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DIESELTalk

QUARTERLY REPORT

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Daimler Trucks reclaiming Fuso NZ distribution?

Daimler Trucks Asia has confirmed to *DIESELTalk* that it is looking at the distribution arrangements for Fuso truck and bus in New Zealand but has not made any immediate decisions.

"In New Zealand, we are in the process of evaluating adaptions in our sales setup," says Daimler Trucks Asia head of communications Florian Laudan.

"We have heard that there are speculations in the market, that there are going to changes in the New Zealand Fuso Sales setup."

"While there are no decisions taken, we can ensure we will continue the long and successful cooperation with our dealers, and continue to serve our customers with the best products and services," says Laudan.

"New Zealand is an important market for Fuso, and we intend to grow further our business and market position here."

Mitsubishi Motors New Zealand General Manager Warren Brown told *DIESELTalk* that the company is in ongoing discussions with Daimler Trucks.

"The truth is that we are still in talks with Daimler so have no comments at this point," says Brown.

The New Zealand arm of

Continued on page 4



TRUCK ARRIVALS STRONGEST YET

More than 406 new heavy trucks (over 3500kg GVM) arrived in March 2016, the largest number so far this year and bettering Decembers figure of 405 units.

January 2016 saw 165 heavy truck arrivals, followed by 338 arrivals in February, so the momentum is continuing to grow in this sector of the market.

Isuzu Trucks general manager Colin Muir says the pipeline of product with confirmed orders coming through for the Japanese truck distributor is very healthy.

Muir says that Isuzu Trucks will continue to buck the trend of declining sales faced by other truck manufacturers.

"I think the market for 2016 will be down around 14%, but we believe our internal forecast for the year is still on track, we still believe that we can achieve the set targets while others may face a decline," he says.

More than 2512 new light commercials (under 3500kg GVM) came in March 2016, slightly less than the December figure

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Greater integration between road and rail

NZTA freight portfolio director Harry Wilson explains the agency's strategy to move freight more efficiently.

Like your business, much of NZTA's work is focused on road transport and fair enough; over two-thirds of New Zealand's freight is carried by road, making road transport vital to our economy and our way of life.

But we also have a substantial and significant rail network in New Zealand. Rail plays a crucial role in the movement of freight, particularly with its ability to connect freight in areas where the roads are becoming increasingly congested, such as to and from our largest ports.

This role is set to become more important, with New Zealand's freight volumes forecast to grow by around 50% over the next 30 years.

This forecast expansion is why we made it a strategic priority to move more freight on fewer trucks, making it easier for the road transport industry to use high-productivity motor vehicles (HPMVs) including 50MAX.

While there are always improvements that can be made, we're confident in saying our More Freight on Fewer Trucks priority has been a success. We hit our key 'H-Miles' target for the June 2015 year of 25% of all heavy vehicle travel being undertaken by HPMVs including 50MAX. This figure increased to 29% by the end of 2015, just shy of our June 2016 goal of 30%.

I'm confident that what we have seen over the past few quarters is a structural shift in the transport of heavy road freight away from standard heavy trucks towards HPMV including 50MAX.

With this in mind, our attention at the Transport Agency in the freight space is turning to a new priority: how we can achieve greater integration between road and rail to shift freight more efficiently.

This strategic work is part of the government's direction to the Transport Agency to make the land transport system more efficient in order to set the platform for economic growth.

Generally speaking the view up until now has been that we have a road network and a rail network, either of which can be used to shift freight.

Our goal at the Transport Agency is to start planning and thinking about an integrated land transport system for freight where the question is not 'road or rail?', rather 'how do get my goods from A to B in the most efficient manner?'

We want to see rail network brought fully into a land transport planning and investment process that optimises the movement of freight throughout the supply chain while providing the best outcome for the land transport system as a whole.

To achieve this we will work closely with KiwiRail and our partners throughout the transport and logistics industry. How we can optimise our national transport infrastructure is something that we all have a stake in.

Freight efficiency is both a major challenge and major opportunity for the whole of New Zealand.

The pressure that the dairy sector is under at the moment illustrates that any way we can lower the cost of transporting goods is vital for us to maintain our international competitiveness.

This priority is about making best use of the infrastructure we have to meet the demands of a growing freight task and keep New Zealand moving.



Harry Wilson

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EDITOR
Robert Barry
022 0180 998
robert@automediagroup.co.nz



BUSINESS MANAGER
Ian Ferguson
027 530 5194
ian@automediagroup.co.nz



OPERATIONS MANAGER
Deborah Baxter
027 530 5016
deborah@automediagroup.co.nz



MANAGING EDITOR
Richard Edwards
021 556 655
richard@automediagroup.co.nz



PUBLISHER
Vern Whitehead
021 831 153
vern@automediagroup.co.nz

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PO Box 105010, Auckland
Ph 09 309 2444

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Economy marching on, says ANZ Truckometer indexes

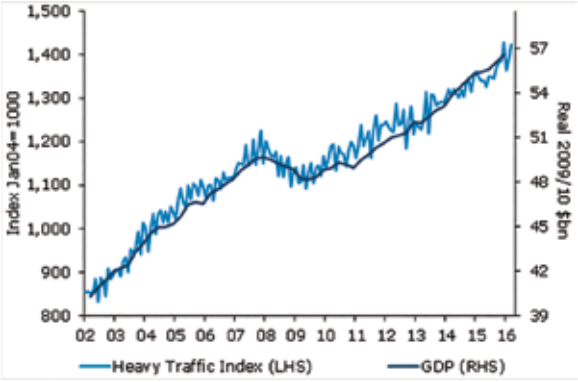
ANZ says its two Truckometer indexes rose solidly in March 2016, continuing their recovery from a sharp fall in January 2016.

The heavy traffic index increased 2.5% (-0.5% quarter on quarter), while the light traffic index, which leads growth in the economy by six months, lifted 0.8% month on month (+1.1% quarter on quarter).

The heavy traffic index suggests that quarterly GDP growth was not as high in Q1 2016 as it was in Q4 2015, but GDP will likely smooth through the volatility to some extent.

Based on all indicators to date, ANZ says it has pencilled in a 0.7% rise for Q1 compared with 0.9% in Q4.

The high upward trend in the light traffic index persists, suggesting a real broad-based momentum across the economy says ANZ.



The rebound in the Truckometer indexes in the last two months highlights the resilience of the New Zealand economy, a characteristic that has also been evident in ANZ sentiment-based indicators.

Consumer confidence and firms' expectations regarding their own business have held up amidst dairy challenges and global wobbles – a good sign, and necessary for robust growth. But the sentiment is one thing; acting on it is another.

The Truckometer confirms that the economy is just getting on with it.

The economy is caught between sizeable push (migration, construction, housing, monetary policy) and pull factors (the high NZD, dairy challenges, the global scene).

The Truckometer will be a useful, timely indicator of how the contest is progressing says ANZ.

Daimler Trucks reclaiming Fuso NZ distribution?

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Mitsubishi Motor Corporation has been the local distributor for Fuso trucks since it bought out the previous assembler and distributor Todd Motors in 1987.

Fuso New Zealand has grown from modest unit sales of 32 assembled locally in 1978 to 753 new units imported from Japan in 2015.

Daimler AG acquired a majority shareholding in Mitsubishi Fuso Truck and Bus from Mitsubishi Motors Corporation in 2005. It holds more than 89% of the Japanese truck brand now wholly integrated into its Daimler Trucks division while other Mitsubishi group companies hold the remainder.

Laudan told *DIESELTalk* that as part of the Daimler Trucks and Buses Organisation, Mitsubishi Fuso Truck and Bus is reviewing and optimising its businesses all over the world on a regular basis to ensure that it offer the best products, services, and support to customers.

"One recent example is the opening of Daimler Trucks & Buses Regional Centres in Middle East, Central Africa, South Africa, and Singapore for the SEA region.

"These Regional Centres that are responsible for all Daimler Commercial Vehicles brands and manage the local distributors in the areas," says Laudan.

"It is part of our customer dedication strategy and ensures that the whole Daimler Commercial Vehicle business moves closer to our clients, and we can serve them better," he says.

In Australia, Fuso Truck and Bus is headquartered in Melbourne and is run as a business unit of Mercedes-Benz Australia Pacific, alongside four other business units being, Mercedes-Benz Trucks, Freightliner Trucks, Mercedes-Benz Bus and Coach, and Mercedes-Benz Vans.

TRUCK ARRIVALS STRONGEST YET

Continued from page 1

of 2555 units but a higher than arrivals in January (1609) and February (1879).

Used heavy trucks (over 3500kg GVM) totalled 63 units.

Year-to-date more than 213 used heavy commercial vehicles landed on New Zealand wharves.

Used light commercials (under 3500kg GVM) tallied more than 541 units in March, which was a lower number than the two previous months.



Off-road RUC refunds now entirely paperless

Claiming off-road refunds is now an entirely paperless process for EROAD customers.

Until now, transport operators submitting an application for a refund had to print off-road travel reports and mail them to NZTA. They can now send them electronically with the click of a button, at no extra charge.

Automating off-road refunds complete the end-to-end solution the company launched in 2009.

EROAD's electronic RUC solution enables operators to purchase road user charges online, receive automatic alerts when an RUC licence expires and have a vehicle's RUC status displayed on EROAD in-vehicle hardware, removing the need for paper labels.

A workshop admin supervisor for cold chain logistics company Halls Group, Annalese McNair says the removal of paper forms has significantly increased the speed at which she processes off-road claims for hundreds of vehicles.

"I just processed 160 pages of RUCORs in six minutes," says McNair. "Now it's just a click of a button, and they're submitted. It's made my life so much easier."

In the two weeks after EROAD launched its electronic off-road filing, customers submitted $500K worth of off-road reports.

Ritchie's national fleet manager Allan Aitken says the company had already saved considerable time and expense since installing the EROAD solution.

"Having the EROAD system calculate the off-road component of each vehicle's operation has meant we are recovering as much of the RUC as possible," says Aitken.

"Now EROAD has introduced electronic form submission, and costs have dropped even further," he says.

No paper, no envelopes, no stamps and in our case no more coding the operation type line by line and signing off each sheet. The credit for off-road RUC goes towards the cost of using EROAD," says Aitken.

NZTA Road User Charges manager John Freeman says EROAD's latest innovation will enable the agency to process claims faster.

"It aligns with NZTA's strategy of moving from paper to digital," says Freeman.

From this month, there is zero paperwork required for companies using EROAD's RUC solution, with customers also able to register the company's in-vehicle hardware with NZTA electronically rather than mailing paper RUCHO (change of hubodometer) forms.

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Second consecutive win for Benz specialist

For the second successive year, Mercedes-Benz van specialist Vijay Chhagn from Trucks and Trailers Limited in Manukau City has been awarded the honour of Best Performing Mercedes-Benz Van Salesperson for 2015.

His employer the family-owned Mercedes-Benz and Freightliner dealership Trucks and Trailers Limited was also an award winner, taking out the Best Performing Dealer (Van) honour for 2015.



Van specialist Vijay Chhagn and Trucks and Trailers dealer principal Chris Mackey.

The Best Performing Dealer (Van) award takes into account all aspects of the award winners performance including vehicle sales and finance, parts sales and after sales service, and performance in the customer satisfaction index.

Chhagn joined Trucks and Trailers Limited in August 2013, a qualified diesel mechanic, he moved off the tools and became a sales person, with previous industry experience with an Isuzu Truck dealership as well as a John Deere agricultural equipment dealer.

It is his background and understanding of payload and dimensions for light commercial applications that drives his success with the Mercedes-Benz light commercial range of vans and cab/chassis.

Chhagn says the total cost of ownership, as well as safety, is now a big driver for buyers within the Van market and the growth of parcel delivery services and the tourism market, sees more Van buyers heading towards to the larger capacity vehicles.

He says customers are also looking for comfort and safety as well as car-like handling

He attributes his two award wins to the recognition of the Mercedes-Benz Vans brand as a high-quality product that shines in high kilometre applications.

"Vans need to be on the road earning their keep 24/7, not stuck in a service bay every 10,000km," says Chhagn.

"New Mercedes-Benz Vito and Sprinter Vans have a service interval of up to 40,000km which is appealing to customers who are looking carefully at their total cost of ownership, as well as minimising downtime," he says.

"Our longer service interval is attracting more clients across to us from other van brands, backed up by our dedicated van service team at Trucks and Trailers" says Chhagn.

Offering turnkey solutions for a diverse range of industries including freight and logistics, tourism, plumbing, electrical, catering, and retail point of sale have driven Chhagn's success.

"We can offer the complete package to a customer, from creating a turn key van to meet their needs, then financing it, providing a longer service interval and a maintenance contract package, as well as also providing an extended warranty if required," he says.

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You've got better things to do than manage your fleet's tyres.



When it comes to running a safe and productive fleet, tyres are critical.
Tyres affect everything from fuel efficiency and safety to vehicle downtime. They're not cheap, but they still need to be constantly monitored and replaced. Like everything else related to keeping a fleet on the road, managing your tyres isn't easy. It takes time, effort and of course, it can be stressful. You could do it all yourself, but we know that you've got better things to do, like spending time on your business.

