain finance outside of existing banking relationships or when they have specialised requirements."

Webster says he does sees value in the mid-market considering leasing as an option more than it currently does.

"In the construction and transport sectors in particular, we see value in our customers considering acquiring assets by lease rather than ownership.

"The advantage is they can align a lease term to the point where they can see forward workflow or the end of contracts.

"It reduces the risk to the client of owning mid-life assets if they don't have equivalent forward workflow at the end of a contract.

"In the SME market brokers and intermediaries are becoming preferred finance suppliers as we can add value to their business through our service and advisory capability that trading banks may not have the time or inclination to provide.

"We can save SME clients time and money by finding out what their needs are, sorting it out with the lenders we deal with and providing an independent solution that best fits their requirements."

In nearly 18 months of operation, Finance NZ has reached almost $300 million of referred and settled transactions for customers ranging from young businesses with one man and one truck to larger clients with facilities of more than $10m, Webster says.

"The economy seems to be in a pretty good space. Civil is in a good space, so too is transport and forestry, and dairy is certainly in a much healthier position than it was previously.

"While the level of work in Canterbury has dialled back in the last 12 to 18 months, which is no surprise, there is still a lot of work to complete in infrastructure there and around New Zealand."



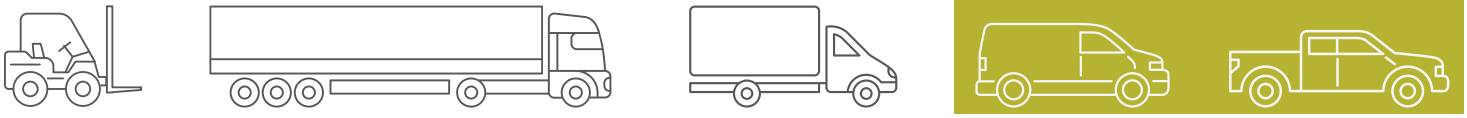
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DIESELtalk FEATURE

ASSET FINANCE AND LEASING

Are you fully covered for the total loss of a leased asset?

Having the right insurance cover is vital when leasing plant, equipment or heavy trucks, JLT enterprise solutions divisional manager **Philip Clauzel** cautions.

In the event of total loss, whoever is leasing the asset (lessee) could find the residual contract costs might exceed the sum of the insurance pay-out.

And that could leave an unexpected balance for them to pay back to the leasing provider (lessor).

So it's important to make sure the insurance cover on the asset is fit for purpose, Clauzel says.



Philip Clauzel

"The key is to have the right insurance policy that provides adequate cover for the gap between the residual costs of the lease agreement and the market value of the heavy vehicle or plant and equipment insured."

Transport operators must carefully read the details of insurance contracts they are purchasing to insure leased plant, equipment or heavy vehicles, or engage an independent insurance broker who can best match their needs with adequate cover for the circumstance, he says.

Although a high-quality motor vehicle insurance policy will often see full replacement for total loss of passenger and light commercial vehicles under 3500kg (GVM) in the first 12 months of a lease, the same does not always apply to vehicles weighing more than 3500kg (GVM).

In some cases heavy motor policies offered by New Zealand insurers do not provide full replacement for those vehicles aged under 12 months, Clauzel says.

And the lessee will also be required to continue regular monthly payments to the lessor, even if there is a delay in settlement until the insurer makes a final decision about repairing the vehicle or writing it off.

"This process could take up to two months or more during which the lessee is obligated to make payments to the lessor," Clauzel says.

"However, a loss-of-use cover for a heavy vehicle would provide the customer with an alternative vehicle while the determination is made between repairing or replacing the vehicle under claim."

Plant and equipment such as fork-hoists and cranes and other construction equipment under lease agreements can also face similar issues and need to be covered by a quality material damage insurance policy, he says.

"A quality material damage insurance policy will provide replacement value, subject to depreciation, but again we may find the same scenario where the residual cost of the lease is greater than the insurance payout for a total loss."



Branch Manager Whangarei – Commercial Diesel Ltd

CDL Commercial Diesel Ltd

Senior After Sales Manager role managing the service and parts operations

About Commercial Diesel Ltd

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Duties include the following; a more detailed job description is available on request.

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- Efficient management of all business operations except for the financial accounting functions which are overseen by the Managing Director
- Effective management of a team of 24 staff across both the service and parts departments
- Ongoing measurement of the productivity and efficiency of technicians
- Overseeing upskilling of technicians
- Appointment of all new staff hired in conjunction with the Director
- Effective management of incentive plans and KPI's for all staff
- Efficient and effective management and control of all health and safety issues including implementation and execution of policy

The Skills and Experience Sought

- Background in heavy road transport aftersales operations
- You will also need a heavy diesel trade qualification
- A minimum of 3 years' prior experience managing service and aftersales operations as they pertain to franchise standards
- Evidence of organisational and leadership ability

How to Apply and the Closing Date

Visit www.automotiveemployment.co.nz Type the words "Branch Manager" into the key word job search. Click the apply section and upload your resume. The closing date is April 30. All applications forwarded to Commercial Diesel Ltd for review.

You can also call Kim Powell or Russell Phillips on +64 9 271 3200.

A job description can be obtained by emailing cassandra@automotiveemployment.co.nz

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DIESELtalk FEATURE

ASSET FINANCE AND LEASING

Funding help for anything that moves



Breaking down financial barriers to get people into the machines they need is one of the aims of Gough Finance.

It's an affiliate of the family-owned Gough Group which has been operating in New Zealand for 88 years and holds the dealership for global brands such as Caterpillar, Palfinger and Hyster.

The finance arm has been supporting the group's brands and customers for more than 30 years and is always seeking innovations to make life easier, such as the unique finance calculator available to clients and staff members on its website, Gough Finance national manager **Stephen Frayle** says.

"As financiers, we care about money but as Gough staff we also genuinely care about the machines we fund and the people who use them," he says.

"It's a little-known fact but we will fund anything that moves on tracks or wheels - and a few things that don't."

Gough Finance will happily lend on capital assets such as vehicle-mounted cranes, trailers, trucks, generators, lighting towers, concrete pumps, work vehicles, transporters, forklifts and container lifts, Frayle says.

It offers a standard selection of simple products and their application is equally simple depending on client's disposition towards ownership - term loan or hire purchase, or rental or lease.

"From this position, we then work with our client to build a package that suits our mutual requirements."

Frayle says service plans are commonly included with operating leases although they can also extend to the term loan and hire purchase contracts as well.

"There are proven financial benefits from products such as preventative servicing contracts and smart machine monitoring systems and we will support these as part of a finance package."

Preventative and full maintenance service payments can be added to the amount financed and Gough Finance will fund smart machine technology to complement those, he says.

"Gough Finance can also fund significant machine repairs or entire machine rebuilds done through our Gough workshops or our specialised component rebuild centre in Christchurch.

"This facility gives clients the chance to capitalise their major repairs rather than have them deplete their cash flow."

Many forms of seasonal payments can also be proposed and, subject to approval, included into any credit facility, Frayle says.

Over the years staff have seen a variety of industry-specific seasonal issues, such as all forestry production stopping over Christmas, profoundly impacting on cash flow.

"Parts of Northland are wet over winter, causing lost production, and customers located in the Marlborough Sounds are often subject to shutdowns due to high wind

Continued on page 18

Funding help for anything that moves

Continued from page 18

and risk of tree fall," Frayle says.

"We understand such industry-unique issues so planning for payment variations ahead of time is much easier than fixing things after the fact. **By getting it right on day one, everybody wins."**

Gough Finance began extensively supporting low-interest finance initiatives for the heavy equipment sector around July 2015, Frayle says.

"We have done many promotions, with rates ranging from 0.00% to 5.99%, targeting a range of machines from small construction to large forestry, a strategy we intend to continue.

"While our interest rates are in reach of the banks, they can also be industry leading on promotion.

"We have the freedom to support our customers with a broad range of globally leading products, service systems, knowledge and expertise, leveraged from the diverse portfolio of the Gough Group."

One of the company's goals is to break down financial entry barriers to machine ownership and to get people into the machines they want, he says.

"We have been very happy with the support received both from customers new and old and from our staff members, who all appreciate the efforts we are making to support their success in business or sales."

Those staff members include Auckland-based **Richard Strang** and Christchurch-based **Glenn Cowan**, the two finance managers who service the whole of New Zealand for Gough Finance.

Strang and Cowan work with all of the Gough Group sales managers and customers, either remotely or face-to-face, to put together suitable finance packages in support of commercial equipment sales.

With more than 30 years of financial services industry experience, including stints with UDC and BNZ, Cowan has dedicated the past 13 years exclusively to equipment finance and joined Gough Finance ten years ago.

Strang has 12 years of experience in the equipment rental business and 15 years in commercial lending and equipment finance.

The two managers are supported by a small, experienced back office of five, each averaging 15 years of Gough service.

Frayle says Gough Finance relies on the skill and expertise of its finance managers, frank and honest two-way communication with clients, and the Gough dealership experts and their information networks.

"Our primary reason for being is to fund Gough product sales; however that also extends to supporting Gough customers and introducing new customers to Gough.

"Typically we help Gough fund their trade-ins which can be all brands but we will also help our customers from time to time with private sales or independent purchases."



Moving forward but keeping the human touch

Striking a balance between hi-tech and the human touch, Auckland-based cartage company A J Tutill has embraced technology on its own terms.

With a staff of 50, it offers transport, storage and logistics services and operates 42 vehicles working across the greater Auckland area, as well as Tauranga and Hamilton.

Its fleet includes a mix of crane trucks, 8-wheelers, curtain siders and flat decks.

