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

DIESELtalk

Volume 4 | Issue 1 | August 2016

Reducing congestion will grow economy: Braid

Reducing Auckland's congestion and using rail as a second freight corridor will help grow the New Zealand economy, says Mainfreight Group managing director Don Braid.



Don Braid

Braid says moving people more efficiently through public transport networks will allow freight to move more efficiently, and accelerating the building of infrastructure is needed to maintain current economic growth and further international trade.

The head of the international logistics company told *DIESELtalk* that Mainfreight operates a global network with more than 6500 team members, and it wants to see New Zealand develop further business opportunities, but warns that inefficient local infrastructure will hamstring this.

Braid is urging Auckland Council, Auckland Transport and the airport operator to address congestion issues around the city, as well as to and from the airport.

He also is highly critical of the Road Transport Forum for its stance on not utilising the rail network as a second freight corridor.

"Auckland Transport has a number of challenges to address: it needs to get the infrastructure working to meet the city's growth. It's currently causing us and our drivers issues around the supply chain, but more roads and bigger roads are not the answer," Braid says.

"I think Auckland is not the only growing city with congestion issues, and we could take lessons from international cities facing the same challenge," he says.

As an example, Braid points to Amsterdam, home to one of Mainfreight's European operations.

"Amsterdam moves a lot of people in a small area because the bike comes first as a mode of public transport, fol-

Continued on page 8

Turners developing new Auckland site

Turners Limited has acquired a one-hectare site on the corner of Roscommon Rd and Vogler Drive for $4.8 million to further extend its footprint into South Auckland.

The new future home of Turners Truck and Machinery is a business zone six property next door to Pallet Supplies Company on Roscommon Rd.

The Keith Andrews Trucks operation holds the corner site directly opposite the new site, which should be operational in more than 12 months.

"We expect to take possession in three months or so, and there will be a good six to nine months of development required," says Turners chief executive, Todd Hunter.

Turners told the New Zealand Stock Exchange (NZX) it is securing the Wiri property to allow for the expansion of its fast-growing truck and machinery business.

It also wants to achieve stronger control over property overheads and says the newly acquired South Auckland property is highly visible, with easy access to motorways and arterial roads.

Acquisitions of strategic property sites are part of Turners Group New Zealand's (formerly Turners Auctions) growth strategy, allowing for further footprint expansion as business grows.

In the context of this policy, Turners previously purchased properties in South Auckland and Christchurch.

EROAD Leaderboard
Promote healthy competition
eroad.co.nz/leaderboard



foundationsponsors

***DIESEL*talk** acknowledges the support of our foundation sponsors and industry supporters:

Industrysupporters

The way to reach the entire heavy vehicle and contractors' equipment industries

www.DIESELtalk.co.nz



Providing certainty of cost to operators

As CablePrice NZ Ltd continues to build the company-wide level of support for its Scania customers, Garry Leitch vacated the NZ national sales manager role for Scania and took over the position of national key account manager for commercial vehicles.

Now more than two months into his new role as CablePrice NZ national sales manager for Scania, Mike Davidson says it is an exciting time for the brand.

"It was a slow start for Scania sales in 2016, but we now have very encouraging enquiry and a strong pipeline of orders. We've also been active in different market segments, such as tippers, this year," Davidson says.

He says the Scania distributor looked at the market demand for heavy-duty tipper trucks and tailored a particular specification for the local construction industry.

"The construction-spec Scania P440 6x4 tipper has a light tare weight but offers a solid structure which is capable of a large payload," he says.

The Scania P440 Tipper offers safety features such as ABS, EBS and traction control as standard, the choice of manual or Opticruse transmission, 2300Nm torque at 1100–1300rpm, and extra traction with the assistance of rear cross-locks. GPS data tracking helps maximise fuel efficiency, which makes it an appealing proposition for buyers who would usually consider an Asian product, Davidson says.


Mike Davidson

Scania Trucks are also popular within the ground-spreading market in 4x4 and 6x6 configurations, both in the lower South Island and central North Island, according to Davidson.

A construction-spec matt black Scania P440 tipper was displayed at the National Fieldays and generated a lot of interest from within the industry, he says, mainly thanks to the innovative new finance package which shows potential customers the daily rate of running a new truck.

He says the certainty of cost benefit offered by the CablePrice daily rate finance package of $140, makes it easier for buyers to get into the P440 tipper and then get on with their daily business.