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Keeping country truckers on the road

First Commercials dealer principal Ben Tacon established the current sales and service operation for Fuso Trucks and Buses in Palmerston North in 2013 but his relationship with the Japanese truck brand stretches back to 1980.

Fuso Trucks was then part of the passenger and commercial vehicle line-up for the Palmerston North-based Todd dealership Jolly and Mills when Tacon became an apprentice diesel mechanic there in 1980.

That operation ceased trading in 2013, but with help from a couple of investors, Tacon, and his business partner Andrew Johns took over the assets of the previous Fuso dealer with the support of local distributor Mitsubishi Motors New Zealand.

Those assets include the high-profile site at Rangitikei Street, where the Fuso sales and service dealership moved in 2001, as a result of the growing rural and transport economy.

Tacon says that many of the staff from the Jolly and Mills era remain employed by First Commercials amongst its team of 20.

"Most of us have been here a long time," he admits.

Since taking on the Palmerston North site, First Commercials also purchased the Napier-based business of DPS Trucks. Murray Wellwood now manages the Onekawa-based parts and service site for First Commercials' Hawkes Bay operation.

First Commercials is adding another truck salesperson to the ranks in Palmerston North, and Daniel Beavis covers the Wellington territory from the parts and service dealership in Seaview, Lower Hutt run by DESL (Diesel and Equipment Services Limited).

"I have no immediate plans at the moment for a Wellington dealership, but we are always looking for a better opportunity and method to service better the Wellington market in whatever form that takes," says Tacon.

"Currently, we are best served by supporting the parts and service dealer who are doing an excellent job for us," he says.

Tacon says the rural market is an interesting one as some transport operators with a more diverse fleet will operate their own workshop as no single supplier will meet their needs, but others refuse to have a workshop, but they have a less diverse fleet which means easier servicing requirements.





As well as looking after customers which First Commercials has sold trucks to; the company provides warranty servicing to Bidvest and Envirowaste.

Tacon says customers buying Fuso trucks haven't yet started the enquiry about service contract plans as part of a new vehicle purchase, but says those business requiring such arrangements have outsourced their maintenance to fleet management companies.

"We are in an export region, and our customer base is predominantly rural carriers, except the logging market which is dominated by the US truck brands," says Tacon.

"However, we see some new growth in the construction and infrastructure markets," he says. "New infrastructure projects, such as Transmission Gully, and the extension of major roads, such as MacKay to Peka Peka, are positively affecting industry suppliers."

"There is not a lot of redundancy in transport fleets today, as many operators still recall the school of hard knocks from 2008 and 2009," says Tacon.

"The psyche of transport operators has changed, and they are more likely to react to a new contract or greater service demand to order a new vehicle, rather than hold one on the fleet just in case," he says.

But because the body builders are still busy with a lead time of three to four months, truck dealers such as First Commercials find themselves proactively building new combination units for prompt delivery.

The Palmerston North yard's new vehicle inventory now includes a Fuso heavy truck and trailer unit which is ready for construction work, because Tacon says the prospective buyers can work with the major elements provided, and don't have to wait for a particular unit ordered to come through the supply chain.

That said, Tacon cites one construction customer who ordered three different styles of a trailer to optimize his fleet, one with a heavier floor and lower sides with a special tailgate was set up for rocks; another was a standard size at normal height for aggregate, and the third was an aluminium bathtub for bulk work.

"The nature of construction work has changed, and work sites are demanding transport operators to carry more natural stone and larger rocks to the job," says Tacon.

"Hence, carriers are looking to get maximum optimisation and efficiency from their trucks," he says.

First Commercials has a fleet of seven Mitsubishi Tritons and a sole L200 van. Three Tritons are single cab vehicles equipped with a service body while the remainder is double cab models.

Tacon himself prefers to use a Triton 4x4 double cab as his daily driver; he says while the new Pajero and Pajero Sport are very nice vehicles, the Mitsubishi pick-up is far more appropriate for his business and leisure requirements.

Look after your tyres – and they will look after you

Managing the tyres of a rental fleet of more than 1000 rental truck and trailers would be a daunting prospect for many, but it's all in a day's work for TR Group tyre manager Mike 'Tyres' Theyers.

A former Bridgestone NZ staff member for more than 22 years. Theyers says he works very closely with the hire process, to qualify the use of TR Group assets for a particular rental contract and ensure the right driver, steerer, and trailer tread patterns are fitted.



Mike Theyers

"Using my knowledge I've changed the way in which TR Group uses truck and trailer tyre compounds and tread patterns to best effect and we make sure we fit the right pattern to the particular asset for the required application," says Theyers.

"People want the holy grail when it comes to tyres, being cheap, long-lasting, and fuel efficient, but the best piece of advice I can offer any transport operators is, don't just focus on the invoice price of a tyre," he says.

"Look instead at the whole of life cost, because the cheapest tyre up front might be the most expensive to your business in the long run," says Theyers.

"One of your bigger costs is downtime and lost productivity of a truck due to tyre issues such as punctures or a tyre failure, and this is one of your most significant operating cost," he says.

Theyers says TR Group are about to run tests on the Bridgestone Ecopia fuel-efficient compound tyres, but cautions that to measure the actual savings; a transport operator needs to know that their fuel data is accurate.

"You must have accurate fuel data before beginning such a comparison because how can you then measure savings and set appropriate benchmarks," he says.

"Fuel efficient tyres cost on average 5% more to purchase, and the wear life may be a little less than a regular tyre, but the fuel saving from employing such tyres may be as much as 8%," says Theyers.

"I cannot stress enough that having the correct air pressure for the load being carried is vital; under inflation creates heat, and heat is the biggest destroyer of truck and trailer tyres," he says.

"Under-inflated tyres cause more movement of the sidewall, generating more heat, and reducing the operating efficiency and life of the tyre," he says.

Theyers says TR Group has taken on the tyre management of transport fleets such as Downer, PBT, and the T&G Transport fleets.

> **"I cannot stress enough that having the correct air pressure for the load being carried is vital; under inflation creates heat, and heat is the biggest destroyer of truck and trailer tyres."**

He says the focus on all of these fleets has been to reduce their tyre cost per kilometre (CPK) through better data, better tread selection, better servicing, better pressure management and the appropriate use of technology where appropriate.

"By looking after your tyre, your tyre will look after you," says Theyers.

"For example, from frequent servicing (pressure checks, rotations and matching) you can look to increase the number of re-treads on that tyre casing.

T&G Transport have installed the Crossfire inflation monitoring system into its fleet which provides an easy visual guide for drivers to check tyre pressures.

Example: Tyres are set to a cold pressure of 90 PSI and the gauge will show yellow for correct pressure, red for 10psi over inflation and black for 10psi under inflation.

It's an easy and quick way for the driver to check the tyres are at the correct inflation pressure during his daily pre-start check.

Theyers says that technology such as tyre pressure monitoring systems (TPMS) can be capital intensive but may more than pay for themselves in some applications where the unit is time dependent and the load is perishable.

Currently, TR Group are conducting a TPMS system trial on a trailer unit running from Christchurch to Auckland, via the Cook Strait Ferry.

Theyers says this is an initial test where the system updates itself every twelve seconds, and will send an alert if the air pressure in the tyres drops below 80% of cold inflation pressure.

"We are trialing the technology, as we believe it could be a worthwhile investment to maintain productivity and cargo integrity," he says.

"It's an expensive capital expenditure that is not suitable for all, but some applications will certainly reap the benefits, a line haul truck missing a ferry due to tyre issues is one," says Theyers.

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DairyNZ focused on delivering more from less

DairyNZ chief executive Tim Mackle discusses what the organisation is doing to support dairy farmers and how the industry in general, is performing.



Right now many dairy farmers are looking at their costs, line by line. Where can they make further savings? The latest forecast milk price from Fonterra now puts this season's Farmgate Milk Price at $3.90 per kilogram of milk solids. DairyNZ's break-even figure for the average New Zealand dairy farmer is $5.25.That's a significant gap to bridge.

Around 85% of the 14,000 owner-operators and share milkers affected by the low milk price are not making any money this season. They are having to build up more debt and erode their equity to get through another season of looking after their cows. The situation will impact on the people they employ and the rural businesses they support, too.

To help farmers we've been running our Tactics campaign and other key events for some time now, designed to hone in on cost creep and provide access to tools and support to make changes in their business.

DairyNZ has always maintained that the ability to efficiently harvest pasture is the best determinant of profitability across all farm systems. Pasture still provides the least expensive feed for dairy cows and remains the foundation of our farm systems.

Pasture and the ability to turn off supplement use is also the foundation of how we can manage volatility and farmers are using this mechanism firmly at this time. Farmers are using the obvious levers at their disposal to manage volatility in milk price - culling cows, instead of using the supplementary feed to maintain cow condition.

We are also currently running tailored events to support share milkers, in partnership with Federated Farmers. These are amongst the most vulnerable groups of farmers in the current situation.

Top budget case studies featured on our website have been updated. These nine top operators have opened up their resources and made them available to others. The update will detail what changes they have made and how they become ready for next season.

We are also running GoodYarn workshops, designed to help farmers talk about mental health and recognise the signs of stress and mental health problems.

Regarding our long-term research and science objectives, we can't just turn off the tap. Two of our most important research projects, for example, are seven-year investments - one focused on developing forages for reduced nitrate leaching to future-proof our industry.

The other is examining cow fertility and lifetime productivity. Together, current performance in these two farming areas - fertility and productivity - are estimated to cost the dairy industry $1 billion annually. The profitability of dairy farming could be increased by $500 million per year if we achieve industry targets for reproductive performance.

We will not achieve these objectives using current knowledge and technologies alone. A biological breakthrough is required. The aim of this project is to accelerate genetic gain in fertility, and manipulate the biology that underpins cow fertility.

The challenge we have is you can't quickly switch research on and off if you want to keep it delivering for farmers. If we do, the government will also stop investing with us. However, we are looking at what research projects can be pared back for now and reducing our costs.

I am accountable to our farmer-led board on how $67 million worth of levy funds from dairy farmers delivers value for the investments the board prioritises and approves. Farmers are also keen to hear the value they get too for what is a substantial amount of money.

As production drops, so does our income, although not to the extent of farmers. The levy is not a fixed cost. It ties to farmer's business regarding milk production, set at 3.6 cents per kg of milk solids.

The board has not relaxed any of our targets. It is expecting more from less as I know farmers are too.

Banking and finance industry respond to diary downturn

While the sale of light and heavy commercial vehicles may not be affected by the downturn in the dairy industry, *DIESELTalk* has asked members of the banking and finance industry for comment on the state of farm and lending.

The payout to dairy farmers is already making its economic presence felt according to accounting software provider MYOB and plant and asset finance specialist UDC, while Rabobank says it will support the sector in adversity and it believes the outlook is positive in the medium to longer term.

A report from accounting software firm MYOB says that 43% of small to medium enterprises (SME) in the primary sector are reporting a revenue decline in the year to March 2016.

"While we are seeing something of an improvement in the primary sector, with the percentage of businesses seeing their revenue improve increasing slightly in the last six months, the number of operators in the industry who are reporting falling revenue is cause for real concern," says MYOB general manager James Scollay.

UDC has experienced a softening in lending to the Agri sector over the last quarter in comparison to 2015.

The most noticeable regions affected are the Waikato and lower South Island.

Based on dealer feedback, this shift is predominantly due to the downturn in the dairy sector. UDC says it has noticed customers opting for used tractors and machinery – over new – and increasing their parts and service expenditure.

Many farmers are focused on cost cutting and managing cash flow - deferring capital expenditure is often their first option.

However, the asset financier says that other areas of the agricultural sector such as pip fruit, viticulture, kiwifruit, sheep and beef and cropping are buoyant.

Dealers exposed to these clients are not seeing the impact to the same extent says UDC.

According to the *National Business Review*, around 35 Southland Dairy farms have been put on notice that they need to sell by the end of the season.

HSBC chief economist Paul Bloxham told the *NBR*, at June 2015, the dairy sector represented about 10% of all domestic bank lending and 23% of all non-housing loans.

Bloxham, however, used an interesting metric for the New Zealand economy citing ute sales to the *NBR* as a way of forecasting economic growth.

UDC has experienced a softening in lending to the Agri sector over the last quarter in comparison to 2015.

"The construction boom is supporting broader retail sales. For example, New Zealand's best-selling vehicle model last year was a pick-up truck – the first time a commercial vehicle has outsold all other models," says Bloxham.

"Assuming the primary customers for pick-up trucks are construction workers and farmers, it seems the impact of lower dairy incomes is more than offset elsewhere, at least on this metric," he says.

Specialist agribusiness bank Rabobank was one which responded to questions from *DIESELTalk* on its position regarding the current downturn in the dairy industry.

Rabobank New Zealand country banking GM Hayley Moynihan told *DIESELTalk* the bank is comfortable with the condition of its dairy portfolio.

"As agribusiness specialists, we have loaned carefully and responsibly, with very high credit standards, and believe our portfolio is overall in a position of strength to manage through this period of extended dairy downturn," says Moynihan.