Integrating systems for better service

A J Tutill has been in business for more than 90 years and its focus on customer service has remained constant. But the technology has changed a lot.

"We'd been managing jobs on cardboard since 1921 but we needed a better way," operations manager Neil Bowman says.

"Times have changed and our customers expect the functionality to log in and place their job bookings online."

The company installed iCOS (Internet Cargo Operating Solution) LIVE for freight and logistics management in 2011.

The system allows clients to place job orders online and track and trace consignments from pickup to delivery. The freight and logistics management software is linked with the iCOS warehouse and dispatch system, which sends the jobs to iCOS LIVE once orders are picked.

In 2013, as a result of fleet expansion, A J Tutill decided to install the Teletrac Navman GPS fleet management system. It has Qube tracking units and MNav messaging units in each truck and the dispatch office uses DIRECTOR fleet management software.

"You could probably manage 20 trucks in your head. But with the number we have that's impossible if you want to consistently provide exceptional service," Bowman says.

"Tracking with Teletrac Navman, you can see where the trucks are, when they got there, what they're doing and why."

Integrating the iCOS LIVE system with the Teletrac Navman system provides a more efficient service to customers all the way from job bookings to delivery.

"The customer logs in to iCOS LIVE and places their job booking. We see the job come up on the big screen on the wall," Bowman says.

"The jobs are dispatched out of the iCOS LIVE system to the Teletrac Navman device to the drivers. The process of choosing the driver is done by the dispatcher and things change rapidly as we are very responsive.



"Somebody could have an urgent job and we have to prioritise. Even if four jobs have already been allocated to a driver, we would change plans and send them to the priority job."



It's that attention to detail that sets the tone for the business and keeps the focus on customer service sharp.

A point of difference

"The only thing I'm selling is a service," Bowman says.

"There are lots of freight companies in Auckland, lots of trucks and lots of drivers. But service is our point of difference. No one beats us on service.

"iCOS LIVE integrated with Teletrac Navman provides a timeline for customers from pickup through to delivery.

"Customers don't have to phone or email us; they can just log in and check on their delivery themselves any time they want to."

If a customer says something hasn't been delivered, Bowman can use the integrated systems to check what has happened.

"If a customer says they haven't received their freight, I can go into the Teletrac Navman system and use the 'Replay a Day' function to satisfy myself that the goods were indeed delivered.

"If our truck had that customer's load on board and I can see it was in that customer's yard in Takanini at 2.20pm, then I can be certain that the delivery took place."

Claiming back RUC

A J Tutill trucks are sometimes on the road seven days a week and rack up a lot of road user charges. Bowman uses the Teletrac Navman system to claim back charges for off-road use.

"It's been a revelation for us! Now by using the Teletrac Navman system suddenly we're getting money coming back. That's not a bad idea," Bowman says.

"Our guys are out at the airport a lot. Say they do 1km on a private road a day, five days a week and I've got four trucks doing that. It sure adds up quickly."

Integrating the two web-based systems has delivered significant benefits in terms of better service and more efficient deliveries for A J Tutill. That, and the human element in customer service, should keep the business humming for another 90 years.

Autocare 2018 convention launching in Australia

The Australian Automotive Aftermarket Association (AAAA) has announced the launch of a two-day national convention for aftermarket parts, service and repair professionals in 2018.

Called Autocare 2018, the conference will address the theme Disruption, Innovation, Rejuvenation, with local and international speakers covering the topics that matter to the future of all businesses and professionals in the automotive industry.

The initiative is part of a long-term AAAA strategy to support growth across all sectors of the automotive aftermarket industry.

The event will be held at the new International Convention Centre in Darling Harbour, Sydney, on May 4 and 5, 2018.

AAAA executive director **Stuart Charity** says launching a major new automotive industry event in Sydney is also part of the objective.

"With thousands of automotive professionals attending this convention, it will provide industry suppliers with an unrivalled business development opportunity in this important market," he says.



Stuart Charity

"The plan is to hold the Autocare convention in Sydney in 2018, and the hugely successful Australian Auto Aftermarket Expo and Collision Repair Expo at the Melbourne Exhibition Centre from Thursday 4 to Saturday 6 April, 2019.

"With this duo of large national events, the AAAA is providing leadership for the aftermarket sector.

"We look forward to providing all businesses in our industry with the information exchange, educational programmes and business opportunities they need to ensure strong growth and a sustainable future," Charity says.

Plenary sessions and workshops at Autocare 2018 will be arranged around three principal streams over the two days, targeting automotive product manufacturers and suppliers, mechanical repair workshop owners and technicians, and collision repair vendors and providers.

Charity says Autocare 2018 will be a game changing event for automotive parts, service and repair professionals.

"This convention will address the very latest developments and global trends in our industry," he says.

"It will bring international ideas for us to consider as we plan for the future. Australia's automotive industry has never before been offered a convention of this scope and depth."

Charity says, "This convention will also feature celebrity guest appearances from a range of high profile automotive and motorsport identities.

"For the motoring enthusiast, there will be a feature car display of modified and custom cars on the International Convention Centre's 3000sqm outdoor deck, which provides spectacular Sydney views," he says.

"This convention will offer a range of networking opportunities, including a gala dinner on the evening of Friday, May 4."

Charity says, "Autocare 2018 is a must-attend event for all automotive parts and tyre stores, mechanical and collision repair workshops and product manufacturers and suppliers."

For more information, visit autocare.org.au.

KiwiRail implements levy on Interislander services

Continued from page 6

the industry, however, road transport operators cannot and should not absorb the additional costs that arise because of the surcharge," says Shirley.

"It is appreciated that road transport operators are also encountering resistance from customers when negotiating the recovery of this surcharge, which comes on top of the additional costs already stemming from the alternative route connecting Picton with Christchurch," he says.

"Fundamentally though, Picton to Christchurch is now a different freight task and should be priced and communicated to customers as such," Shirley says.

"We believe that this is a capacity issue for KiwiRail, and as such there is the potential for it (the levy) to become permanent even once SH1 is reopened."





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Savings mean more Mercedes for Transtex

Australian transport operator Transtex has taken delivery of a fourth new Mercedes-Benz Actros truck.

Managing director Shane Blakeborough says the new model is a "game changer".

Transtex, which is based in Geelong, Victoria, has traditionally purchased American-style models for its interstate work and Mercedes-Benz certainly was not on Blakeborough's radar.

When he was first offered a trial truck through a Daimler Trucks contact, he was very reluctant.

"I told them there was no way I was going to buy a Mercedes-Benz truck," he says.

But the results of the trial soon changed his mind and those of his drivers. First up, it was the economy that made him think again.

"With the savings we saw, it was a no-brainer," Blakeborough says.

"The fuel economy figures are incredible. We are running a 38 to 40-tonne, 45ft single trailer from Geelong to Adelaide and it is getting 3.28km per litre. It's off the dial."

Transtex is also operating the new Mercedes-Benz trucks as 630 hp B-doubles and regularly returning 2.20km per litre.

Blakeborough says the new-generation Mercedes-Benz Actros "does everything you need a truck to do".

"It is extremely efficient, has the performance, it is refined and is very comfortable. It made our other new (cabover) truck feel like it was 10 years old."

The drivers selected to test the Actros were also won over.

"After a few days, we had drivers coming in and saying they'd like to drive it if I bought one. The driver acceptance has been amazing."

Blakeborough is also impressed by the Mercedes-Benz when it comes to maintenance, with his new Benz trucks likely to require oil changes at intervals of around 70,000km, although they may be able to run for longer depending on the operating conditions,

He says that's nearly double the distance a key rival engine in many of his trucks can go before requiring an oil change.

"It's not just the cost of that extra service that I am saving," he says.

"There is also a load I can take that I would have missed out on when the truck was being serviced."

Blakeborough bought his first new Mercedes-Benz truck when he attended the national launch in Cairns last October, signing up to buy the black hero truck that was the star of the show.

He then had the top-line 2663 decked out with retro signwriting and named it after his daughter Kayla.

"I always said I'd buy her a black Mercedes."





Vinz
Vehicle Inspection NZ

Isuzu Trucks charging ahead

New Zealand's market leader, Isuzu Trucks, is charging ahead, with 128 new trucks registered in March 2017.

Year-to-date **Isuzu Trucks** leads the over 3500kg GVM truck and bus chassis market with 295 units registered, up from 243 units in the previous corresponding period.

Fuso took second place with 102 new truck and bus chassis registered in March 2016, up from 50 units in the previous corresponding period.

Year-to-date Fuso is placing second in the over 3500kg GVM truck and bus chassis sector, with 232 registrations up from 102 in the previous corresponding period.

Volvo followed in third place with 65 truck and bus chassis registrations, up from 45 in the previous corresponding period, and fourth-placed **Hino** also saw improvement, with 53 units for March 2017, up from 48 in the previous corresponding period.