He says the five-year funding package also includes ScanPlan service, COFs, repairs and maintenance, which has market appeal, as buyers then only need to consider the additional costs of insurance, fuel, tyres and road user charges as part of the vehicle's whole-of-life cost.

"Putting the daily rate proposition to market was a great move for CablePrice as it generated much interest, we've had excellent feedback on the offer and very strong enquiry from it," he says.

Davidson says CablePrice is also working hard to provide compelling financial and whole-of-life cost solutions to the line-haul market, which he says is Scania's "bread and butter."

The ScanPlan contract maintenance programme delivered by CablePrice Scania provides operators with a fixed monthly rate on a per kilometre basis for service and maintenance.

Continued on page 4

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

JOURNALIST
Nerine Zoio
021 240 2402
nerine@automediagroup.co.nz

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

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

*DIESEL*talk and dieseltalk.co.nz are published by:
Auto Media Group Limited
PO Box 105010, Auckland
Ph 09 309 2444

automedia GROUP LIMITED

Auto Media Group Limited makes every endeavour to ensure information contained in this publication is accurate; however, we are not liable for any losses or issues resulting from this use.





"I'll never buy another diesel bus"

BY VERN WHITEHEAD

When Zane Fulljames made this statement to his staff at NZ Bus, they wondered if he had lost his marbles.

After all, Fulljames heads up the largest fleet of urban buses in New Zealand — more than 1200 of them, of which 1140 are diesels.

Now he is spending some $43 million to convert the NZ Bus fleet to electric power, starting with the trolley buses, which are already electric powered but strictly limited to their overhead power lines.

By fitting the revolutionary Wrightspeed power train, Fulljames has already had the first trolley bus converted, which can now run anywhere in the capital without needing overhead power lines.

In case you didn't know, Ian Wright of Wrightspeed is the Kiwi co-founder of the Tesla electric car.

Through Wrightspeed he is focusing on heavy trucks and buses, where the case for electric power is much more obvious — and the payback time much shorter — than with cars.

"Wrightspeed is enabling NZ Bus to lead the transition to electric-powered vehicles for public transport in New Zealand," Fulljames told a recent symposium on electric vehicles (EV) in Wellington.

"While the technology we are deploying does not deliver a fully electric solution immediately, it is as far along the technology curve as it is currently possible to get while remaining commercially viable in the New Zealand context."

He points out that currently full EVs are costly, given relative economies of scale, and not always reliable, particularly given the topography of some urban areas like Wellington.

"We looked at diesel hybrids, but in our view they are transitional technologies at best — a diesel hybrid will only ever be a diesel hybrid," Fulljames said. "Investing in the Wrightspeed powertrains enables us to leapfrog that technology to one that is not only already better, but also future-proofed.

"The way the Wrightspeed electric powertrain works is that electric motors, powered by batteries that store electricity, drive the wheels. The powertrain's regenerative braking capability means that the energy created by braking is able to be converted to electricity, recharging the batteries on the go.

Continued on page 26

Providing certainty of cost to operators

Continued from page 3

Davidson says providing that certainty of costs for maintenance and repairs.

There has also been a recent warranty change, and the 12-month unlimited bumper-to-bumper package now extends to 36 months, with the driveline extended up to 600,000km, which Davidson says was being demanded by the marketplace.

Buyers of brand-new Scania trucks also receive free servicing for the first year (or 160,000km whichever comes first) of the vehicle's operation.

Davidson says another significant facet of Scania trucks is the Scania Communicator, which is a real-time GPS-driven fleet-management tool that allows vehicles to communicate directly to the dealership if there is a problem with the engine, or if routine servicing is coming due.

"Technology drives our trucks, and Scania keeps adding more and more technological advancements to its fleet," Davidson says.

"Thanks to the Scania Communicator, we can pre-empt minor issues before they become a major problem. It is amazing what this system can do, and every single vehicle built has this package," he says. "This service provides better uptime for the customer by maximising the trucks' time on the road."



CAT® TRUCK ENGINES:
A NEW BEGINNING.
A NEW WARRANTY.

C12 ENGINE | C15 ENGINE | C15 ACERT ENGINE | C16 ENGINE

TRUCK ENGINE OVERHAUL KIT OPTIONS FROM $8K - $37K TO MATCH YOUR SPECIFIC NEEDS.