"The vast majority of our dairy clients are managing well in these conditions and remain in a stable position

"It is Rabobank's set practice to stand by our clients in times of adversity (such as drought or the current dairy sector downturn), where there are circumstances outside their control and provide long-term support measures," says Moynihan.



Where the rubber hits the road...

"Scale is not always best when dealing with motor fleet insurance because your broker or insurance agent needs to be nimble, accessible and personable," says transport and logistics insurance broker Eamon O'Connor.

The founding director of specialist transport and trucking insurance brokerage O'Connor Warren says competition within the heavy motor segment has been heating up for around 18 months, and the arrival of start-up Ando Insurance Group has given the market a further shake-up.

"The commercial motor insurance market is more price competitive today than we have seen for a very long time, possibly even in 20 years," says O'Connor.

"We see value as being a specialist in our field because transport customers need to align themselves with an insurance broker that not only offers good supporting services but has a core understanding of how to efficiently manage a heavy motor claim," he says.

"It's important that transport and trucking clients take the time to understand the value added from a broker, particularly when making a claim or seeking to renew a policy," says Eamon.

"It's important to weigh up the value, service and industry knowledge your current insurance provider offers before looking at a cheaper quote from another, and also to question what that product will deliver," he says.

"There are very few Kiwi-owned insurance broking houses left operating in New Zealand," says O'Connor.

"We continue to see the retirement of older broking directors and the subsequent sale and acquisition of their businesses into the international broking models," he says.

"There is no doubt that this ongoing market trend leaves us as an attractive proposition for the insurance buyer."



Eamon O'Connor is a director of O'Connor Warren Insurance Brokers, which specialises in transport and logistics insurance. He will be sharing his expertise on risk management and insurance matters in *DIESELtalk*. He can be contacted at: eamon@oconnorwarren.co.nz

Managing sustainable premiums

O'Connor says that brokers do have a responsibility to help their clients to manage insurance premiums at a sustainable level.

But he warns that competitively priced premiums currently offered by some policies and providers may not be viable in the long term.

O'Connor also issues a note of caution around the new health and safety legislation which hit the market on April 4, as this will also affect the price of insurance premiums for transport operators in the future.

"We are acutely aware of the increased risks, and potential claims that will now be realised, given the greater responsibilities and liabilities to fall upon owners and directors of large and small businesses across all segments of the market," he says.

"There is explicit responsibility under the new legislation on transport industry managers, company directors, and sub-contractors to manage risk and safety of their workers," says O'Connor.

In preparation, months before the impending law change, the O'Connor Warren specialist team found itself carefully reviewing each client's requirements and levels of cover.

"We are mostly recommending increases to the degree of insurance cover previously held by our customers," says O'Connor.

"In regards to premium charges, we are carefully monitoring how insurers price their policies applicable to health and safety risks while ensuring the best possible coverage and terms, are provided to our customers and prospective customers," he says.

"When in doubt, disclose it."

O'Connor also recommends when completing a new insurance application or renewing a policy, that transport clients disclose all relevant information to an insurance company.

The simple rule of "when in doubt, disclose it," is one he continually advises his customers to follow.

"Always answer all the questions on the insurance application in full, and ask your broker for clarification if you don't understand any questions the insurance company is asking," says O'Connor.

"Don't guess randomly, as you may end not telling your insurance company something it needs to know," he says.

"Even if you think something doesn't matter, it more than likely does," says O'Connor.

"You have a duty to disclose all information that may affect the acceptance of the insurance whether or not the insurer is asking a particular question," he says.

This disclosure obligation will include any previous losses suffered and claimed against, any criminal convictions past or pending, any traffic offences past or present, including infringement fines, and non-driving related charges, and any vehicle modifications that are not following the vehicle's original specifications.

O'Connor says disclosure at policy renewal time is of particular importance because the customer is obliged to disclose anything that has happened in the preceding period which may affect the insurance cover.

He says that as an example, a person with a previously 'clean' record may be convicted for drink driving or another criminal charge, or a vehicle may have been changed or modified in some manner.

According to O'Connor, all members of the insurance council will include a statement with their renewal notices that reminds customers of this obligation.

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Rewarding safe driving in the transport industry

In conjunction with telematics provider EROAD, transport insurance provider NZI launched it's Safe Driving Rewards Programme at the Road Transport Forum conference in September 2015.

NZI national manager commercial motor Ian Taylor says already more than 39 unique organisations are signed up, involving more than 1,628 heavy vehicles.

"It only takes a minute or two to sign up if you are an existing EROAD customer and insured with either NZI or Lumley, and you've got absolutely nothing to lose and everything to gain by doing so," says Taylor.

The programme offers customers who demonstrate safe driving behaviour, the opportunity to have their insurance excess waived if they meet driver safety benchmarks. through the star ratings This is determined from combining a company's drivers' individual scores and then comparing these with all other EROAD customer scores.

Taylor says the amount of excess waived per customer can vary from $500 to $10,000 depending on their insurance policy terms.

The programme is creating its ratings by using driving factors such as harsh braking, harsh acceleration and speeding events, data which is collected by the EROAD units installed in customer vehicles.



Ian Taylor

The telematics data received under this plan is collected for research and development to investigate the feasibility of a heavy motor usage-based insurance product.

Taylor says the data will not be accessed by the underwriters, or used to set an individual customers renewal terms or to decline a claim.

Taylor says the initial idea was to run the Safe Driving Rewards Programme for twelve months but given there has been a recent flurry of new entrants into the scheme; the insurance company is considering an extension.

Taylor also says the drivers are reacting to the programme positively because it allows them to see how they rank against each other and sets a benchmark for their behaviour by comparing them to other EROAD connected transport operators and they like the idea of being able to benchmark themselves against industry competitors.

"We also think there is a connection between safer driving and the retention of drivers within a company fleet," he says.

"We also believe in the future that there will be more insurance offers connected to safe driving and if people find themselves below the top 25% threshold, then we can help with our Fleet Risk Management Service," says Taylor.

"Our Fleet Risk Management Programme is all about identifying risks, understanding the impact of those risks and responding in a way that minimises a risk's potential effect," says Taylor.

The Fleet Risk Management team is made up of a dedicated group of logistics and transport industry experts who have more than 120 years of industry knowledge between them.

The team is providing independent, objective assessment and advice based on their working knowledge of the business's operations.

It reports on findings, recommends a course of action and then works with the transport operator to support implementing the necessary changes.

In the unfortunate event of a crash, NZI also provides a crash scene assistance service which sends a specialist tow truck operator to the event, arranges for road clean-ups and repatriates the driver if necessary.



Changing the model, changing the mindset

New Zealand's newest transport and logistics insurance business, Ando Insurance Group, wants to bring innovation and value to the market using technology and a fresh approach.

Ando is led by chief executive John Lyon (ex Lumley CEO), and is majority owned by the leadership team, and is backed bywith backing from Tthe Hollard Insurance Company of Australia,

"Being a start-up company means we've be able to hand-pick a great team of experts and we don't have legacy technology or cultural issues to deal with" says Ando GM Transport and Logistics, Dion Herdson, one of NZ's most experienced transport insurance experts.

"There was a vacuum in the market, and we saw the opportunity to be smarter with technology, to be different, and to build industry- centric propositionss – a real fresh new approach," says Herdson.

"There are three essential elements to Ando, one is simplification, the second is being responsive to claims and customer needs, the third is being enthusiastic, with a can-do attitude," he says.

"Simplification means stripping away the complexity of doing business, such as forms and processes and making it easier for the customer when buying insurance and making claims" says Herdson.

"Responsiveness refers to quick and easysettling claims quickly and easily, and listening to customers and the industry, to find out what they actually need and want. Then developing a tailored proposition rather than just shoehorning everyone into a general product," he says.

"Being Fresh and enthusiastic about the industry and insurance is always asking ourselves, how can we do that for a customer? It's about finding ways to say "yes"." says Herdson.

Rather than take a vertical and siloed approach to underwriting as is the approach from many of its competitors,



Ando has uniquely taken a horizontal view of its market. Hence, Herdson's title is General Manager Transport and Logistics rather than GM - Commercial Motor.

Ando takes a different approach by looking at developing end-to-end insurance products for the entire supply chain, from the moment a product is made or grown through to the time it is delivered to the end user or consumer.

Ando's Total Transport and Logistics insurance propositionproduct has some great and unique benefits. For example, it doesn't just cover the loss of use of a truck and its repair after a collision; it also provides a daily allowance for a relief driver so that an injured driver's recovery time is not rushed and they are properly rehabilitated to return safely to work.

Herdson says focusing on truck drivers holistically was an important factor in developing the Total Transport and Logistics product.

He says he wants to create new insurance products in collaboration with the transport industry as well as introduce risk and fatigue management products that better meet the needs of transport operators, includingnotably smaller owner/operators whose families are dependent on the business for their livelihood.

"We are doing something quite simple by producing a pack on risk and fatigue management for truck drivers to use every day when checking their vehicle but also to share with their spouses and family," says Herdson.

"It is an inexpensive and viable product that we are designing to help drivers and their spouses identify and recognise signs of stress and fatigue, and it includes some guidelines on making the household environment more friendly to the needs of a truck driver working long and unsociable hours," he says.

Tanya Clews, Head of Claims, says claims quality and responsiveness is very important to Ando.

Her team's objective is to ensure that customers will receive either a repair strategy or a cash settlement within 48 hours. If that isn't possible, they'll explain why and what is needed to move the claim forward.

Clews says Ando has partnered with Crawford New Zealand to provide a hand-picked team of claims experts who handle all Ando clients. The company has also employed an experienced industry Heavy repair expert Phil Duck as its first Repair Manager.

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Good risk management means fewer claims

With the new health and safety legislation coming into operation this month transport and logistics companies embracing the changes, and gearing up to meet the new regulations will be better received by the insurance marketplace and will benefit from superior coverage and price according to a senior manager at JLT Transport.

"The market is driven by price, but if transport industry customers have their fleet risk management procedures in place as part of a health and safety regime, they won't just reduce the cost of premiums and the cost of a claim but also the cost of lost productivity which can be a significant multiplier," says JLT Transport divisional manager Philip Clauzel.

The cheapest quote is not necessarily the best says Clauzel, he recommends that rather than chasing the best price, it is better to chase the best and most comprehensive cover.

There are six insurers in the heavy motor vehicle market in New Zealand, being ANDO, NZI/Lumley, Zurich, QBE, Vero and Allianz-backed GT. Only three provide risk management as a value-added service according to Clauzel.

Clauzel recommends that all business customers seeking insurance cover look for an insurance product and an insurance broker that best fits their respective industry.

"Transport fleets with a good operator rating need to be presented favourably to insurers by their brokers."

Philip Clauzel



Regarding the transport sector, when seeking an insurance policy Clauzel says that JLT Transport recommends that new and returning customers ask if the cover provided includes crash scene assistance, fleet risk management capability, a good repairer network and if the claims are handled locally or off-shore.

"Its necessary to an insurance broker to provide the customer(s) with the right product for their operation because many people don't read their policy document as carefully as they ought to," says Clauzel.

"The devil is always in the details, and often time poor people won't read lengthy and complex documents which are not in pure and simple English sometimes," he says.

Loss of use cover may also be useful to freight and logistics operators in times of lengthy repairs to a vehicle should it be rendered inoperable due to a crash.

Lack of capacity in the specialist truck repairer market means that crash repairs can be delayed, and this is further exacerbated by the need for some parts to come from Europe or the USA for many heavy truck brands operating in New Zealand.

"It is not an uncommon practise for parts to be pilaged off new vehicles in stock, instead of making the repairer wait for replacement parts to arrive from overseas," says Clauzel.

Clauzel says a specialist transport broker such as JLT Transport offers a service and capability to meet the needs of a specialist business such as freight and logistics.

As a brokerage, it keeps abreast of current industry issues by liaising with the professional trade associations as well as government agencies and trade bodies.

Clauzel says that transport fleets with a good operator rating need to be presented favourably to insurers by their brokers.

"This is where industry knowledge and having a good infrastructure around compliance, procedures, documentation, and placement of cover, is necessary for a broker," he says.

"It's important to make sure that your broker has the substance and capability to service your business requirements in such a specialist market as transport," says Clauzel.

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As an EROAD customer you can access the EROAD Leaderboard to see how your company and drivers are performing on the roads compared to other EROAD connected transport operators. The star ratings your drivers receive tell you how safely they're driving and give your company an overall ranking on the EROAD Leaderboard.

If you're signed up to our programme and ranked in the top 25 per cent of the Leaderboard, for that month, you'll be eligible to have your excess waived in the event of an insurance claim.

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Are driver skills lacking?

With the new Health and Safety regime starting, I have concerns about the lack of knowledge and skill that many drivers display.

I noticed a significant lack of competence exhibited by drivers of all types.

When I was taught to drive, one of the first things drilled into me was the best way to reduce momentum in a motor vehicle is using the engine compression to slow the vehicle, and to descend hills in a gear lower than the gear you would ascend the hill.

In my younger years driving on the West Coast, most roads were constructed from dirt and shingle, and you often found yourself traversing the Buller Gorge in axle deep mud.