NEW TRUCKS OVER 23,001KG MARCH 2017

MAKE	MAR '17	MAR '16	% Change	% of Market	YTD '17	YTD '16
VOLVO	48	44	9.1	22.0	98	71
ISUZU	37	25	48.0	17.0	77	63
KENWORTH	27	19	42.1	12.4	56	63
MITSUBISHI FUSO	19	8	137.5	8.7	23	20
DAF	16	10	60.0	7.3	41	53
HINO	14	22	-36.4	6.4	45	43
MAN	12	11	9.1	5.5	23	24
MERCEDES-BENZ	10	3	233.3	4.6	13	11
SCANIA	7	12	-41.7	3.2	29	12
MACK	6	7	-14.3	2.8	15	19
OTHER	22	20	10.0	10.1	79	87
TOTAL	218	181	20.4	100.0	499	466

NEW TRUCKS 9001-23,000KG MARCH 2017

MAKE	MAR '17	MAR '16	% Change	% of Market	YTD '17	YTD '16
ISUZU	47	23	104.3	40.9	96	46
FUSO	25	7	257.1	21.7	60	17
HINO	14	13	7.7	12.2	37	35
UD TRUCKS	13	13	0.0	11.3	33	38
OTHER	16	14	14.3	13.9	39	36
TOTAL	115	70	64.3	100.0	265	172

For the month of March 2017, fifth-placed **Mercedes-Benz** saw its truck and bus chassis registrations jump to 45 from 20, and **Fiat** followed with 34 units registered, up from 13 at the same time last year.

In seventh-place on the table, **Kenworth** logged 27 registrations, up from 19 in the previous corresponding period. **MAN** followed, also with 27 new truck registrations, up from 17 units in the previous corresponding period.

In ninth place, **Iveco** saw its March 2017 tally increase to 18 units registered from 15 in the previous corresponding period, while **UD Trucks** slipped to 18 units this year from 19 last year.

At number 11, **DAF** trucks saw its March 2017 registration tally increase to 17 units from 12 in the previous corresponding period.

Year-to-date the overall truck and bus market is sitting on 1409 units, up from 1117 in the previous corresponding period.

Volvo leads heavy-duty market

Volvo leads the heavy-duty trucks in the over 23,000kg (GVM) segment with 48 new vehicle registrations (44 in March 2016), followed by **Isuzu Trucks** with 37 (25 in March 2016), and **Kenworth** took third place with 27 (19 in March 2016).

In fourth place **Fuso** took 19 new registrations (eight in March 2016), followed by **DAF** on 16 (10 in March), while sixth-placed **Hino** dropped to 14 units from 22 in the previous corresponding period.

Total heavy-duty truck (over 23,000kg GVM) regis-

Continued on page 24

NEW TRUCKS 3500-9000KG MARCH 2017

MAKE	MAR '17	MAR '16	% Change	% of Market	YTD '17	YTD '16
FUSO	50	28	78.6	25.0	113	43
ISUZU	40	75	-46.7	20.0	96	119
FIAT	34	13	161.5	17.0	84	53
MERCEDES-BENZ	27	14	92.9	13.5	50	39
HINO	25	13	92.3	12.5	58	40
IVECO	9	9	0.0	4.5	24	20
RAM	7			3.5	13	
OTHER	8	14	-42.9	4.0	26	30
TOTAL	200	166	20.5	100.0	464	344

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Continued from page 23

trations of 218 for March 2017 were 20% up on the previous corresponding period tally of 181.

Isuzu leads medium-duty market

Isuzu Trucks led the medium-duty (9001 to 23,000kg GVM) truck segment in March with 47 registrations (23 in March 2016), followed by **Fuso** on 25 (seven in March 2016) and **Hino** on 14 (13 in March 2016). Fourth-placed **UD Trucks** saw 13 new vehicle registrations, the same number as it recorded in the previous corresponding period.

Fuso leads light-duty truck segment

The Japanese arm of **Daimler** truck and bus, **Fuso**, is reasserting itself in the New Zealand market under a new distributor which is solely focused on the truck sector.

Fuso recorded 50 registrations for its light-duty (3500 to 9001kg GVM) **Canter** truck, up from 28 in the previous corresponding period, while second-placed **Isuzu Trucks** saw 40 new N-Series registrations, a decline from 75 units in the previous corresponding period.

In third place **Fiat** saw 34 new light-duty truck registrations, up from 13 in the previous corresponding period, followed in fourth place by **Mercedes-Benz** on 27, up from 14, and in fifth place **Hino** saw 25 new truck registrations, up from 13 in the previous corresponding period.

Sixth-placed **Iveco** logged nine new light-duty truck registrations, the same number as the previous corresponding period, and in seventh place on the table, USA brand **Ram** took seven registrations.

March 2017 registrations of 200 were 20% up on the previous corresponding period figure of 166.

Year-to-date the market has seen 464 new light-duty truck registrations, up from 344 in the previous corresponding period.

Having a very good year

Isuzu Trucks NZ general manager **Colin Muir** says he was not expecting or predicting growth in all three truck categories for 2017. He had earlier believed growth would only occur in the heavy-duty segment.

For March 2017, Isuzu Trucks saw 38 heavy-duty truck registrations, 50 medium-duty registrations, and 40 light-duty truck registrations.

"The medium-duty nine to 23 tonne market is taking off yet again, it was also very healthy last year ," Muir says.

Muir says Isuzu Trucks is having a good year, with a 40% share of the truck market, 10% up on last year, having grown by 58 units year on year.

He attributes Isuzu Trucks' performance in the medium-duty segment in March to the introduction of 14 new F-Series Euro-5 vehicles in the range last year that have a non DPD emission system that doesn't require AdBlue or any maintenance for the life of the vehicle.

Applications of this range include rental fleets, metro curtain-sider, flat decks, box bodies, horse boxes and truck-based buses.

Muir says, "These vehicles are very easy to operate, and are proving popular with rental fleets, non-traditional transport operators, and companies with multiple drivers and relief drivers, because all they need to do is put fuel in and drive, there's no added complexity around AdBlue or regeneration of a diesel particulate diffuser."

NEW BUSES OVER 3500KG MARCH 2017

MAKE	MAR '17	MAR '16	% Change	% of Market	YTD '17	YTD '16
VOLVO	16	1	1500.0	26.2	21	10
MAN	10	2	400.0	16.4	16	8
FORD	6	1	500.0	9.8	13	8
MITSUBISHI FUSO	8	7	14.3	13.1	21	22
SCANIA	6	1	500.0	9.8	24	10
OTHER	15	18	-16.7	24.6	86	77
TOTAL	61	30	103.3	100.0	181	135

NEW LIGHT COMMERCIAL MAKES UNDER 3500KG MARCH 2017

MAKE	MAR '17	MAR '16	% Change	Market Share	YTD '17	YTD '16
TOYOTA	1103	851	29.6	23.8	2548	1964
FORD	897	752	19.3	19.3	2398	2113
HOLDEN	393	284	38.4	8.5	1140	813
MITSUBISHI	365	462	-21.0	7.9	866	942
ISUZU	350	318	10.1	7.5	876	747
NISSAN	290	234	23.9	6.3	912	685
MAZDA	190	151	25.8	4.1	530	372
HYUNDAI	122	76	60.5	2.6	287	196
VOLKSWAGEN	115	124	-7.3	2.5	314	343
LDV	114	41	178.0	2.5	302	185
OTHER	700	626	11.8	15.1	1925	1677
TOTAL	4639	3919	18.4	100.0	12098	10037

NEW TRUCKS & BUSES MAKES ALL WEIGHTS OVER 3500KG MARCH 2017

MAKE	MAR '17	MAR '16	% CHANGE	MARKET	YTD '17	YTD '16
ISUZU	128	128	0.0	21.5	295	243
FUSO	102	50	104.0	17.2	232	102
VOLVO	65	45	44.4	10.9	118	81
HINO	53	48	10.4	8.9	137	118
MERCEDES-BENZ	45	20	125.0	7.6	85	67
FIAT	34	13	161.5	5.7	52	53
KENWORTH	27	19	42.1	4.5	52	63
MAN	27	17	58.8	4.5	49	42
IVECO	18	15	20.0	3.0	20	37
UD TRUCKS	18	19	-5.3	3.0	55	57
DAF	17	12	41.7	2.9	45	59
OTHER	60	61	-1.6	10.1	269	195
TOTAL	594	447	32.9	100.0	1409	1117



Used trucks and buses improve year on year

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The imported used truck and bus market over 3500kg GVM saw a significant improvement in March 2017 registrations to 231 units from 150 units in the previous corresponding period.

Isuzu also leads the imported used truck market with 55 registrations for the month, followed by **Toyota** on 50, **Hino** on 41, **Mitsubishi Fuso** on 27, and **Nissan** on 17.

Year-to-date, **Isuzu** leads the imported used truck registrations with 133 units, up from 87 in the previous corresponding period, followed by **Toyota** in second-place on 103, up from 88, and third-placed **Hino** on 91, up from 49 units at the same time last year.

Overall, year-to-date, the total number of used imported truck and bus registrations is 537 units, up from 400 in the previous corresponding period.

Used light-duty trucks rising

The number of used light-duty trucks (3500 to 9000kg GVM) continues to rise, March 2017 saw 191 units registered, up from 127 in the previous corresponding period.

Toyota was the market leader in this segment for March 2017 with 49 units registered (36 in March 2016), followed by **Isuzu** in second place on 46 units (35 in March 2016), **Hino** in third place on 31 units (22 in March 2016), and fourth placed **Mitsubishi** (11 in March 2016).

Year-to-date used light-duty registrations have jumped to 432 units from 339 in the previous corresponding period.

In the used medium-duty segment (9001 to 23,000kg GVM) **Isuzu** leads the market year-to-date with 15 units registered, followed by **Hino** with 13, and **Mitsubishi** with three units registered.

In the used heavy-duty segment (23,000kg+ GVM) **Kenworth** currently leads the used registration table with nine units, followed by **Mercedes-Benz** with three units and **Volvo** with two.

Used light commercials mammoth leap

Registrations of used light commercial vehicles (under 3500kg GVM) leapt massively year on year, with 1249 units registered in March 2017, a 40% jump from 891 units in the previous corresponding period.

Year-to-date used light commercial registrations have leapt to 3175 units from 2331 in the previous corresponding period.