Back then most trucks (and some cars as well) still had crash-box transmission and you needed to have competent driving skills to be able to travel safely in these conditions.

Fast-forwarding, today we have sealed highways and local roads, many drivers have never driven on dirt and shingle roads, and we have vehicles equipped with automatic transmissions.

Driving instructors don't teach students to use the gear shift lever to select a lower gear (in fact many of them don't know themselves) which brings me back to the trip from Christchurch to Greymouth.

On this journey, almost all cars I followed down the hills used the brakes all the way down the gradient until the roads became flatter, with the worst examples going down the Otira Gorge over the Viaduct.

Descending the Viaduct I selected second gear (1st gear was too low) in the automatic Subaru I was driving, and only had to do a minor check-braking on the decent.

The five cars ahead of me saw the drivers using their brakes from the top of the gorge, down the viaduct to Candy's Bend.

By the time we got to the avalanche tunnel the air was blue with smoke off the brakes, and the stench coming off them was overpowering.

These five cars would have suffered major brake fade, and had there been an emergency they would not have been able to stop.

On New Year's Eve, we were travelling back from Greymouth to Christchurch and got to Yorkeys Point Bridge (only a short distance from the avalanche tunnel) to be met by a traffic Jam.

The drivers of the vehicles coming back down said there had been a serious crash involving a bus, that was on its side, and the road was likely to be closed for some time.

We elected to turn back and go to Christchurch via the Lewis Pass (another 5 hours travelling). When we arrived, we heard the news about the crash and that the brakes on the bus had failed.

I wondered why? Was this bus automatic? Did the driver select a lower gear? What training had this driver received from his employer or driving instructors?

The next incident that makes me question training and procedures occurred on the Auckland motorway when a truck's trailer body struck the Penrose Road Overbridge, ripping the body off the chassis of the trailer.

I question what training has the driver in this incident received, and were procedures adhered to, to make sure that decks lowered and PTOs disengaged before moving off?

With Workplace Health and Safety now being actively monitored by Work Safe NZ, all employers or PCBs (Persons conducting a Business) will be held accountable, as well as the employees involved and a needs assessment and training of drivers will become the focus of Work Safe inspectors.

All employers will have to make sure they have procedures in place to ensure that all employees have proper assessments to identify their skill levels and areas that training is required to improve driver skills.

However, there are many companies in NZ who are already deeply committed to driver needs assessment and training such as Fulton Hogan, who have purpose-built simulators where staff are assessed, and retrained if necessary, by experienced trainers.

The Red Bus Company in Christchurch has also implemented initiatives using real-time telemetry to assist in identifying driving practices that will benefit from retraining.

This scheme has resulted in fewer crashes, fewer customer complaints and lower repair costs in their fleet, as well as the bus drivers competing against one another to get better ratings which are rewarded by the company.

Tranz Liquid has a mentoring programme in place and it is finding that some of the older mentors are also learning from the staff they are mentoring.

Many other companies are benefitting from participation in the EECA sponsored programme to reduce fuel usage and costs which also identifies areas that drivers can help with re-training.

More information on this plan is available at www.eeca.govt.Nz/Heavy vehicle fuel efficiency programme.

Malcolm Yorston is the member and technical services manager for the Imported Motor Vehicle Industry Association (IMVIA). IMVIA provides advice and support to a wide group involved in the importation of used motor vehicles into New Zealand, including wholesalers, dealers, shipping companies, compliance shops and vehicle exporters in Japan, Singapore and the UK. **technical@imvia.co.nz**





Making the best of health and safety reform

The policy development debate is now over. The reformed law has been enacted and commenced on 4 April. There has been much alarmist speculation during the process but inevitably the outcome will not be as draconian as some commentators have predicted.

To be effective law must be fair, clear, predictable and enforceable. Only time and future case law will tell if these criteria have been met in this instance.

Now that the law change has arrived the time for talking and debating is over, it is up to our industry to get on with understanding and complying with the new legislation whether we agree with the direction of the reform or not.

The central pillar of the new Health and Safety at Work Act 2015 (the new Act) is a greater emphasis on business owners and management to protect all employees and workers on their premises who are influenced or affected by their activities. One of the key planks of this obligation is that contractors and sub-contractors who may not even have a direct relationship with the business they are working at must be protected by that business's health and safety provisions. The days of offloading responsibilities for a contractors' health and safety are over.

This new approach has specific relevance to the way transport services are provided and how transport operators interface with clients and other participants in the transport chain. In many cases the lead contractor controlling a worksite will be expected to protect the sub-contractors in exactly the same way they would be expected to protect and ensure the safety of employees. The idea of a tick box approach to health and safety has been swept away as the new requirements require an active approach to risk identification, risk assessment and safety management.

A former MP and minister of the crown, **Ken Shirley** became the chief executive officer of the Road Transport Forum New Zealand (RTFNZ) in 2012. 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**





From the many discussions the Road Transport Forum has had with transport operators the concept of vicarious liability will be a challenge for our industry. Of course we will not be the only ones, but we cannot hide behind others, this is something that we need to get our heads around very quickly.

The new Act's provisions take the principle of vicarious liability many steps further than we are used to in New Zealand, even when the control of contractors and subcontractors may not be direct. The concept applies to directors as much as it applies to all employees and contract workers.

The new Act says that everyone from company directors to casual labourers have health and safety responsibilities. Those liabilities are judged on their ability to influence or control work based on their position within the business.

The new Act places obligations on company 'officers' to ensure an organisation is complying with its health and safety obligations. The term 'officer' is defined and includes directors, partners and chief executives.

Directors can be held personally responsible for any breaches of the new Health and Safety at Work Act with potential penalties for the most serious breach being $600,000 or five years in jail, or both. As a comparison the maximum penalty for a director for a serious breach used to be $500,000 or two years' imprisonment, or both. The maximum fine for corporations has also been increased to $3 million.

Officers are responsible for taking reasonable steps to understand health and safety matters, including the nature of the processes and systems in their workplace such as the use of vehicles and machinery and the hazards and risks associated with those. They must ensure the business or organisation has processes and resources to eliminate or minimise health and safety risks and make sure the organisation complies with all its health and safety obligations.

Officers will monitor and review resources and processes to ensure they are fit for purpose and are being used appropriately. They will also make sure there is an effective worker engagement process in place.

A full explanation of the new Act's provisions can be found from WorkSafe's website at the following link and is well worth operators getting their heads around.

http://www.business.govt.nz/worksafe/information-guidance/legal-framework/introduction-to-the-hsw-act-2015/introduction-to-the-hsw-act-2015.pdf.

Transport and the health and safety at work act.

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**



On 4 April the Health and Safety at Work Act 2015 came into force.

It will have wide ramifications. It provides duties on businesses to do what is "reasonably practicable" to ensure the health and safety of its workers, and in fact any other person affected by the work. The duty extends to those the business influences or directs outside the direct worker – such as subcontractors.

That a vehicle can be a place of work has been in the law for some time (so can a vessel, train, or aircraft). So trucks, buses, and taxis are covered. So too is work use of a car, private or otherwise.

There doesn't seem to have been much action taken against people who have caused harm to others through the use of a vehicle for work. That I suspect will change under the new law. And so it should – the annual workplace death toll is about 60, without road deaths. A fair number of the 320 killed on the roads will also be people at work – the 67 killed in truck accidents in 2014 for a start. We don't know exactly how many work vehicle fatalities and incidents there are, which is a little scandalous given their likely importance and the focus on workplace deaths overall.

Clearly if you have done what is reasonably practicable, then that is a defence. But "reasonably practicable" is defined in the Act, and it is a high hurdle to get over. It is what can reasonably be done taking into account the likelihood of the hazard or risk, the degree of harm that might result, whether you know (or ought reasonably to know) of the hazard or risk and ways of eliminating or minimising it, and "the availability and suitability" of ways to eliminate or minimise it.

After those factors you can take account of the cost of eliminating or minimising the risk, "including whether the cost is grossly disproportionate to the risk"

It won't help you just to say it was too costly to do something, it will have to be "grossly" so. No one has ever defined what "grossly disproportionate" means, but "grossly" is not a word that you would use to describe small differences.

So to take a trucking example, it is feasible with current technology to remotely monitor driver performance on the road; indeed a large number of trucking companies already do it. Such monitoring is a step on the way to improving training and performance, and so safety. It should be well known. It is something "reasonable" to do. And it can't be too expensive if it is in widespread use.

So if you are a trucking company that doesn't use it, and you have a serious accident, you might have to explain why. That you don't have the money isn't going to cut it in my view; if that is because you are an owner driver and your conditions don't give you much of a return to spend on such things, then the prime contractor could have to account for their failure to provide the appropriate resources. Admittedly it's a back door, but the Act might well be a catalyst for improving rates in the industry.



In the Act what has to be reported has been expanded. The reporting obligation extends to work vehicles on roads (trains, ships and planes are covered by the Transport Accident Investigation Commission rules). If a death "arises from work" it has to be reported to WorkSafe.

So does a notifiable injury or incident. Any death involving a work vehicle "arises from" work, whether it is a worker killed or another person, and regardless of who is to blame.

Notifiable injuries include a range of serious injuries that require immediate treatment, and include some that could arise from a work vehicle accident. Notifiable incidents are occurrences that expose people to serious risk, even if they are not harmed. Some of the list of these in the Act might involve trucks, especially their loads. And reporting must be "as soon as possible" after the business becomes aware of a notifiable event. Failure to report (or report in time) can attract a fine of up to $10,000 for an individuals and $50,000 for a business.

The Act has serious implications for all those who involve vehicles in their work. This column is not legal advice, and you should consult your lawyer as soon as possible about your obligations. The Chartered Institute of Logistics and Transport will be holding a one-day seminar on the role of the Act in the transport sector, some time in the middle of the year. We are still in the process of organising it, but if you are interested in attending, please contact Marilyn Henderson, info@cilt.co.nz, to register your interest.

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Master casters hitch up versatile fifthwheel

Fuwa K-Hitch's new cast fifth wheel could be a light and versatile solution for operators



'Born in the lab, made for the road, and ready to overtake on quality and price,' reads the blurb for the new Fleet Master Cast Fifth Wheel - a first for Fuwa K-Hitch.

As impressive as this all sounds, there's no doubt that the product is at the pointy end of fifth wheel development, with ISO-patterned feet for easy interchangability, and a solid 200kn rating that gives it a nice balance between durability and versatility.

Lightweight options like this have been few and far between, but as it'll cover off single trailer and B-Train applications, it will be a good addition to set-ups for many operators.

"Fuwa have taken already known and trusted know-how and incorporated it their new era of fifth wheels," says market Manager Nathan Sheehan.

"Having the Fleet Master as part of our range really completes our fifth wheel range for now," adds Sheehan.

"We have a low cost entry point in the fabricated Highway Master range, while the cast Fleet Master gives us the ability to compete with the established brands in terms of quality, but at a lower price point"

To make part identification and replacement easy and affordable, the locking components of the Fleet Master match current service parts in the fabricated range – saving hassle both on and off the road. Two standard heights are immediately available, and bolt-on feet give room for further customisation options to get a specific height.

Fuwa says the Fleet Master Cast Fifth Wheel keeps right on rolling, and goes the extra step by proving it.

Subjected to a gruelling two million oscillations in testing, it has been shown to withstand the equivalent of a decade of on-road service.

Additionally, it survived the tough 'overturning test', simulating the lateral forces of every driver's worst night mare - a roll-over scenario.

Secondary safety has even been incorporated into the main handle, and offers easy and safe single-hand operation.

The thought given to how this fifth wheel will be handled by the end users out there doing the hard yards, shows an impressive understanding of designing components that are going to be treated rough and used properly all day, every day.

Although that sounds simple, all truck bits aren't created equal and one little oversight can turn a great product into a great big waste of time and money for those at the coalface.

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March 1

Transport and Heavy Equipment Expo dates announced

The NZ National Fieldays Society Inc is holding the Transport and Heavy Equipment Expo, known as THE Expo, from March 2 to 4 2017, at Mystery Creek Events Centre.

THE Expo, held every four years, is an industry-specialised event that attracted over 180 exhibitors in 2013, spread over almost 50,000m2.

Key industry organisations endorsing THE Expo include the Motor Industry Association, NZ Truck-Trailer Manufacturer's Federation and NZ Equipment Suppliers Association.

Ashburton Isuzu dealer delivers winning truck prize

Isuzu Trucks New Zealand has delivered a new V8 Holden Commodore SS-V sedan to the first prize winner of three in it's "Win some extra wheels" marketing campaign.

Ashburton-based Smallbone Isuzu director Bob Grant and dealer principal Gary Clement presented the owners of Howden Agricultural Service, Ian, and Stacey Howden with their prize.

The Howdens had purchased a medium-duty Isuzu FSS550P 4×4 truck with a factory fitted PTO for their business, which automatically saw them entered into the draw for a new vehicle.

Loss making KiwiRail focusses on export freight

KiwiRail is reporting a net loss for the six months to December 31 of $16.2 million, compared with a $6.8 million loss for the same period last year. The result included significant items totalling $6m relating primarily to restructuring costs.

Earnings before interest, tax, depreciation and amortisation showed an underlying earnings surplus of $27.3 million, a 22% fall on the prior corresponding period. The company's preferred operating measure, the underlying operating surplus, came in at $33 million, compared with $35.1 million the previous year.

March 2

Marketing/sales director appointed PACCAR Australia MD

PACCAR Australia has promoted its sales and marketing director Andrew Hadjikakou to the position of managing director, replacing Mike Dozier, who is heading to a Kenworth Truck Company role in the USA.

The company says after more than eight years in his role as sales and marketing director for PACCAR, Hadjikakou understands the needs of Australian and New Zealand operators and the conditions and applications in which they do business.

Transport Levy proposal punishes Auckland business: Barnett

A proposal by Auckland Councillors to increase the interim transport levy paid by companies has outraged the Auckland Chamber of Commerce chief executive officer Micheal Barnett

The proposal within the 2016/17 annual plan is to increase the interim transport levy from $183 per year to $3001 for a business with a capital value of $10 million.

For a company with a capital value of $180 million the levy will increase to around $48,000 which has incensed Barnett.

March 3

Southpac Trucks scores top awards in Sydney

For the third consecutive year, Southpac Trucks featured in the top three dealer award categories at the PACCAR Australia dealer meeting held in Sydney.

Southpac Trucks achieved first place in the parts dealer of the year award, as well as gaining the second position for the Kenworth customer service award as well as second place for Kenworth dealer of the year award.

PACCAR parts general manager Chris Scheel praised Southpac for their optimal inventory and its commitment to high levels of parts availability to maximise customer uptime, as well as its customer service excellence.

Business as usual for Cat Trucks

Navistar Auspac management have once again reiterated that a decision by Caterpillar Inc in North America to now discontinue production of its vocational models will not impact the long term future of Cat trucks in New Zealand and Australia.

Caterpillar's latest announcement in the US concerned Cat's North America on-highway vocational truck range which is available in left hand-drive configuration only, and was never introduced to the Australian, New Zealand and Pacific markets.

GoClear producer seeks redevelopment partner

Ballance Agri-Nutrients is investigating a partnership arrangement for its proposed redevelopment of the Kapuni ammonia-urea plant in Taranaki, where it produces GoClear diesel exhaust fluid (DEF).

The Kapuni plant is the only one of its kind in New Zealand, which Ballance has operated for more than two decades.

It produces around 260,000 tonnes of agricultural urea each year – around one-third of New Zealand's total needs.

March 4

Fuso boss says market taking stock

After an impressive finish to 2015 with 122 registrations in December, Mitsubishi Fuso has seen a very slow start to 2016, with 36 registrations in January for trucks and buses, and 25 registrations in February.

Fuso sales and marketing manager Mike Davidson says the big finish to last year, an 8% rise in the rate of exchange between the Kiwi dollar and the Japanese Yen, and businesses reflecting upon and taking stock of their situation are three factors driving the slow start to 2016.

"Certainly dealers are reporting decreased inquiry levels, but we'll wait and see how the market pans out in March and April," says Davidson.

Continued on page 26

Continued from page 25

March 8

NZ Bus loses South Auckland contracts to Go Bus

Listed company Infratil's New Zealand Bus business unit has lost four South Auckland public transport contracts to Iwi-owned Go Bus Transport after a competitive tendering process.

The new contracts, which commence in October 2016, will see Go Bus invest $40 million in new vehicles, equipment and new depot facilities.

NZ Bus is running more than 150 buses in South Auckland, and the public transport operator is still in negotiations with Auckland Transport to renew other contracts representing more than half of its current business in the region.

Japanese diesels exceed emissions – not breaking rule

New diesel vehicles from three brands have exceeded Japanese emissions levels in on-road testing.

Two Toyota vehicles and a Nissan vehicle tested emitted up to 10 times the amount of nitrogen oxides, or NOx, than the required laboratory-tested standard.

The Japanese transport ministry tested six types of diesel vehicles. It found no 'cheat' software.

LDV chasing Toyota as number two NZ van brand

LDV New Zealand says it has established itself solidly as the number two Van brand in New Zealand behind market leader Toyota so far this year.

It says consolidated sales of its V80 and G10 Van models placed LDV in second place overall in the New Zealand van market in both January and February 2016.

Toyota registered 157 vans in January 2016 and LDV saw 62 registrations, while Toyota recorded 184 van registrations in February 2016 and LDV had 82 units registered.

March 10

Over height detection system inoperative during upgrade

Improvements to the system that helps prevent bridge strikes on Auckland's motorway network means the current system won't be running during the update from tomorrow until the end of June.

The NZ Transport Agency is upgrading and relocating the Over Height Detection System, which notifies drivers if they are travelling in an over-height vehicle.

The improved system will tell drivers if they are over-height at a point on the motorway that gives them an opportunity to take an alternative route rather than having to pull over as they currently do.

Mainfreight postpones Melbourne investor day

Listed company Mainfreight Limited (MFT) is postponing its Melbourne investor day from Friday, April 6, 2016, to October because of a delay in the completion of it's new Epping premises.

"Minor delays in completion of the new facility at Epping mean that our Transport team will move in later in April, and it is preferred to wait and showcase the complete operation," says the company in a statement to the New Zealand Stock Exchange.

March 14

Driver survey highlights outdated rule knowledge

Truck drivers had the chance to update their knowledge of legislation pertinent to the transport industry while enjoying coffee and snacks at a road safety education stop held in Huntly.

More than 40% of the drivers who stopped said they hadn't refreshed their road safety knowledge in the last twelve months, but say that other motorists are posing the greatest risk to them on the road.

The key focus of the stop was speed and fatigue management, highlighting speed on corners, plus managing fatigue during work and leisure hours.

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March 15

Hino relaunches licence competition for 2016

Hino Distributors (NZ) Ltd will be relaunching a truck driver's licence competition to help combat the nationwide driver shortage at the Central Districts Fieldays on March 17.

Last year the Manawatu-based distributor gave three prize packages for the winners to upgrade to a Class 4 or Class 5 heavy transport licence, and it has decided to repeat the process again this year.

March 17

VDAM amendment allows heavier buses for regions

Changes in the Land Transport Rule: Vehicle Dimensions and Mass amendments that came into force on urban buses on October 1, 2015, are extending to regional buses and coaches.

Associate Transport Minister Craig Foss says the changes will encourage modern, safer buses, able to carry more passengers between regions.

He concedes the buses will be heavier and will be subject to higher road user charges to cover maintenance costs.

March 17

California road charge pilot selects EROAD technology

The California department of transportation (Caltrans) has selected EROAD as its heavy vehicle technology provider for the California road charge pilot programme.

The United States' largest road charge pilot programme to date is scheduled to run for nine months from this July, to investigate road charging options for possible replacement of California's fuel tax. EROAD is the sole provider in the heavy vehicle category.

EROAD successfully developed and deployed its weight-mile tax solution in Oregon and electronic road user charging in New Zealand.

March 21

Police expand driver licence fraud investigation

An inquiry into bribery and corruption allegations involving driver licencing agents is expanding.

According to *One News*, Police is investigating three people and are also now also focusing on Vehicle Testing New Zealand – which provides driver testing.

Vehicle Testing New Zealand (VTNZ) marketing communications manager Jessica Nikora told *Automedia Group* this morning that while the matter is under investigation, VTNZ is unable to make any comment.

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Continued from page 26

March 21

Tulloch Transport director in critical condition

Tulloch Transport director and championship winning Motorsport driver Ian "Inky" Tulloch is in a critical condition in Southland Hospital after a crash at the Teretonga Park circuit in Invercargill yesterday.

According to *Stuff*, Tulloch was piloting a Honda Integra in the Clubmans Saloon races when the car hit a tyre wall on a the loop at the circuit.

St John South Island acting communications advisor Robbie Walker told *Stuff* that St John received a call at 3.55pm on Sunday from Teretonga Park for a patient in critical condition.

March 22

Sharing Kiwi successes at heavy vehicle symposium

Heavy vehicle experts from around the world will gather to discuss the latest developments in truck technology in November 2016 at Rotorua.

The 14th International Symposium on Heavy Vehicle Transport Technology (HVVT) is taking place from November 15 to 18.

The Institute of Road Transport Engineers of New Zealand (IRTENZ) is hosting the event.

Increasing use of HPMV falls short of NZTA target

The transport industry's appetite for HPMVs has continued to grow in the three months to December 2015.

During the December quarter the proportion of HPMV (high productivity motor vehicles including 50MAX) travel, compared against other big/heavy trucks, climbed to 29% from 26%.

This is just short of the NZ Transport Agency's June 2016 goal of 30%, which it says is a key milestone to deliver the Government's objective of improving the efficiency of freight movements.

March 23

Machinery and Irrigation business expands in North Canterbury

Carrfields Group is continuing its North Canterbury growth strategy for its machinery and irrigation business by purchasing the site of the former Waipara Junction Garage.

Carrfields MD Craig Carr says settlement on the site is due mid-April with the facility being fully operational by early July 2016.

Located at the intersection of State Highway One and the Hanmer Springs turn-off, the new facility will house the CLAAS Harvest Centre, Carrfields Irrigation and the Husqvarna Equipment dealership.

March 24

Permit update for the log transport industry.

In December last year, NZTA advised the transport sector of some changes to the permit issuing process to remove some irregularities and ensure safety and consistency in the way it assesses heavy vehicle permit applications.

This included the policy governing the requirement of Roll Stability Control (RSC) in permits.

Unfortunately, this led to some confusion amongst the log transport industry, who have been exempt from the need for Roll Stability Control under the Heavy Vehicle Brakes Rule.

Volvo Group chief reaffirms commitment to Australia and UD brand

At the groundbreaking ceremony for the new AUD $30 million Volvo Group Australia head office in Brisbane this week, Volvo Groups global president and chief executive officer Martin Lundstedt said the Group had a bright future in the continent.

Lundstedt reaffirmed the Volvo Groups commitment to Australian truck building, and also the importance of the UD brand within the groups line-up.

Prime Mover Magazine reports attending the ceremony were Lundstedt and UD Trucks' Executive Chairman, Joachim Rosenberg, as well as the Ambassador of Sweden to Australia, Per Ahlberger, and Australian Trucking Association (ATA) Chair, Noelene Watson.

Truck drivers family receive $85k in reparations

The family of a Wellington truck driver fatally crushed while operating a glass collection vehicle will receive $85,000 in court-ordered reparations from Enviro Waste Services Limited (ESL).

ESL was sentenced in the Wellington District Court yesterday after pleading guilty to charges under ss 18 (1)(a) and 50 (1)(a) of the Health and Safety in Employment Act. The company was also fined $66,000 and ordered to pay court costs.

EROAD agrees with FBI warning on OBD-II plug-ins

The FBI has warned that modern vehicles are becoming "increasingly vulnerable" to cyber attacks and warned that the safety of plug-in telematics devices is paramount.

The FBI and National Highway Traffic Safety Administration (NHTSA) in the US, warned that drivers need to be wary of cyber threats.

The announcement comes after hackers had infiltrated and taken control of a car while driving on the freeway in an experiment for technology site Wired.

March 30

Customised Freightliner carries out 20,000th operation in Dargaville

A mobile surgical unit which is known as 'The Bus' performed its 20,000th operation at Dargaville Hospital on March 22.

The $5.2 million customised surgical Freightliner Argosy truck and trailer unit visits rural communities throughout New Zealand. Christchurch-based Mobile Health operates 'The Bus' which began service in March 2002.

Mobile Health marketing manager Andrew Panckhurst says the Freightliner-based mobile surgical unit has travelled more than 700,000 km during its working life.

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Isuzu Trucks dominates March 2016 registrations

Isuzu Trucks dominated the heavy truck sector in March 2016 with 123 registrations, more than double each of the numbers registered by **Mitsubishi Fuso**, **Hino**, and **Volvo Trucks**.

This **Isuzu Trucks** figure was a 48% year-on-year increase from the 83 units recorded in March 2015, which was consistent with the 85 units recorded in March 2014.

But March didn't just cause **Isuzu Trucks** to celebrate; three other truck brands also better their figures from March 2015.

Kenworth, **Iveco**, and **MAN** also saw year-on-year increases from March 2015 to March 2016.

Kenworth saw 19 units registered, up from 10 in the previous corresponding period; **MAN** saw 15 up from 11, and Iveco saw 14 registrations in March 2016, up from 11 in March 2015.

However, all of the other truck brands in the top ten saw declines.

Second place in the top ten trucks sales went to **Hino** on 48, down 21% from 61 units in March 2015. **Fuso** slipped to fourth place in March a 19% decline from 53 registrations in March 2015 to 43 last month.