Toyota lead the March 2017 used registration table with 602 units (431 in March 2016), followed in second place by **Nissan** on 263 units (188 in March 2016), and in third place **Mazda** saw 90 units (63 in March 2016), followed by **Isuzu** in fourth-place on 64 units (46 in March 2016).

Year-to-date, **Toyota** remains the used light commercial registration leader with 1472 units (1123 in March 2016), followed by **Nissan** with 651 (505 in March 2016), then **Mazda** in third overall with 267 units (143 in March 2016), while fourth-placed **Isuzu** is up to 150 units (109 in March 2016).

Continued on page 26

USED HEAVY TRUCKS OVER 23,001KG MARCH 2017

MAKE	MAR '17	MAR '16	% Change	% of Market	YTD '17	YTD '16
KENWORTH	2	4	-50.0	14.3	9	7
MERCEDES-BENZ	2	1	100.0	14.3	3	2
VOLVO	2	1	100.0	14.3	2	2
OTHER	8	3	166.7	57.1	24	14
TOTAL	14	9	55.6	100.0	38	25

USED MEDIUM TRUCKS 9001-23,000KG MARCH 2016

MAKE	MAR '17	MAR '16	% Change	% of Market	YTD '17	YTD '16
HINO	9	3	200.0	40.9	13	6
ISUZU	8	2	300.0	36.4	15	4
MITSUBISHI	2	1	100.0	9.1	3	1
OTHER	3	2	50.0	13.6	18	10
TOTAL	22	8	175.0	100.0	49	21

USED LIGHT TRUCKS 3500-9000KG MARCH 2017

MAKE	MAR '17	MAR '16	% Change	% of Market	YTD '17	YTD '16
TOYOTA	49	36	36.1	25.7	96	85
ISUZU	46	35	31.4	24.1	115	83
HINO	31	22	40.9	16.2	75	38
MITSUBISHI	25	11	127.3	13.1	62	50
NISSAN	18	7	157.1	9.4	32	38
CHEVROLET	5	1	400.0	2.6	8	2
FIAT	5	3	66.7	2.6	8	13
OTHER	12	12	0.0	6.3	36	30
TOTAL	191	127	50.4	100.0	432	339

USED BUSES OVER 3500KG MARCH 2017

MAKE	MAR '17	MAR '16	% Change	% of Market	YTD '17	YTD '16
FORD	1	1	0.0	25.0	3	1
OTHER	2	5	-60.0	50.0	15	14
TOTAL	4	6	-33.3	100.0	18	15

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Continued from page 25

New vehicle market 15% ahead of 2016

The new car market is 15% ahead of this time last year with 39,477 registrations compared to 34,316 units to the end of March 2016.

For the month of March, the **Ford Ranger** remains at the top of the best-selling vehicle model table with 810 units followed by the **Toyota Hilux** in second with 740 units and the **Toyota Corolla** with 396 units. The **Toyota Hiace** was the top selling rental model for the month of March with 54 units.

"Registration data for March 2017 shows growth in the new vehicle sector continues to surpass expectations," says Motor Industry Association chief executive **David Crawford**.

Monthly registrations of 13,869 vehicles were also the strongest month of March on record, up 14.5% (1759 units) in March 2016.

For the month of March 2017, passenger car and SUV registrations of 9230 units were up 12.7% (1039 units in March 2016).

Commercial vehicle registrations of 4639 units were up 18.4% (720 units in March 2016).

"Not only was it the first time since the MIA began collating commercial vehicle registration data in 1981, that registrations of heavy vehicles broke through the 4000 mark in the month of March, it was also the single largest month of all time," says Crawford.

Toyota remains the overall market leader with 17% market share (2,316 units), followed by **Ford** with 11% (1,522 units) and **Holden** with 8% market share (1,104 units).

Toyota was also the market leader for passenger and SUV registrations with 13% market share (1,213 units) followed by **Mazda** with 10% (905 units) and **Suzuki** with 8% market share (734 units).

In the commercial sector, **Toyota** was again the market leader with 24% (1,103 units) followed by **Ford** with 19% (879 units) and **Holden** with 8% market share (393 units).

Year-to-date the SUV medium segment accounts for 16% of the market, followed by the Pick-Up/Chassis Cab 4x4 (utes) with 12% and SUV large segment also with 12% share. Year-to-date, SUV's make up 40% of new vehicle registrations.

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USED TRUCK AND BUS ALL WEIGHTS OVER 3500KG MARCH 2017

MAKE	MAR '17	MAR '16	% CHANGE	MARKET	YTD '17	YTD '16
ISUZU	55	37	48.6	23.8	133	87
TOYOTA	50	36	38.9	21.6	103	88
HINO	41	26	57.7	17.7	91	49
MITSUBISHI	27	13	107.7	11.7	68	54
NISSAN	17	9	88.9	7.4	39	41
CHEVROLET	5	1	400.0	2.2	8	2
FIAT	5	3	66.7	2.2	8	13
MAZDA	5	2	150.0	2.2	12	7
MERCEDES-BENZ	4	2	100.0	1.7	10	5
IVECO	3	1	200.0	1.3	6	7
OTHER	19	20	-5.0	8.2	55	47
TOTAL	231	150	54.0	100.0	537	400

USED LIGHT COMMERCIAL MAKES UNDER 3500KG MARCH 2017

MAKE	MAR '17	MAR '16	% Change	Market Share	YTD '17	YTD '16
TOYOTA	602	431	39.7	48.2	1472	1123
NISSAN	263	188	39.9	21.1	651	505
MAZDA	90	63	42.9	7.2	267	143
ISUZU	64	46	39.1	5.1	150	109
MITSUBISHI	45	27	66.7	3.6	118	93
HINO	41	26	57.7	3.3	91	49
FORD	30	30	0.0	2.4	95	74
HOLDEN	23	17	35.3	1.8	55	42
CHEVROLET	19	15	26.7	1.5	53	45
MERCEDES-BENZ	10	3	233.3	0.8	22	7
OTHER	62	45	37.8	5.0	201	141
TOTAL	1249	891	40.2	100.0	3175	2331

USED TRACTOR REGISTRATIONS MARCH 2017

MAKE	MAR '17	MAR '16	% Change	% of Market	YTD '17	YTD '16
MASSEY FERGUSON	12	16	-25.0	16.0	28	57
JOHN DEERE	10	16	-37.5	13.3	39	34
FORD	8	2	300.0	10.7	14	11
TRACTOR	8	5	60.0	10.7	17	13
ISEKI	6			8.0	8	2
NEW HOLLAND	5	11	-54.5	6.7	22	25
OTHER	26	55	-52.7	34.7	71	116
TOTAL	75	105	-28.6	100.0	199	258

NEW TRACTOR REGISTRATIONS MARCH 2017

MAKE	MAR '17	MAR '16	% Change	% of Market	YTD '17	YTD '16
JOHN DEERE	28	38	-26.3	28.0	114	93
NEW HOLLAND	10	8	25.0	10.0	35	31
CASE IH	9	6	50.0	9.0	24	25
CLAAS	8	6	33.3	8.0	16	36
DEUTZ-FAHR	8	6	33.3	8.0	21	13
KUBOTA	7	13	-46.2	7.0	27	33
MASSEY FERGUSON	7	11	-36.4	7.0	28	29
CASE	4	5	-20.0	4.0	15	12
TRACTOR	4	1	300.0	4.0	10	13
OTHER	15	20	-25.0	15.0	45	45
TOTAL	100	114	-12.3	100.0	335	330

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Resilience a hot topic once again

Recently in our columns both **Ken Shirley** and I talked about resilience, and how our transport networks could be made less susceptible to damage from natural events, and whether they should be. The topic has since heated up again.

In March, the Southern section of the Chartered Institute of Logistics and Transport held a very successful seminar in Christchurch on the topic.

Richard Paling spoke of the challenges that arise from things which happen rapidly. His definition of resilience was the capacity to recover quickly from those challenges. Should we remove the problem in advance, or manage it when it happens?

Jim Harland of NZTA, **Alan Piper** of KiwiRail, and **Dave Brash** of the PM's department talked about what was being done to fix up SH1 and the Main North line, and other infrastructure like the port, all extensively damaged in the Kaikoura earthquake.

There's still a lot to do, but the railway line might be reopened in about three months, well ahead of the highway.

John Vargo of Resilient Organisations, a university research and consulting group, gave a talk which itself illustrated resilience, as he was unable to attend in person but successfully delivered his talk via a microphone placed on a mobile phone!

His message was that the cost of not being resilient can be huge, especially when you think beyond the infrastructure and consider cultural disruption. But in those circumstances people do adapt — they share, do without, and find alternatives.

One such alternative in the current situation is coastal shipping. The operator of NZ's only general cargo coastal vessel, Pacifica Shipping, noted that there had been up to a 28% increase in his business. Traffic was also moving coastwise on international vessels, more than usual, as indicated by the fact that KiwiRail's current traffic levels in the route (trucked around the issue) had halved from the pre-quake 1.12m tonnes.

Quite possibly some of this is being directly imported into Lyttelton, which might previously have been imported via Auckland or Tauranga. Even the tiny coastal ship Anatoki has come to the rescue, carrying malting barley to Whanganui for Marton, previously a rail haul.

With the reduction in rail levels KiwiRail had considered laying up one of its ships to save money. This would have reduced the frequency with which cargo could be transported between the islands. Discussions with the transport industry revealed that this frequency was very valuable, and the solution was for KiwiRail to maintain it, with a levy being charged on commercial vehicles to cover the cost.

Some people identified the dilemma of not being able to tell where the next problem would arise, and so not being able to take economic decisions to remove the problem. The priority from a national point of view was to keep routes open: Rockfalls, for example, can be triaged and prioritised, but not everyone can be attended to in advance of their falling down.

Joanne Leung of the Ministry of Transport talked about a research project that is underway to model the economic impacts of the earthquake. The results of this are expected shortly. The overall project is called the economics of resilient infrastructure, and involves a model called MERIT — measuring the economics of resilient infrastructure tool.

This model can incorporate how businesses can adapt to the circumstances, such as by changing the supply chain (maybe greater stocks held), changing their product, or even shifting location. Kaikoura accommodation and hospitality businesses, for example, might adapt by serving construction workers rather than tourists.

To some extent we can say that, at a national level, the transport system is resilient. Christchurch and the lower South Island are not cut off — there are alternatives, albeit at the cost of time and money. The important impacts on the economy may have only been in the immediate aftermath.

Resilience is likely to be an official policy too. The 2015/'16–2024/'25 draft Government Policy Statement on Land Transport includes resilience of the land transport system as an objective.

It too recognises the need to prioritise and spend money wisely, so the priority is improving resistance to disruptions that have high social and economic costs.

Spending on preventing outages will be directed to critical points on the network, and targeted at the highest-priority needs. Money will also be invested in restoration of access, and funding is available for extraordinary events.

The turnout at the Christchurch seminar suggests that the supply chain and transport sectors are concerned about the resilience of the system. So too is the government, assuming it adopts the draft GPS, albeit carefully targeted.

It will be interesting to see what the economic modelling will say about the overall costs of the one major disruption we have as a case study, the Kaikoura earthquake.

Murray King is a Fellow of the Chartered Institute of Logistics and Transport, a past president of CILTNZ, and has been a member of its National Council for many years. He is a transport consultant in the daytime. **murray.king@xtra.co.nz**



Dealing to the late payers

Two of New Zealand's largest corporates effectively pushed their terms of payment out to 90 days last year.

As price-takers rather than price-setters, transport operators and many small businesses found themselves with little choice other than to accept the new terms and had to find other ways of covering their expenditure.

Deferring payment is not illegal and in a perfect market environment the issue would be addressed as part of healthy commercial contract negotiations.

Prime Minister Bill English described it as such when responding to a question on the issue during his time as Minister of Finance.

"Well, it would be unacceptable if it was outside the current legislative requirements," English said.

"In the end, these are freely transacting people doing business. Any party to the transaction is able to choose whether the terms are suitable for them or not."

English is correct in theory but because of the inconsistency of competition across the economy there is a power imbalance working against transport operators and other small suppliers, particularly those who serve the primary sector.

That sector is dominated by a few big corporates which operate as virtual monopolies and, in one case, we even have one of these monopolies created and protected by statute.

While those companies might serve NZ Inc well in the global marketplace, their dominance prevents healthy competitive behaviour here at home.

Consequently, there exists very little market protection from payment deferral as it applies to our industry. The Road Transport Forum (RTF) has undertaken to address the problem on behalf of the industry.

Working with road transport legal expert Ed Cox of Gibson Sheat Lawyers, our plan is to develop a legislative proposal based around the unfair contract term provisions that already exist in the Fair Trading Act.

Those provisions currently relate to unfair contract terms in a standard form consumer contract, but Cox's advice is that it would not be a big change for those protections to apply to business contracts also.

Once the proposal has been finalised we will begin the process of lobbying government officials and political parties to gain support for the necessary statutory changes.

It is worth noting that late payment is not just an issue in New Zealand. Australian Small Business and Family Enterprise Ombudsman Kate Carnell is in the middle of an enquiry into payment times and practices over there.

Her enquiry is also looking at the impact long payment times have on small businesses and the potential regulatory and market-based responses available to protect them.

She has already put a stake in the ground over the issue. In a recent meeting with small businesses she announced the enquiry's work so far had shown that almost 50% of small businesses in Australia experienced late payments on at least half of the bills owed.

"Ninety percent of small businesses go broke because of cash flow and for a large number of these it is because of slow payment," Carnell says.

"It is not because these big businesses can't pay, it is because they chose not to. They are using small business as interest-free banks."

Carnell suggests it is the cynical nature of large corporates using late payment terms to artificially benefit their own balance sheets that is most infuriating to small suppliers and transport operators. Her enquiry has found some large companies have moved payment terms to as long as 120 days.

Australian Trucking Association (ATA) chairwoman Noelene Watson says most of the costs incurred by small trucking businesses must be met before they can bill their customers.

"This includes wages or personal living costs, fuel, tyres, finance costs, registration and maintenance. As a result, small trucking businesses are vulnerable to adverse changes in their payment terms, such as large customers imposing extended periods before they will pay an invoice."

Meanwhile, Carnell's enquiry is having a positive effect even before its findings are released. Aussie supermarket giant Coles has announced that from July its small suppliers will be paid within 14 days, down from the 30-day average they currently work to.

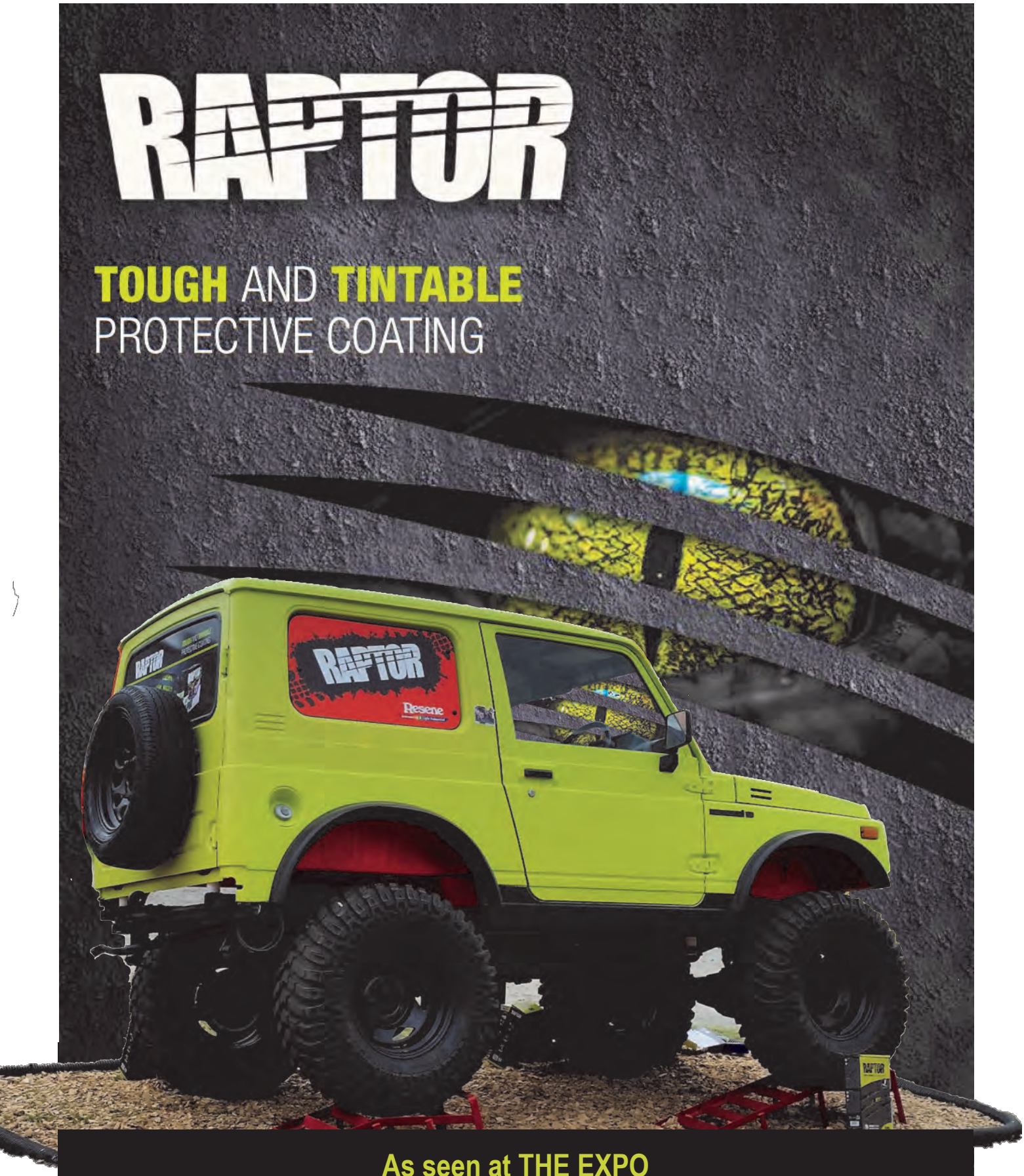
RTF totally supports the work being done in Australia and will keep a close eye on its progress. A positive outcome over there will help add momentum to our cause here.

Until then we encourage operators to establish standard terms and conditions that, where possible, maximise the chance of the operator's terms being the default contract position between it and its customer.

A former MP and minister of the crown, **Ken Shirley** became the chief executive officer of the Road Transport Forum New Zealand (RTFNZ) in 2010. The forum was set up as a national body in 1997 to responsibly promote and advance the interests of the road transport industry, and its member road transport operators. Email: ken.shirley@rtfnz.co.nz







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The hidden health and safety risk: driving

Every business prioritises its risks and puts measures in place to mitigate them. Problems arise, though, when a risk exists that we hadn't considered.

Driving is one of those for a large number of companies.

More than a third of all workplace fatalities are related to driving, and around half of all road accidents involve people either driving for work or to and from work.