Continued on page 30

NEW HEAVY TRUCKS OVER 23,001KG MARCH 2016

MAKE	MAR'16	MAR'15	% Change	% of Market
VOLVO	44	48	-8.3	24.3
ISUZU	25	26	-3.8	13.8
HINO	22	24	-8.3	12.2
KENWORTH	19	10	90.0	10.5
SCANIA	12	18	-33.3	6.6
MAN	11	9	22.2	6.1
DAF	10	27	-63.0	5.5
MITSUBISHI FUSO	8	10	-20.0	4.4
FREIGHTLINER	7	11	-36.4	3.9
MACK	7	6	16.7	3.9
OTHER	16	34	-52.9	8.8
TOTAL	181	223	-18.8	100.0

NEW MEDIUM TRUCKS 9001-23,000KG MARCH 2016

MAKE	MAR'16	MAR'15	% Change	% of Market
ISUZU	23	20	15.0	32.9
HINO	13	22	-40.9	18.6
UD TRUCKS	13	14	-7.1	18.6
MITSUBISHI FUSO	7	19	-63.2	10.0
IVECO	4	2	100.0	5.7
OTHER	10	7	42.9	14.3
TOTAL	70	84	-16.7	100.0

NEW LIGHT TRUCKS 3500-9000KG MARCH 2016

MAKE	MAR'16	MAR'15	% Change	% of Market
ISUZU	75	37	102.7	45.2
MITSUBISHI FUSO	28	24	16.7	16.9
MERCEDES-BENZ	14	19	-26.3	8.4
FIAT	13	18	-27.8	7.8
HINO	13	15	-13.3	7.8
IVECO	9	1	800.0	5.4
FOTON	4	3	33.3	2.4
OTHER	10	7	42.9	6.0
TOTAL	166	124	33.9	100.0

NEW BUSES OVER 3500KG MARCH 2016

MAKE	MAR'16	MAR'15	% Change	% of Market
MITSUBISHI FUSO	7	5	40.0	23.3
ALEXANDER DENNIS	5	6	-16.7	16.7
ISUZU	5	3	66.7	16.7
MERCEDES-BENZ	4	2	100.0	13.3
FACTORY BUILT	2			6.7
OTHER	7	12	-41.7	23.3
TOTAL	30	28	7.1	100.0

NEW LIGHT COMMERCIAL MAKES UNDER 3500KG MARCH 2016

MAKE	MAR'16	MAR'15	% Change	Market Share
TOYOTA	851	818	4.0	21.7
FORD	752	629	19.6	19.2
MITSUBISHI	462	326	41.7	11.8
ISUZU	318	246	29.3	8.1
HOLDEN	284	357	-20.4	7.2
NISSAN	234	280	-16.4	6.0
MAZDA	151	123	22.8	3.9
VOLKSWAGEN	124	136	-8.8	3.2
SSANGYONG	96	67	43.3	2.4
FOTON	85	51	66.7	2.2
OTHER	562	647	-13.1	14.3
TOTAL	3919	3680	6.5	100.0

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Isuzu Trucks dominates March 2016 registrations

Continued from page 29

Volvo saw a 3% decrease from 48 registrations in March 2015 to 44 last month; **Mercedes-Benz** saw a 34% decline from 26 units to 17, **UD Trucks** saw a 20% drop from 23 units to 19, and **Scania** saw its March registrations fall 15% from 19 in 2015 to 16 in 2016.

Overall, the truck market including, light, medium, and heavy duty accounted for 417 registrations in March 2016, a 3.2% decline year-on-year.

Isuzu Trucks general manager Colin Muir says the brand is getting back on track to its forecast for 2016 though he admitted the sales in January and February "looked as though we fell off a cliff."

Isuzu Trucks saw 41 registrations in January 2016, down 30% year on year from 59 units in January 2015, and 64 registrations in February 2016 which was down 26%

Continued on page 31

NEW HEAVY TRUCKS OVER 23,001KG YTD 2016

MAKE	QTR'16	QTR'15	% Change	% of Market
VOLVO	71	83	-14.5	15.2
ISUZU	63	72	-12.5	13.5
KENWORTH	63	45	40.0	13.5
DAF	53	55	-3.6	11.4
HINO	43	56	-23.2	9.2
SCANIA	29	43	-32.6	6.2
MAN	24	35	-31.4	5.2
FREIGHTLINER	22	38	-42.1	4.7
MITSUBISHI FUSO	20	28	-28.6	4.3
MACK	19	27	-29.6	4.1
UD TRUCKS	19	32	-40.6	4.1
MERCEDES-BENZ	11	12	-8.3	2.4
IVECO	8	13	-38.5	1.7
CATERPILLAR	5	5	0.0	1.1
INTERNATIONAL	5	6	-16.7	1.1
WESTERN STAR	5	11	-54.5	1.1
FACTORY BUILT	2	1	100.0	0.4
LIEBHERR	1	2	-50.0	0.2
MITSUBISHI	1			0.2
PETERBILT	1	1	0.0	0.2
RENAULT	1	9	-88.9	0.2
DENNIS EAGLE		2	-100.0	0.0
GROVE		2	-100.0	0.0
TEREX		1	-100.0	0.0
TOTAL	466	579	-19.5	100.0

NEW MEDIUM TRUCKS 9001-23,000KG YTD 2016

MAKE	QTR'16	QTR'15	% Change	% of Market
ISUZU	46	60	-23.3	26.7
UD TRUCKS	38	36	5.6	22.1
HINO	35	52	-32.7	20.3
MITSUBISHI FUSO	17	32	-46.9	9.9
MAN	10	6	66.7	5.8
IVECO	7	9	-22.2	4.1
DAF	6	3	100.0	3.5
SCANIA	6	3	100.0	3.5
DENNIS	1			0.6
FACTORY BUILT	1			0.6
INTERNATIONAL	1			0.6
KATO	1			0.6
MERCEDES-BENZ	1	6	-83.3	0.6
RENAULT	1	1	0.0	0.6
TRACTOR	1			0.6
KENWORTH		1	-100.0	0.0
TOTAL	172	209	-17.7	100.0

NEW TRUCK MAKES ALL WEIGHTS OVER 3500KG MARCH 2016

MAKE	MAR'16	MAR'15	% Change	% of Market
ISUZU	123	83	48.2	29.5
HINO	48	61	-21.3	11.5
VOLVO	44	48	-8.3	10.6
MITSUBISHI FUSO	43	53	-18.9	10.3
KENWORTH	19	10	90.0	4.6
UD TRUCKS	19	23	-17.4	4.6
MERCEDES-BENZ	17	26	-34.6	4.1
SCANIA	16	19	-15.8	3.8
MAN	15	11	36.4	3.6
IVECO	14	11	27.3	3.4
OTHER	59	86	-31.4	14.1
TOTAL	417	431	-3.2	100.0

NEW TRACTOR REGISTRATIONS MARCH 2016

MAKE	MAR '16	MAR '15	% Change	% of Market
JOHN DEERE	38	39	-2.6	33.3
KUBOTA	13	10	30.0	11.4
MASSEY FERGUSON	11	11	0.0	9.6
NEW HOLLAND	8	19	-57.9	7.0
CASE IH	6	11	-45.5	5.3
CLAAS	6	4	50.0	5.3
DEUTZ-FAHR	6	7	-14.3	5.3
CASE	5	5	0.0	4.4
JCB	4	1	300.0	3.5
LANDINI	4	1	300.0	3.5
OTHER	13	30	-56.7	11.4
TOTAL	114	138	-17.4	100.0

NEW LIGHT TRUCKS 3500-9000KG YTD 2016

MAKE	QTR'16	QTR'15	% Change	% of Market
ISUZU	119	97	22.7	34.6
FIAT	53	56	-5.4	15.4
MITSUBISHI FUSO	43	58	-25.9	12.5
HINO	40	36	11.1	11.6
MERCEDES-BENZ	39	34	14.7	11.3
IVECO	20	6	233.3	5.8
FOTON	13	7	85.7	3.8
HYUNDAI	9	4	125.0	2.6
FORD	6	9	-33.3	1.7
VOLKSWAGEN	3	3	0.0	0.9
JAC	2			0.6
RENAULT	1	1	0.0	0.3
CHEVROLET		2	-100.0	0.0
DODGE		1	-100.0	0.0
GMC		1	-100.0	0.0
MAN		1	-100.0	0.0
TOTAL	344	316	8.9	100.0

Continued from page 30

year on year from 87 units in February 2015.

"The registration figure for March may be surprising to others, but it's not to us," says Muir.

"I think the market for 2016 will be down around 14%, but we believe our internal forecast for the year is still on track, we still believe that we can achieve the set targets while others may face a decline," he says.

Muir says the pipeline of product with confirmed orders coming through for Isuzu Trucks is very healthy, and he says that the company will continue to buck the trend if the market deteriorates further.

Light and heavy duty trucks lead the market

March registrations of 181 heavy duty trucks (23,001kg+ GVM) was a strong result despite an 18% drop year on year, light duty truck (3500kg to 9000kg GVM) registrations of 166 units was 33% up year on year, while medium duty truck registrations (9001kg to 23,000kg GVM) fell 16% to 70 unit from 84 in the previous corresponding period.

Isuzu Trucks led the light duty truck market (3500kg - 9000kg GVM) with 75 units registered in march 2016, up from 37 in the previous corresponding period. **Fuso** was second in the light truck market for March 2016 with 28 units registered, up from 24 in the previous corresponding period.

Mercedes-Benz saw 14 light duty truck registrations, followed by **Fiat** and **Hino** on 13 registrations each, all three brands saw year on year decreases.

Isuzu Trucks led the medium duty truck market in March 2016 with 23 units registered, 3 up from the

Continued on page 34

NEW BUSES OVER 3500KG YTD 2016

MAKE	QTR'16	QTR'15	% Change	% of Market
FACTORY BUILT	28	15	86.7	20.7
MITSUBISHI FUSO	22	14	57.1	16.3
MERCEDES-BENZ	16	7	128.6	11.9
ISUZU	15	11	36.4	11.1
ALEXANDER DENNIS	10	7	42.9	7.4
SCANIA	10	15	-33.3	7.4
VOLVO	10	1	900.0	7.4
MAN	8	8	0.0	5.9
FORD	7			5.2
KING LONG	3	1	200.0	2.2
HIGER	2	3	-33.3	1.5
IVECO	2	1	100.0	1.5
DESIGNLINE	1			0.7
FORD	1			0.7
YUTONG		2	-100.0	0.0
FIAT		1	-100.0	0.0
UD TRUCKS		1	-100.0	0.0
TOTAL	135	87	55.2	100.0

NEW TRACTOR MAKES YTD 2016

Make	QTR'16	QTR'15	% Change	% of Market
JOHN DEERE	93	106	-12.3	28.3
CLAAS	36	18	100.0	10.9
KUBOTA	33	22	50.0	10.0
NEW HOLLAND	31	59	-47.5	9.4
MASSEY FERGUSON	28	27	3.7	8.5
CASE IH	25	22	13.6	7.6
DEUTZ-FAHR	13	22	-40.9	4.0
TRACTOR	13	31	-58.1	4.0
CASE	12	24	-50.0	3.6
FENDT	10	9	11.1	3.0
JCB	8	2	300.0	2.4
LANDINI	6	2	200.0	1.8
TORO	4			1.2
FERRARI	2			0.6
FORD	2			0.6
MCCORMICK	2	3	-33.3	0.6
SAME	2	5	-60.0	0.6
CATERPILLAR	1			0.3
FIAT	1			0.3
GOLDONI	1	2	-50.0	0.3
HITACHI	1			0.3
INTERNATIONAL	1	1	0.0	0.3
MANITOU	1			0.3
VALMET	1	2	-50.0	0.3
WALKER	1			0.3
YANMAR	1			0.3
AG.MACH.	3			0.9
MERLO	2			0.6
ABI	1			0.3
DAEWOO	1			0.3
DELTA	1			0.3
HUSQVARNA	1			0.3
ISEKI	1			0.3
KAWASAKI	1			0.3
OAKLAND	1			0.3
SHIBAURA	1			0.3
TOTAL	329	370	-11.1	100.0

NEW TRUCK & BUSES ALL WEIGHTS OVER 3500KG YTD 2016

MAKE	QTR'16	QTR'15	% Change	% of Market
ISUZU	228	229	-0.4	23.2
HINO	118	144	-18.1	12.0
MITSUBISHI FUSO	80	118	-32.2	8.1
VOLVO	71	83	-14.5	7.2
KENWORTH	63	46	37.0	6.4
DAF	59	58	1.7	6.0
UD TRUCKS	57	68	-16.2	5.8
FIAT	53	56	-5.4	5.4
MERCEDES-BENZ	51	52	-1.9	5.2
IVECO	35	28	25.0	3.6
SCANIA	35	46	-23.9	3.6
MAN	34	42	-19.0	3.5
FREIGHTLINER	22	38	-42.1	2.2
MACK	19	27	-29.6	1.9
FOTON	13	7	85.7	1.3
FORD	6	9	-33.3	0.6
INTERNATIONAL	6	6	0.0	0.6
CATERPILLAR	5	5	0.0	0.5
HYUNDAI	5	4	25.0	0.5
WESTERN STAR	5	11	-54.5	0.5
FACTORY BUILT	3	1	200.0	0.3
RENAULT	3	11	-72.7	0.3
VOLKSWAGEN	3	3	0.0	0.3
JAC	2			0.2
DENNIS	1			0.1
KATO	1			0.1
LIEBHERR	1	2	-50.0	0.1
MITSUBISHI	1			0.1
PETERBILT	1	1	0.0	0.1
TRACTOR	1			0.1
CHEVROLET		2	-100.0	0.0
DENNIS EAGLE		2	-100.0	0.0
GROVE		2	-100.0	0.0
DODGE		1	-100.0	0.0
GMC		1	-100.0	0.0
TEREX		1	-100.0	0.0
TOTAL	982	1104	-11.1	100.0

Used truck sales down

Used truck registrations were down in March, although numbers of heavier trucks were on the rise.