In terms of costs and disruption, a vehicle accident affects a large number of people, usually costs a lot to fix and disrupts a company's ability to deliver which leads to additional costs such as production delays, lost business and lost productivity.

Larger operators usually know this and have systems in place to train their drivers and ensure they are aware of the risks of driving.

But smaller operators are generally already stretched to the max dealing with all the workplace health and safety requirements heaped on them when things got serious when the Health and Safety at Work Act 2015 came into force in April last year.

What are your options?

Under the Act, once a risk is identified (i.e. driving) the person or people running a business or undertaking are obliged to mitigate it. You can't totally eliminate it but you can show you have taken all practicable steps to reduce the risk as much as possible. There are four main pillars of driver safety and improvement:

Choosing the right vehicle

Choose safe, economical vehicles with a 5-star crash test rating from either ANCAP or EuroNCAP, and a good fuel economy rating from Rightcar. Vehicles should have electronic stability control as a minimum (this includes anti-lock brakes and traction control), and preferably forward collision warning and/or automatic emergency braking. Of course, it might not be practical to replace your whole fleet right now so it could take some time to implement this.

Telematics

Telematics measures how the vehicle is used in order to identify drivers who are breaking the law or who are prematurely wearing out the vehicle by driving it harshly. **Telematics is a more punitive form of driver behaviour modification but has the advantage of being based on empirical data. It does require a black box in the vehicle and a person to analyse the data and convey this to drivers.**

Practical assessments and training

Practical instruction is good for identifying poor driving habits and trying to correct them, or for teaching new skills. This option works for demonstrating techniques that must be taught in person (for example, off-road driving). Practical assessments should be conducted periodically but it's often cost-prohibitive to do it every year and it requires time off work.

Online theory training

Online training ensures drivers are aware of the road rules, driver health and safety, driving techniques and hazard awareness so they can reduce fuel use, fines and accident risks. This option focuses on education and encourages personal responsibility and results in fewer costs and less administrative burden for the company. It is usually the easiest and least disruptive option to implement because the systems can be accessed at any time on any device, as long as it's internet-capable.

The grey fleet

Workplace drivers are most obvious when a person gets a sign-written company vehicle, whether it's their own or a pool vehicle. The less obvious company drivers belong to the grey fleet: drivers who use their own vehicle for work, either regularly or just occasionally. They still fall under the provisions of the Act because their vehicle is classed as a place of work. A 'place of work' is anywhere staff or contractors are working and the Act specifically says vehicles are included in section 20 'Meaning of workplace'.

Drivers also benefit outside of work time

Choosing education as your method of encouraging your drivers to drive differently has positive social benefits beyond the driving they do for work. We drive our kids to soccer practice, we go grocery shopping and we take road trips. Vehicle use pervades our life and, therefore, so does the risk of an accident which can, at best, be an inconvenience and, at worst, devastating.

And we are all affected by congested traffic, traffic incidents and pollution which create an immense cost for businesses, some of it hidden and some of it very visible.

We can all take responsibility for improving the driving performance, habits and fuel use of staff members, whether they're driving for work or just to and from work, and we'll reap social and economic benefits because of it.

Darren Cottingham founded DT Driver Training (www.drivingtests.co.nz) in 2010. More than 70,000 drivers use its online training modules very month.
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March 1

Freightliner's top dealers honoured at awards night

Freightliner has celebrated its best performers at its annual Dealer of the Year Awards in Melbourne, with the Kiwis claiming some success.

Auckland-based Kelly Henshaw took out Service Manager of the Year for his dedication to outstanding ownership experience, while Christchurch's Prestige Commercial Vehicles was the Metro Dealer of the Year Runner-Up.

Daimler Truck and Bus managing director **Daniel Whitehead** and Freightliner director **Stephen Downes** presented the 2016 Freightliner Metropolitan Dealer of the Year award to Daimler Trucks Perth dealer principal **Simon Ramsay**.

March 3

Newly upgraded T3 Foton Tunland hits the road

The newly facelifted Foton Tunland four-wheel drive double cab ute is the third model iteration to arrive in New Zealand since its global debut in 2011.

For 2017, the T3 series Foton Tunland is receiving multiple product enhancements with upgraded specifications, and improved on-road driving dynamics says its distributor.

Significant product improvements to interior styling and function include an all-new dashboard, improved audio and Bluetooth system, as well as a new dual lid centre console and selectable 2WD/4WD dial.

CentrePort posts strong half-year despite quake impact

Notwithstanding the implications of the Kaikoura earthquake on its operation, Wellington's CentrePort is reporting a strong half-year result.

The port reported net underlying profit after tax (before earthquake provisions and fair value adjustments) of $8.8 million for the six months to December 2016 according to its shareholder Horizons Regional Council which has a 23.6% share in the port, which it jointly owns with Greater Wellington Regional Council.

After earthquake provisions and fair value adjustments to property, the result is a loss of $35.7 million, with port land also written down by $50 million in value.

New corporate image for Fuso truck and bus

Fuso New Zealand is launching the brand's new corporate image, "Fuso, Delivering Better," at the transport and heavy equipment expo (THE Expo) at the Mystery Creek Events Centre.

Managing director Kurtis Andrews says THE Expo marks the start of using the new corporate identity and mission statement for Fuso truck and bus in New Zealand.

It also marks the distributor's determination to regain the position of being the number two player in the truck market.

March 6

Hi-Vis woman taking on dominant male industry

In the spirit of International Women's Day (March 5) **Ellie Pugh** (17) is carving herself a successful career in the energy sector.

The annual 'Girls with Hi-Vis' initiative driven by the Infrastructure Industry Training Organisation (ITO) Connexis was responsible for introducing and recruiting Pugh to the sector.

Pugh is the only woman in MainPower Rangiora's field services department, and according to **Rob Wilson**, MainPower operations manager, she's a great ambassador for young women wanting a career in the industry.

Employers urged to tackle speed

The charity behind Road Safety Week 2017 (May 8 to 14) is encouraging companies, especially those with staff who drive for work, to get on board and raise awareness of road safety issues.

The week, which is coordinated by road safety charity Brake and sponsored by QBE Insurance, will coincide with the fourth UN Global Road Safety Week and will be on the theme 'speed'.

Brake is encouraging organisations to go to www.roadsafetyweek.org.nz for ideas on using the event to promote life-saving messages to staff and the wider community and to register for a free action pack.

NZ's award winning Mercedes-Benz Van dealers

Mercedes-Benz hosted it Vans Dealer of the Year awards for Australia and New Zealand in Melbourne at the end of February.

Keith Andrews Trucks is the 2016 Mercedes-Benz Vans dealer of the year winner, while Adam Corbett from Trucks and Trailers in Wellington won service manager of the year and Paul Oliver from Ingham-Sears won the parts manager of the year award.

Scania reaches 250,000 connected vehicles

As Scania launches a new connectivity offering, the number of its connected vehicles is reaching a quarter of a million units.

This connectivity amounts to two-thirds of Scania's five-year rolling fleet.

"Heavy transport is standing on the brink of a fundamental shift towards sustainable transport. Digitalisation and connectivity will play a pivotal role in enabling this shift," says Scania chief executive Henrik Henriksson.

March 8

Downer acquiring Hawkins from McConnell family

Downer EDI Limited says it is signing an agreement to acquire the construction, infrastructure and project management businesses of Hawkins New Zealand from the McConnell family.

Downer chief executive Grant Fenn says Hawkins is an excellent strategic fit for Downer's New Zealand business.

"Downer has a long and proud history in New Zealand that can be traced back more than a century," says Fenn.

March 9

Current and former Eroad employees charged with insider trading

Insider trading charges have been filed against a current and a former employee of Eroad by the Financial Markets Authority (FMA).

It is alleged that the current Eroad employee texted the former employee with confidential information about Eroad's performance up to September 30, 2015, the *NBR* reports.

The former employee then traded 15,000 Eroad shares.

March 13

A million containers expected at Tauranga port

Port of Tauranga is on track to become the first port in the country to transport more than a million containers across its wharves in a single year.

It also announced a strong 8.5% improvement in group half year net profit to $41.9

Continued on page 35

Continued from page 34

million from $38.6 million in the same period a year ago.

Half year trade volumes grew 8% to 11m tonnes and the Port of Tauranga continued to set new national standards for port productivity.

Brisbane Truck Show tickets now on sale

Tickets for the 2017 Brisbane Truck Show to be held at the Brisbane Convention and Exhibition Centre on May 25-28, are now on sale.

The Brisbane Truck Show is presented by Heavy Vehicle Industry Australia (HVIA) every two years.

The 2017 show will feature more trailers than ever before with expanded displays and new exhibitors from all over Australia confirmed.

March 14

Call to grow New Zealand's petroleum sector

Investing in further geological studies of petroleum basins is among 18 actions sought from the next Government.

The Petroleum Exploration and Production Association of New Zealand (PEPANZ) wants the next Government to also review fiscal policy settings, and establish a dedicated royalties fund to allow future generations to benefit from our mineral wealth.

New Zealand's regulatory environment is generally in good shape, but it is important the Government takes steps to ensure the country remains an attractive investment destination, PEPANZ chief executive Cameron Madgwick says

Mito develops training programme for senior drivers

Industry training organisation Mito has launched a new commercial training programme for experienced drivers.

The National Certificate in Commercial Road Transport (Goods Service Senior Driver) (Level 4) qualification will help experienced truck drivers take on senior or training roles in their companies.

It includes both theoretical and practical training and assessment to ensure drivers can effectively mentor, train and manage both drivers and vehicles.