Overall registrations of trucks over 3500kg were down 1.4% to 144 units from 146 a year ago.

Isuzu was the most popular brand of used trucks overall, on 37 units, up 23.3% for a 25.7% market share.

Toyota was second on 36 units, and **Hino** third on 25.

The 3500-9000kg segment was up, by 5.8% to 127 units.

Toyota topped the segment on 36 units, down 5.3% for a 28.3% market share.

Isuzu was second on 35, followed by **Hino** on 22 units.



For medium trucks - 9001-23,000kg - registrations were down 27.3% to 8 units - **Hino** leading on three trucks.

Big truck, over 23,001kg, registrations were up 50% to nine units, with **Kenworth** leading on four trucks.

The leading truck import was the **Toyota Dyna** on 36 units.

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USED HEAVY TRUCKS OVER 23,001KG MARCH 2016

MAKE	MAR '16	MAR '15	% CHANGE	MARKET
KENWORTH	4	3	33.3	44.4
GROVE	2			22.2
MERCEDES-BENZ	1			11.1
OTHER	2	3	-33.3	22.2
TOTAL	9	6	50.0	100.0

USED MEDIUM TRUCKS 9001-23,000KG MARCH 2016

MAKE	MAR '16	MAR '15	% Change	% of Market
HINO	3	5	-40.0	37.5
ISUZU	2	2	0.0	25.0
DAIMLER	1			12.5
OTHER	2	4	-50.0	25.0
TOTAL	8	11	-27.3	100.0

USED LIGHT TRUCKS 3500-9000KG MARCH 2016

MAKE	MAR '16	MAR '15	% Change	% of Market
TOYOTA	36	38	-5.3	28.3
ISUZU	35	26	34.6	27.6
HINO	22	26	-15.4	17.3
MITSUBISHI	11	14	-21.4	8.7
NISSAN	7	7	0.0	5.5
VOLKSWAGEN	4			3.1
OTHER	12	9	33.3	9.4
TOTAL	127	120	5.8	100.0

USED TRUCK MAKES ALL WEIGHTS OVER 3500KG MARCH 2016

MAKE	MAR'16	MAR'15	% Change	% of Market
ISUZU	37	30	23.3	25.7
TOYOTA	36	38	-5.3	25.0
HINO	25	33	-24.2	17.4
MITSUBISHI	12	15	-20.0	8.3
NISSAN	9	9	0.0	6.3
KENWORTH	4	5	-20.0	2.8
VOLKSWAGEN	4			2.8
FIAT	3	1	200.0	2.1
OTHER	14	15	-6.7	9.7
TOTAL	144	146	-1.4	100.0

USED LIGHT COMMERCIAL MAKES UNDER 3500KG MARCH 2016

MAKE	MAR'16	MAR'15	% Change	Market Share
TOYOTA	431	395	9.1	48.4
NISSAN	188	147	27.9	21.1
MAZDA	63	44	43.2	7.1
ISUZU	46	35	31.4	5.2
FORD	30	22	36.4	3.4
MITSUBISHI	27	30	-10.0	3.0
HINO	26	33	-21.2	2.9
HOLDEN	17	18	-5.6	1.9
CHEVROLET	15	12	25.0	1.7
FIAT	8	8	0.0	0.9
OTHER	40	41	-2.4	4.5
TOTAL	891	785	13.5	100.0

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Isuzu Trucks dominates March 2016 registrations

Continued from page 31

previous corresponding period. **Hino** was second with 13 units down from 22 in the previous period, **UD Trucks** also took 13 registrations, followed by **Fuso** on 7 and **Iveco** on 4.

Volvo led the heavy duty truck market with 44 registrations in March 2016, 4 fewer than the previous corresponding period, followed by **Isuzu** on 25 (26 in March 2015), **Hino** on 22 (24 in March 2015).

Kenworth enjoyed a strong March 2016 with 19 registrations up from 10 units in the previous corresponding period.

Scania saw a fall from 18 registrations in March 2015 to 12 last month, **MAN** went up from 9 to 11 units while **DAF** saw a significant drop from 27 to 10 units registered.

Fuso saw 8 registrations for its heavy duty trucks in march 2016, followed by **Mack** and **Freightliner** with 7 each.

Ranger leads strongest March commercial sales yet

The Ford **Ranger**, Toyota **Hilux**, and Mitsubishi **Triton** were not only the top three new commercial vehicles sold in March 2016, but they were also the top three vehicles overall in new vehicle sales.

There were 3,919 commercial vehicle registrations for the month of March, markedly up on March 2015 (6.5% / 239 units) and was the strongest month of March on record for commercial vehicles registrations. Year-to-date, the commercial vehicle market is 9.6% (876 units) ahead of this time in 2015.

The Ford **Ranger** took 5% overall market share (661 units), followed by the Toyota **Hilux** also with 5% (601 units) and the Mitsubishi **Triton** with 4% market share (462 units).

Toyota regained the top spot for the commercial market for the month of March with 22% market share (851 units), followed by **Ford with** 19% (752 units) and **Mitsubishi** third with 12% market share (462 units).

Year-to-date the Ford **Ranger** maintains a healthy

Continued on page 34

USED BUSES REGISTRATIONS MARCH 2016

MAKE	MAR'16	MAR'15	% CHANGE	MARKET
MAN	2			33.3
FORD	1			16.7
HINO	1			16.7
OTHER	2	3	-33.3	33.3
TOTAL	6	3	100.0	100.0

USED HEAVY TRUCKS OVER 23,001KG YTD 2016

MAKE	YTD'16	YTD'15	% Change	% of Market
KENWORTH	7	10	-30.0	28.0
FREIGHTLINER	3			12.0
GROVE	3	1	200.0	12.0
IVECO	3			12.0
MERCEDES-BENZ	2	1	100.0	8.0
VOLVO	2	3	-33.3	8.0
HINO	1	4	-75.0	4.0
MITSUBISHI	1	1	0.0	4.0
NISSAN	1			4.0
TADANO	1			4.0
ISUZU		2	-100.0	0.0
MACK		2	-100.0	0.0
LIEBHERR		1	-100.0	0.0
NISSAN DIESEL		1	-100.0	0.0
SCANIA		1	-100.0	0.0
TOTAL	25	27	-7.4	100.0

USED BUSES OVER 3500KG YTD 2016

MAKE	QTR'16	QTR'15	% CHANGE	MARKET
HINO	4	0		26.7
TOYOTA	3	4	-25.0	20.0
MAN	2	1	100.0	13.3
MITSUBISHI	2	2	0.0	13.3
ALEXANDER DENNIS	1			6.7
FORD	1			6.7
NISSAN	1	1	0.0	6.7
RENAULT	1			6.7
FIAT		1	-100.0	0.0
ISUZU		1	-100.0	0.0
MITSUBISHI FUSO		1	-100.0	0.0
TOTAL	15	11	36.4	100.0

USED LIGHT TRUCKS 3500-9000KG YTD 2016

MAKE	QTR'16	QTR'15	% Change	% of Market
TOYOTA	85	98	-13.3	25.1
ISUZU	83	62	33.9	24.5
MITSUBISHI	50	34	47.1	14.7
HINO	38	50	-24.0	11.2
NISSAN	38	31	22.6	11.2
FIAT	13	7	85.7	3.8
VOLKSWAGEN	8			2.4
MAZDA	7	8	-12.5	2.1
IVECO	4	2	100.0	1.2
MERCEDES-BENZ	3	2	50.0	0.9
CHEVROLET	2	1	100.0	0.6
AM GENERAL	1			0.3
DAF	1	2	-50.0	0.3
DODGE	1	1	0.0	0.3
FACTORY BUILT	1	1	0.0	0.3
FORD	1	1	0.0	0.3
GMC	1	1	0.0	0.3
MITSUBISHI FUSO	1	2	-50.0	0.3
TRANZIT	1			0.3
PEUGEOT		2	-100.0	0.0
LEYLAND		1	-100.0	0.0
TOTAL	339	306	10.8	100.0

USED MEDIUM TRUCKS 9001-23,000KG YTD 2016

MAKE	QTR'16	QTR'15	% Change	% of Market
HINO	6	10	-40.0	28.6
ISUZU	4	4	0.0	19.0
FACTORY BUILT	3	1	200.0	14.3
TEREX	2			9.5
VOLVO	2	1	100.0	9.5
DAF	1	2	-50.0	4.8
DAIMLER	1			4.8
MITSUBISHI	1	1	0.0	4.8
NISSAN	1	4	-75.0	4.8
CARAVAN		1	-100.0	0.0
FORD		1	-100.0	0.0
FRANNA		1	-100.0	0.0
GMC		1	-100.0	0.0
HOLIDAY HOME		1	-100.0	0.0
MACK		1	-100.0	0.0
TOTAL	21	29	-27.6	100.0

Isuzu Trucks dominates March 2016 registrations

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lead over the Toyota **Hilux** with 1,904 registrations (19%) for the Ranger and 1,345 registrations (13%) for the Hilux.

Reflecting the top selling models for the month of March, the Pick Up/Chassis Cab 4x4 segment took 13% of the market (1,543 units).

"Strong net immigration, competitive pricing, and end of financial year deals drove strong new vehicles registrations in March 2016," says Motor Industry Association chief executive David Crawford.

"There were 12,110 new vehicle registrations for the month, the highest March result since 1984, which was 3% (355 units) up on March 2015."

"The month of March continued the strong overall performance of the new vehicle sector over the last three years. With the first quarter of 2016 done and dusted the new vehicle market is 3% (1,017 units) ahead of the first quarter outturn for 2015," says Crawford.

Used import tractor registrations steady

Registrations of used import tractors are creeping up this year - up 2.9% in March, and 8.4% overall for the year.

Registrations are by no means a complete representation of the market - with many never registered for the road - but are indicative.

March registrations were up to 105 units, with **Massey Ferguson** leading the market, down 42.9% to 20 units from 35.

John Deere was second on 16 followed by **New Holland** on 11.

Registrations for the quarter ate at 258 units, with **Massey Ferguson**, **John Deere** and **New Holland** again the top brands.



USED TRACTOR REGISTRATIONS MARCH 2016

MAKE	MAR '16	MAR'15	% Change	% of Market
MASSEY FERGUSON	20	35	-42.9	19.0
JOHN DEERE	16	13	23.1	15.2
NEW HOLLAND	11	3	266.7	10.5
CASE	6	7	-14.3	5.7
FIAT	6	3	100.0	5.7
SAME	6			5.7
DAVID BROWN	5	1	400.0	4.8
KUBOTA	5	1	400.0	4.8
TRACTOR	5	3	66.7	4.8
CASE IH	3	2	50.0	2.9
OTHER	22	34	-35.3	21.0
TOTAL	105	102	2.9	100.0

USED TRACTOR MAKES YTD 2016

MAKE	YTD'16	YTD'15	% Change	% of Market
MASSEY FERGUSON	57	59	-3.4	22.1
JOHN DEERE	34	34	0.0	13.2
NEW HOLLAND	25	23	8.7	9.7
CASE	16	15	6.7	6.2
SAME	14	5	180.0	5.4
TRACTOR	13	10	30.0	5.0
DAVID BROWN	11	5	120.0	4.3
FIAT	11	8	37.5	4.3
FORD	11	8	37.5	4.3
KUBOTA	8	2	300.0	3.1
INTERNATIONAL	7	17	-58.8	2.7
MCCORMICK	7	3	133.3	2.7
CASE IH	6	4	50.0	2.3
FORDSON	4	3	33.3	1.6
LANDINI	4	2	100.0	1.6
CLAAS	2			0.8
DEUTZ-FAHR	2	8	-75.0	0.8
FENDT	2	3	-33.3	0.8
ISEKI	2	3	-33.3	0.8
JCB	2	8	-75.0	0.8
NUFFIELD	2			0.8
TOYOTA	2	2	0.0	0.8
TYM	2	1	100.0	0.8
ALLIS CHALMERS	1			0.4
CATERPILLAR	1	1	0.0	0.4
CHAMBERLAIN	1			0.4
CUSTOMBUILT	1			0.4
FARMALL	1	1	0.0	0.4
HITACHI	1			0.4
HOLDEN	1			0.4
LEES	1			0.4
MAN	1			0.4
MARSHALL	1			0.4
MCLAREN	1			0.4
MERLO	1	1	0.0	0.4
MITSUBISHI	1	1	0.0	0.4
ZETOR	1	1	0.0	0.4
NUFFIELD		2	-100.0	0.0
POLARIS		2	-100.0	0.0
BEDFORD		1	-100.0	0.0
BMC		1	-100.0	0.0
FOTON		1	-100.0	0.0
KATO		1	-100.0	0.0
MANITOU		1	-100.0	0.0
RENAULT		1	-100.0	0.0
TOTAL	258	238	8.4	100.0