March 16

New Isuzu appointments

The appointment of two new sales consultants has strengthened the Commercial Autos Ltd Isuzu Truck dealer team in New Zealand.

Shane Ward and Lindsay Robert will help CAL Isuzu retain its position as the retail trucking giant of New Zealand, its managing director Ashok Parbhu says.

"CAL Isuzu is expanding rapidly and we are strengthening our sales team to support growth in our operations and truck sales in general," he says.

Southpac award winners celebrate

The latest Southpac Trucks Dealer Awards winners were spread evenly throughout the country.

Commercial Vehicle Centre in Nelson claimed the Dealer of the Year award, with service manager Shayne Rooney and parts manager Andrew Dodson accepting on behalf of the business at THE Expo in Hamilton.

Dodson also picked up the Parts Excellence award, while Truckline Services in Mt Maunganui claimed the Parts Dealer of the Year prize.

March 20

Positive full-year result for Scania Truck & Bus

Scania's net sales rose to a record level of nearly 104 billion Swedish Krona (SEK) ($NZ16.56 billion) for the January to December 2016 financial year.

Scania president and chief executive officer Henrik Henriksson says higher vehicle volume in Europe and higher service volume impacted earnings positively, but negative currency rate effects, lower deliveries in Brazil, and investment costs related to Scania's new truck generation partly offset this.

"Scania's position in Europe remains with a 16.5% market share," says Henriksson.

Hearing challenges no barrier to industry success

Hearing problems aren't an impediment to success in the civil infrastructure industry for one Higgins Christchurch employee who has just achieved an industry qualification.

Michael Collett has worked in the industry for more than 25 years, recently achieving a New Zealand Certificate in plant and equipment Level 3 through industry training organisation Connexis.

Connexis customer service area manager. **Fiona Malloch** says Collett achieved this qualification – his first ever trade qualification – through recognition of his work experience.

March 21

Commercial biofuel sources possible

Commercially viable biofuel sources within Australia and New Zealand may be a step closer to reality.

This follows Alliance partners Virgin Australia and Air New Zealand announcing the findings of their investigation into such sources.

The two issued a joint Request for Information (RFI) to the market in March last year to investigate options for locally produced aviation biofuel.

Women leaders sought for construction industry

More women are joining New Zealand's booming construction industry, doubling to 17% over the past 15 years.

But this increase hasn't resulted in more women in leadership roles, the National Association of Women in Construction (NAWIC) says.

"While it is fantastic to see increasing numbers of women choosing a career in construction, this isn't reflected in the participation of women at a decision-making level in construction and, in fact, all industries across New Zealand," NAWIC president Donna Howell says.

Rail safety campaign wins top awards

A "Conscious Crossing" rail safety campaign has won the supreme award at the Axis Awards.

The KiwiRail and TrackSAFE NZ's social media campaign also took home eight Gold Axis Awards, the awards recognising creative excellence.

The Conscious Crossing campaign was developed as part of Rail Safety Week 2016 in response to a nationwide increase in rail incidents involving pedestrians, particularly at level crossings.

March 22

Changes needed to improve NZ transport system: OECD

Road tolls and congestion charges are just two of the recommendations put forward by the OECD to help improve New Zealand's transport system.

The end of tax breaks for company cars and carparks and less diesel vehicles are also high on its agenda, as laid out in its latest environmental performance review, *Stuff* reports.

The report says charges like tolls, otherwise known as road pricing, along with a better mass transit service, would help improve efficiency of the transport network and reduce greenhouse gas emissions and air pollution.

March 23

Road industry skills shortage tackled

An apprenticeship programme in the Waikato District is helping address the skills shortage in New Zealand's roading industry

Continued on page 36

Continued from page 35
following the graduation of its first intake.

A partnership between Downer, Waikato Tainui and the Ministry of Social Development has resulted in 10 previously unemployed members of the community gaining a qualification and employment. Downer and WDC are partners of the Waikato District Alliance (WDA), a joint venture managing and maintaining the district's roading assets.

The Downer Basics Civil Apprenticeship Programme aims to attract capable people into the industry and give them career pathways along with industry qualifications.

Fonterra has strong outlook

Paying an interim dividend of 20 cents per share, while maintaining the forecast Milk Price at $6 per kg/MS, will raise farmers' confidence, Fonterra Shareholders' Council chairman **Duncan Coull** says.

It will also enable farmers to alleviate cash-flow pressures which have built up over the past few seasons, he says

Interim results are encouraging and in line with the council and Fonterra farmers' expectations, Coull says.

March 24

Fletcher appoints new construction chief executive

Fletcher Building announced the immediate appointment of a new chief executive for its troubled construction unit.

Effective immediately, Michelle Kernahan will take over the helm of the construction business unit from Graham Darlow who will retire at the end of the financial year.

According to *BusinessDesk*, Fletcher began a review of the construction division last November and this week it cut group full-year profit guidance by $110 million because of losses at a major construction project and an impairment against expected losses at a second contract.

Daimler probed on diesel fraud allegations

Daimler AG employees are under investigation by German prosecutors over diesel-manipulation allegations, according to reports.

German newspaper *Die Zeit* reports that a Daimler worker testified to Stuttgart officials that the company may have manipulated its diesel engines to cheat on emissions tests.

However, Daimler has denied the allegations saying its cars have been successfully checked by Germany's motor authority and transport ministry.

Waterview Connection not opening in April

The Waterview Tunnel will not be opening in April as testing and commissioning of the complex systems that will its ensure safe operation are continuing.

The New Zealand Transport Agency and Well-Connected Alliance are working towards opening the tunnel within the next two to three months, with precise timeframes dependent on the testing and commissioning work underway.

For the tunnel to operate efficiently and safely, each piece of equipment needs to be thoroughly tested to ensure that it works both individually and as part of a wider system, as well as in conjunction with the rest of the transport network.

March 27

NZ Post appointing a new chief executive

NZ Post says David Walsh is taking up the role of chief executive officer from May 1, 2017. The announcement by NZ Post board chairperson **Jayne Taylor** follows the notice of retirement last year of Sir Brian Roche.

Walsh has been at NZ Post for two years as chief financial officer and has provided executive leadership to the information technology function.

Before joining NZ Post, he was appointed as chief executive officer at KiwiRail in 2004, then moving into the role of general manager, corporate and finance. Earlier in his career, Walsh spent time in the NZ Racing Board, Fonterra, TransAlta NZ and Shell NZ.

NZ Post signs with Chinese logistics giant

New Zealand Post is signing an agreement with the Henan bonded logistics centre (HNBLC) and Trademonster, simplifying access for New Zealand companies to one of the world's largest consumer markets.

The signing, at New Zealand Post's Auckland Operations Centre, was attended by representatives of the People's Government of Henan Province, including govenor Chen Run'er.

HNBLC processes more than 90 million domestic parcels in China and more than half of all cross-border e-commerce trade.

March 28

Z adopting faster point of sale technology

Z Energy is upgrading the point of sale technology in its network of service stations, truck and air stops to service customers more efficiently.

The energy supplier is partnering with the Auckland-based retail software provider, Triquestra, upgrading the point of sale systems at more than 200 locations.

The rollout of the new retail management system, called Infinity, is planned to start this month.

Oceania Dairy stage two development announced

Global dairy giant Yili Group is announcing the start of the stage two development of its Oceania Dairy production plant at Glenavy, South Canterbury.

The investment in Yili Oceania Dairy, including a new ultra-high temperature (UHT) plant, infant formula canning line, blending facilities, a whole milk powder dryer, and facilities to manufacture UHT dairy products and lactoferrin, takes total investment to more than $600 million.

March 29

Fulton Hogan first-half earnings jump 13%

Christchurch-based civil construction firm Fulton Hogan is reporting its first-half pre-tax earnings increased by 13% as its operations track ahead of expectations.

According to *BusinessDesk*, profit before tax rose to $112 million in the six months ended December 31 on revenue of $1.6 billion.

In a company statement received by BusinessDesk, outgoing managing director **Nick Miller** says earnings were on track to deliver against the firm's annual budget with strong performances in New Zealand and Fiji.

March 30

Liam Messam appointed Foton brand ambassador

Foton New Zealand is signing Chiefs rugby player **Liam Messam** as its official brand ambassador.

Messam will be representing the Foton brand and feature in its marketing campaigns until February 2018.

"Liam is an exceptional sportsman, and while he's best known for his rugby performances, it's his character, both on and off the field that reflects qualities the Foton brand strives for in New Zealand, says Foton New Zealand chief executive officer **Roger Jory**.

Levy rates for fire and emergency services announced

New levy rates which will fund the unified national fire and emergency service – Fire and Emergency New Zealand are being announced by internal affairs minister **Peter Dunne**.

From 1 July 2017, Fire and Emergency New Zealand will deliver fire and emergency services across the country.

The organisation will bring together volunteer and paid, urban and rural firefighters, to provide a comprehensive national emergency service.

Euro 6 addition strengthens Daily range

A new seven-tonne (7t) GVM Euro 6 (E6) Iveco Daily van is joining the current Euro 5 (E5) range of vans and cab chassis models in the New Zealand line-up.

The new E6-rated Daily van delivers cleaner running and a host of efficiency and performance gains for operators.

For now, the E6 Daily is only available as a single van model boasting a 7t GVM. However, customer orders can shortly be placed on the lighter tare weight models in E6 as well.

The new 7t GVM model introduces an E6 emission standard through the adoption of a Selective Catalytic Reduction (SCR) system using AdBlue with a 25 litre (nominal) tank capacity.