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USED COMMERCIAL MAKES YTD 2016

MAKE	QTR'16	QTR'15	% Change	% of Market
TOYOTA	1123	1066	5.3	48.2
NISSAN	505	409	23.5	21.7
MAZDA	143	121	18.2	6.1
ISUZU	109	85	28.2	4.7
MITSUBISHI	93	72	29.2	4.0
FORD	74	85	-12.9	3.2
HINO	49	64	-23.4	2.1
CHEVROLET	45	39	15.4	1.9
HOLDEN	42	35	20.0	1.8
FIAT	27	29	-6.9	1.2
VOLKSWAGEN	22	17	29.4	0.9
DODGE	15	10	50.0	0.6
GMC	8	16	-50.0	0.3
SUZUKI	8	8	0.0	0.3
IVECO	7	3	133.3	0.3
KENWORTH	7	10	-30.0	0.3
MERCEDES-BENZ	7	7	0.0	0.3
FACTORY BUILT	4	2	100.0	0.2
GREAT WALL	4	2	100.0	0.2
VOLVO	4	4	0.0	0.2
FREIGHTLINER	3			0.1
GROVE	3	1	200.0	0.1
HYUNDAI	3	1	200.0	0.1
SSANGYONG	3	1	200.0	0.1
DAF	2	4	-50.0	0.1
DAIHATSU	2	2	0.0	0.1
HONDA	2	2	0.0	0.1
MAN	2	1	100.0	0.1
PEUGEOT	2	4	-50.0	0.1
RENAULT	2	6	-66.7	0.1
TEREX	2			0.1
ALEXANDER DENNIS	1			0.0
AM GENERAL	1			0.0
DAIMLER	1			0.0
LAND ROVER	1	4	-75.0	0.0
MITSUBISHI FUSO	1	3	-66.7	0.0
SUBARU	1			0.0
TADANO	1			0.0
TRANZIT	1			0.0
WESTERN STAR	1			0.0
VAUXHALL		4	-100.0	0.0
MACK		3	-100.0	0.0
CITROEN		2	-100.0	0.0
NISSAN DIESEL		2	-100.0	0.0
BMW		1	-100.0	0.0
CADILLAC		1	-100.0	0.0
CARAVAN		1	-100.0	0.0
FRANNA		1	-100.0	0.0
HOLIDAY HOME		1	-100.0	0.0
LEYLAND		1	-100.0	0.0
LIEBHERR		1	-100.0	0.0
SCANIA		1	-100.0	0.0
TOTAL	2331	2132	9.3	100.0

NEW COMMERCIAL MAKES YTD 2016

MAKE	QTR'16	QTR'15	% Change	% of Market
FORD	2113	1596	32.4	21.1
TOYOTA	1964	1933	1.6	19.6
MITSUBISHI	942	658	43.2	9.4
HOLDEN	813	802	1.4	8.1
ISUZU	747	624	19.7	7.4
NISSAN	685	800	-14.4	6.8
MAZDA	372	319	16.6	3.7
VOLKSWAGEN	343	388	-11.6	3.4
SSANGYONG	263	212	24.1	2.6
HYUNDAI	196	208	-5.8	2.0
FOTON	187	134	39.6	1.9
LDV	185	113	63.7	1.8
FIAT	153	139	10.1	1.5
MERCEDES-BENZ	150	110	36.4	1.5
HINO	118	144	-18.1	1.2
MITSUBISHI FUSO	102	132	-22.7	1.0
LAND ROVER	84	40	110.0	0.8
VOLVO	81	84	-3.6	0.8
KENWORTH	63	46	37.0	0.6
DAF	59	58	1.7	0.6
UD TRUCKS	57	69	-17.4	0.6
SCANIA	45	61	-26.2	0.4
MAN	42	50	-16.0	0.4
IVECO	40	29	37.9	0.4
PEUGEOT	40	10	300.0	0.4
FACTORY BUILT	31	16	93.8	0.3
RENAULT	30	16	87.5	0.3
MAHINDRA	28	55	-49.1	0.3
FREIGHTLINER	22	38	-42.1	0.2
MACK	19	27	-29.6	0.2
GREAT WALL	15	155	-90.3	0.1
ALEXANDER DENNIS	10	7	42.9	0.1
INTERNATIONAL	6	6	0.0	0.1
CATERPILLAR	5	5	0.0	0.0
SUZUKI	5	31	-83.9	0.0
WESTERN STAR	5	11	-54.5	0.0
KING LONG	3	1	200.0	0.0
HIGER	2			0.0
JAC	2	3	-33.3	0.0
KIA	2	11	-81.8	0.0
DENNIS	1	2	-50.0	0.0
DESIGNLINE	1			0.0
KATO	1			0.0
LIEBHERR	1	2	-50.0	0.0
LVV	1			0.0
PETERBILT	1	1	0.0	0.0
TRACTOR	1			0.0
ZX AUTO	1			0.0
CHEVROLET		3	-100.0	0.0
GROVE		2	-100.0	0.0
TATA		2	-100.0	0.0
YUTONG		2	-100.0	0.0
DODGE		1	-100.0	0.0
GMC		1	-100.0	0.0
TEREX		1	-100.0	0.0
TOTAL	10037	9158	9.6	100.0

2016 Hilux SR5 double cab

WORDS AND PICTURE: GRAEME MACDONALD

With 2015 being a "launch year" for a majority of the models in the hotly-contested light commercial sector, the all-new Toyota Hilux was never going to have it easy in the battle for buyers, especially given the success of the Ford Ranger encroaching upon traditional Toyota ute loyalists.

Outside the glamour of the Wildtrack and Limited models, however, the bigger question remains- can the fleet-focussed Hilux SR5 stay ahead of the Ranger XLT?

Our test vehicle was a Hilux SR5 4WD Double Cab well side with the 6-speed i-MT Manual mated to the 2.8-litre diesel, producing 130kW @3400rpm and more importantly, 420nM of torque within a 1400-2600rpm range.

At a list price of $63,990 plus ORC, Hilux comes in several thousand dollars more than an equivalent Ranger XLT at $61,040 plus ORC, while on paper, delivering significantly less power than the Ranger's 147kW and 470NM of torque.

In reality, though, the Hilux 2.8-litre diesel shows no noticeable difference to competitors, the new engine is significantly quieter and more refined than the predecessor.

First visual impressions of the new Hilux are somewhat polarizing- the aggressive new frontal styling has clearly drawn from the American market styling book while the rear end at first glance somehow looks disconnected. But it grows on you - this is a big truck, and it needs a big and bold look to match.

Inside the cabin, however, things are not quite as they should be. As a matter of personal taste, the dashboard layout looks decidedly



Camry-esque, and the sheer dashboard height alone gives the cabin a cramped feeling.

While the instrumentation and controls are excellent, the 7-inch touchscreen infotainment unit looks, at best, like a hurried afterthought, glued into a cut-away in the centre of the console.

On our test vehicle, it was also less than user-friendly to operate, with the Bluetooth dropping calls and the audio "volume" setting freezing in place and requiring frequent screen resets to allow adjustment.

Given the arduous situations work-purpose Hiluxes are likely to be put in, we're not convinced this high-tech set-up will show long-term reliability or a user-friendly interface.

The biggest disappointment is the rear seating room- appearing to have less legroom and headroom that the competitors.

In practical terms, this is not the truck to be ferrying a team of four or five big construction blokes around in, or a forestry crew, no matter how we tried to configure the seats.

For a fleet with multiple users and teams, this alone may prove to be a stumbling block to Hilux gaining sales.

On the road, Hilux is smooth and responsive, although apparently needing a load in the back to settle down any jiggling in the rear axle. The build quality of the Hilux delivers a big win here for the overall cabin ambience and noise levels, even though the fit and finish of some of the plastic surface edges were less than adequate.

The power-economy setting for the 2.8-litre gives a Jekyll and Hyde manner to Hilux- in "economy" mode the truck performs well, if not staidly, on the road.

Engage the "power" setting unleashes a severe mid-boost level of torque, so much so that the driver needs to adopt a different driving style to avoid surging into objects ahead- or so it feels.

Coupled with the i-MT intelligent rev-matching technology on downshifts, Hilux gives a performance feeling that belies the 17kW or so disadvantage on the Ranger, while delivering better overall economy- 7.6 litres / 100km stated versus Ranger's 8.3 litres / 100km.

The only downside to this new i-MT 6-speed is the ratio spacing for round-town usage.

Despite our best efforts to adapt our driving, we spent most of our time within the 50-55kph range shifting between 3rd and 4th gear, with 3rd revving intrusively and 4th lugging away uncomfortably. We'd have to opt for the automatic if this was an urban use truck, with the open road best suited for the 6-cog manual box.

For the company or private user Hilux has ticked all the boxes for safety and efficiency.

The new 2.8-litre is rated to Euro-5 standard, and it also gained an ANCAP 2015 test score of 5 stars, helped by the raft of features including VSC stability control, HDC hill descent control, TSC Trailer Sway Control plus LED daytime running lights and the now industry-standard seven airbags.

With a towing capacity of 3500kg braked, the Hilux SR5 proves a worthy successor to the old and much-loved previous model in most respects.

However, in a crowded field of excellent competitors and given the issues raised above, it remains to see if "very good" is "good enough" to claw back the sales volume lead already posted by Ranger- or indeed, hold on to second place.

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Keeping our customers on the road

LDV cargo vans have quietly been making inroads into the New Zealand market, with the brand taking second place in the overall van segment behind Toyota in both the January and February sales figures for 2016.

Toyota registered 157 vans in January 2016 and LDV saw 62 registrations. In February, Toyota recorded 184 van registrations while LDV had 82 units registered.

There are two ranges available, the 2.5-litre turbodiesel only LDV V80 cargo with manual or AMT transmissions, and the petrol powered LDV G10, which comes with a 2-litre, turbocharged petrol engine for the automatic, and a 2.4-litre petrol engine with the manual variant.

The G10 range starts at $25,990 plus GST and ORC for the 2.4-litre petrol manual version while the V80 Big 2.5-litre turbodiesel manual retails from $32,190 plus GST and ORC.

The authorised New Zealand LDV importer Great Lake Motor Distributors says a turbodiesel version of the G10 cargo van will become available later this year.

SAIC manufactures the European designed LDV V80 using componentry from reputable international brands which supply many OEMS.

Italian manufacturer VM Motori supplies the 2.5-litre four-cylinder engine in the V80, and its the same unit commonly found in Jeep and Land Rover vehicles.

Other LDV V80 suppliers include Bosch (ABS, EBD, BAS, Common rail injection) Thyssen Krupp, (steering column, front and rear axle,) Valeo (generator), Delphi (electric system) Sachs (shock absorbers), Sanden Behr (air conditioning), Tenneco (exhaust system), and Continental (brake assist).

The V80 cargo van is available in three sizes being the 'Big' (6.4 square cubic metres), the 'Bigger' (10.4 square cubic metres) and the 'Biggest' (11.6 square cubic metres).



"We can handle all the necessary fit out requirements for our customers, except refrigeration and seating which we leave to the experts because of the need for low volume vehicle (LVVT) certification."

Two standard pallets can be carried in the Big while the Bigger and Biggest will carry three pallets because of the 1380mm width available between the rear wheel arches.

All of the V80 models have double-sliding doors and fixed window glazing is available on request for an additional cost.

Other items for optional fitment to the LDV V80 and G10 before delivery include plywood sides, transportation floor, tow bar and wiring, roof racks, cargo barrier, composite bulkhead, rear steps, nudge bars, monsoon shields, canvas seat covers, and rubber floor mats.

Galvanised decks for the cab/chassis V80 models start from $3500 plus GST

LDV sales and marketing manager Warren Willmot, aka The Van Geek, says not only does the company have a comprehensive range of accessories for both LDV models, but it also has a fitment centre in Taupo, which can customise a van to meet its owner's requirements.



"We can handle all the necessary fit out requirements for our customers, except refrigeration and seating which we leave to the experts because of the need for low volume vehicle (LVVT) certification," says Willmot.

"From dealer order to despatch from the fitment centre including signwriting the van can take as little as three days (?), and, often clients prefer to collect their new vehicle from Taupo rather than wait for a transporter to deliver it to their dealer," says Willmot.

Willmot also notes that the company keeps a ready supply of parts and panels, and a roadside assist package comes standard with every new LDV van sold.

"We understand that downtime costs our customers money and that the vans must be on the road earning, hence we will do whatever it takes to keep them there," he says.

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EROAD – helping keep our drivers safe



We installed Drive Buddy in 70 of our trucks because we wanted to be more proactive with developing better driver behaviour. It sits in the cab and acts as a guide for our drivers when they're on the road. They don't have to do anything. They're definitely more vigilant about their speeds now and it's becoming a bit of an obsession with some of them: they're competing with each other to be the best. At first, our focus was on over speed events of 15km and up. We wanted to get rid of the red alerts, then the amber, and it's working: we've seen a huge, huge decrease in speeding events.

– Lajanne Smith, Senior Projects Manager, NZL Group

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