Iveco New Zealand estimates that the vehicle will consume three litres of AdBlue per 100 litres of diesel depending on conditions, which means the operator will only need to refill AdBlue every seven or eight tanks of diesel.

The E6 Daily features increased power and reduced fuel consumption.

The revised 3-litre turbo diesel power plant delivers an 180hp and 430Nm of torque, an increase of 10hp and 30Nm from the predecessor model.

All 2017 Daily models (E5 and E6 van and cab chassis) benefit from reduced fuel consumption of almost 1% on their predecessors' figures.

The fuel efficiency gains came from adopting lower viscosity synthetic oils, engineering tighter construction tolerances and the use of low friction bearings and pinion seals.

Iveco is introducing Lane departure warning system as a cost option on 4x2 models.

The latest Daily 4x4 variants now have a driver's SRS airbag for operating in health and safety sensitive environments.



All Daily 4x2 models continue to feature four airbags, while the IVECO 'ESP9' safety package which includes electronic brake-force distribution, electronic stability programme, anti slip regulator and a host of additional driver aids continues as per earlier models.

The manual transmission models now have 150,000-kilometre transmission oil change intervals (up from 120,000 kilometres), while brake pads in the 35S variant are now about 20% harder wearing.

These enhancements are estimated to have further reduced the Daily's maintenance and repair costs by 3%.

Operators will also notice many new changes in the cabin, including a revised instrument cluster, a standard top-of-dash open storage area with USB charger, plus further options including an inductive charger. Storage improves with the adoption of new door panel lower drawers as standard.

The latest Daily range also boasts improved sound quality from its radio/multimedia system, thanks to upgraded mid-woofer and tweeter speakers.

Another range-wide improvement is a 3dB noise reduction, achieved through improved soundproofing.

For greater comfort, an optional padded headrest is available for vans and the front seats of crew cab models. Aesthetically, bi-colour seats are now available as standard. This complements the Daily's bi-colour dash which is available at no charge for customer orders. A standard black dash is also available.

Identifying the latest Daily models is a revised grille treatment which now features horizontal bars compared to the previous horizontal over honeycomb design.

The new grilles come standard with chrome highlights as well as plain black which are available at no additional cost.

Iveco is introducing revised twin wheel hub covers for 35C and 50C van and cab chassis, while a selection of aluminium wheels and covers are available on certain models.

A new 5100mm wheelbase variant joins the current 4750 mm variant of the Daily 70C170 cab chassis model.

On the 3.5t and 5.2t Daily vans, there is a new volume option of 13.4 cubic meters. This is achieved with the 3520L wheelbase (same as the current 12 cube) but with a taller height of 2100mm.

The Daily range offers a wider selection of single and dual cabin cab chassis models and a van range spanning from 3.5 to 7.2t GVM and volume capacities ranging from 7.3 to 19.6m3.

There is now a greater availability of airbag rear suspension providing better performance and comfort when transporting sensitive freight.

The Iveco multimedia system, 'Iveconnect' remains a standard feature comprising a 7-inch colour screen display, Bluetooth connectivity, USB/Aux-in media transfer, voice recognition and navigation software.

As an added cost option, Iveconnect can be specified with a rear camera and can be set-up to control the audio system and phone calls from the steering wheel.

Developing efficient new Daily fleet

Textile rental company Alsco New Zealand is partnering with Iveco New Zealand and body builder, Action Manufacturing, to develop a more attractive yet fuel-efficient urban delivery vehicle using the New Daily cab/chassis.

Alsco also wanted a streamlined build process matched with a body design that was quite literally 'outside the box'.

Alsco NZ branch manager **David Woodhead** says there were a couple of reasons behind the decision to enter a partnership arrangement with Iveco.

"First and foremost was our desire to have one point of contact that encompassed the supply of a suitable cab chassis, along with the supply and build of a specifically designed truck body for our industry," Woodhead says.

"Secondly, Iveco and Action Manufacturing came up with a very price-competitive turn-key package while also offering Alsco value-added extras."

He says, "The new aerodynamic design and lightweight fibreglass composite body promote fuel savings, which fits well with Alsco's environmental and sustainability goals."

Woodhead says the new model and livery provide a significantly improved brand image for Alsco.

Based on the Daily 50C cab chassis which already benefits from a sleek cabin design and fuel saving measures — including low-friction engine componentry, 'smart alternator' and 'Ecoswitch', Action Manufacturing's body further builds on these qualities.

Action Manufacturing industrial designer **Will Nicholson** says the new design will provide many benefits for Alsco.

"Aerodynamics, brand image and user ergonomics have been a huge driving force for us with the development of the Alsco prototype vehicles," he says.

"The innovative wing-like roof line has been proven to produce anywhere from seven to 15% fuel savings from reduced drag in large truck and trailer units. Applying this same concept to smaller light commercial vehicles is delivering significant fuel savings and a unique brand image for Alsco."

Iveco New Zealand general manager **Ian Walker** says the brand is proud to be associated with Alsco, and to have assisted the company in reaching its goals for the new trucks.

"We're pleased to have been involved in the project, and to have these eye-catching and innovative bodies fitted to the Daily cab chassis platform," Walker says.

"Iveco NZ will often collaborate with industry suppliers to try and deliver the best result possible for our customers."

He says: "The result of this partnership is a modern and efficient truck fleet following a build process that was convenient and hassle free for Alsco."





It's a wrap for a unique Daily 4x4

At the Expo last month, Iveco New Zealand displayed a very special modified Daily 55S17 dual-cab 4x4 which featured a dealer-fitted 37-inch tyre package, custom tray and towbar, long-range fuel tank and Narva lighting.

These modifications complement the Daily 4x4's long list of standard equipment, including standard triple differential locks, and a double low-range transfer case.

Finished in a unique camouflage wrap, this Daily 4x4 dual cab is normally used by former Australian Moto GP rider Daryl Beattie as one of two Iveco-sponsored vehicles in the operation of his outback motorcycle touring company (darylbeattieadventures.com.au).

While the Outback Adventures Daily 4x4 dual cab was on a promotional tour in New Zealand, *Dieseltalk* briefly got a feel for the vehicle's ability on a private farm track near Clevedon.

There is no doubt this Daily is much happier travelling off-road than on tarmac, thanks to the enormous wheel and tyre combination as well as the raised suspension needed for greater articulation in the rough stuff.

On tarmac, it can get a bit jiggly and wobbly thanks to the suspension and higher level of gravity, so proceeding with care and allowing plenty of time for braking and steering around corners is mandatory.

It offers enormous levels of traction off-road thanks to having high/low range and low-low-range gearing, as well as the front, middle, and rear differential locks.

You would have to be extremely unlucky to bog this vehicle down, and during our short test run across the farming property it never once lost traction over wet grass and boggy clay surfaces.

Iveco prides itself on being a specialist in light and heavy 4x4 commercials, and the Daily is but one of many specialist vehicles on offer in the expanding New Zealand line-up.


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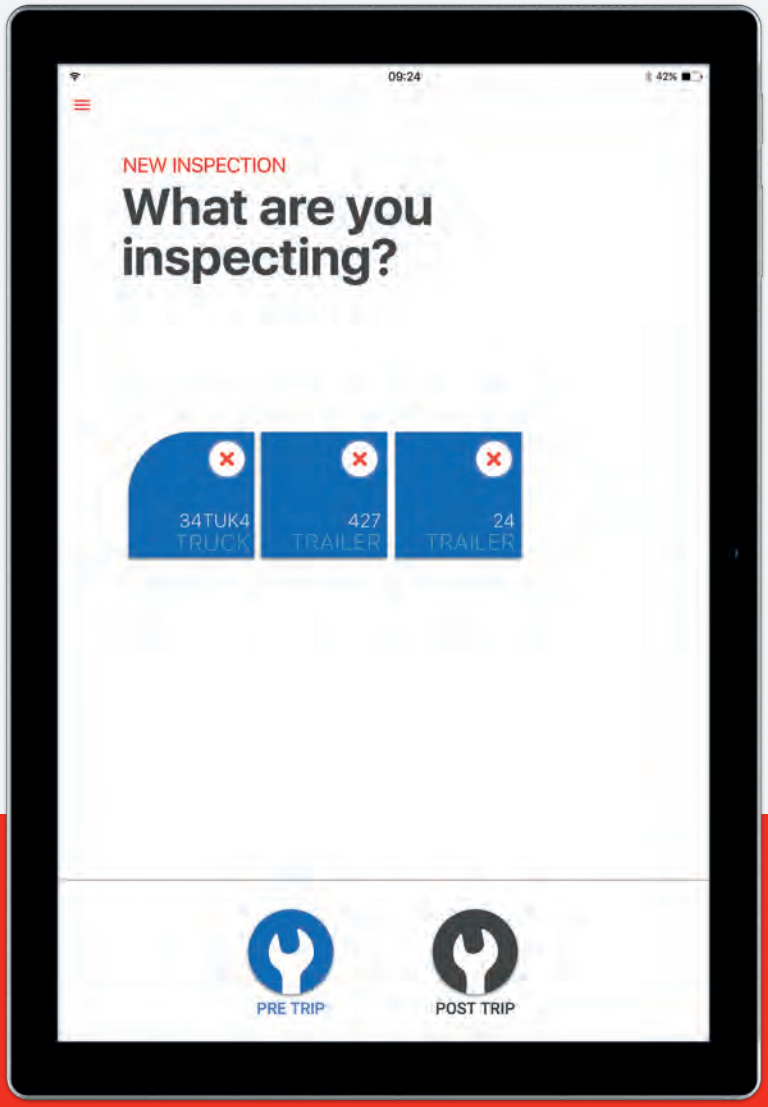
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