GET A CAT PRECIOUS METALS IN-FRAME TRUCK ENGINE OVERHAUL KIT ACROSS THE COUNTER AT GOUGH CAT FOR BETWEEN $8K - $34K, OR PURCHASE THE OVERHAUL KIT AND HAVE IT FULLY INSTALLED IN ONE OF OUR WORKSHOPS FOR BETWEEN $30K - 37K.*

We are ready to help you extend the life of your Cat truck engine. With Precious Metals in-frame overhaul kits, we give you value-added options for overhauling your engine the right way with the top performance and long life of Genuine Cat Parts.

You now have five very cost-effective and simple to order options - Bronze, Silver, Gold, Gold Plus and Platinum Kits. If you purchase a Gold, Gold Plus or Platinum kit over the counter, we will now give you an **EXTENDED WARRANTY OF 12 MONTHS / UNLIMITED KMS.** If you elect to have this in-frame overhaul done in a Goughs workshop we will then extend the warranty to **36 Months / 300,000km.**

Contact your Parts & Service Sales Representative today to discuss your needs.

*Conditions Apply

AUCKLAND NORTH / NORTHLAND
Jesse Keane 021 520 761

AUCKLAND / WAIKATO
Clint Greer 021 361 454

ROTORUA / BAY OF PLENTY
Allen Frost 029 200 1134

EAST CAPE / HAWKES BAY & WAIRARAPA
Mike Doughty 021 847 031

TARANAKI / MANAWATU / WELLINGTON
Peter Torrance 029 478 1520

UPPER SOUTH ISLAND
Mark Donaldson 021 942 052

CANTERBURY
Toby McLaughlin 021 870 559

OTAGO / SOUTHLAND
Ben Isbister 021 427 502

BUILT FOR IT.

Branches Nationwide | Phone Parts 0800 93 39 39 | GoughCat.co.nz/parts

GOUGH CAT

Understanding customers' need drives success

Understanding the needs of the market and keeping the right mix of new and used truck stock, is key to successful sales and ongoing relationships with transport customers, according to Blackwells Isuzu truck and bus sales manager Dave Wilson.

He also says having a well-equipped and -staffed service workshop with a light engineering capability — as well as professional truck painting and crash panel repairs on site — also supports ongoing transport-customer relationships.

"We have retained many national clients because of our ability to meet their needs and to service and repair their vehicles: repeat business is a big driver for us, and I'm proud to say we've just recently signed a six-year procurement contract with one such customer," Wilson says.

Wilson acknowledges the market has cooled a little in Canterbury as the rebuild has slowed, but the inquiry level on trucks is still healthy.

With more than 15 years of service at Blackwells, Wilson has seen many changes in the Canterbury truck and bus market, but he says one reason for Isuzu's ongoing success is its extensive model range across the light, medium and heavy-duty segments.

He says the new heavy-duty Giga has made significant inroads into the rural transport market because it offers the combination of a lower chassis height, a manual transmission and air suspension, plus feedback on fuel consumption from customers has been very encouraging.



"The stock-truck market prefers a manual transmission instead of an AMT, however, in other markets the AMT is becoming more and more desirable across the light, medium and heavy-duty truck segment because of its ability to save wear and tear, and that is growing our sales volume," Wilson says.

He adds that the availability of factory-built specialist bodies is also a huge advantage to Isuzu truck buyers.

"Having three to four types of new factory-built tippers has been a godsend for us," he says.

"We try to keep two or three of these new tipper units in stock, so it's a turnkey situation for the buyer, there is no need for them to wait for a truck build, they can just jump in a brand-new one and get straight to work."

Blackwells also keeps a good range of quality second-hand imported trucks in stock, between 40 and 70 units, and a mixture of box-body units, tipper trucks, and flat deck–bodied vehicles.

"Late-model used imports meet the requirements of a buyer who needs a high-quality vehicle for a job, but cannot quite take the step up to a brand-new unit," Wilson says.

Buses, however, are a different story:

Wilson says, "We urgently need more capacity in the coach building industry, it's a frustration for bus operators that the industry cannot meet current demands as more new public-service contracts come online."

He says that truck-derived buses have sold well for Blackwells, at more than 20 a year, and there are more than

Continued on page 21

NETWORK IS THE KEY TO SUCCESS

Southpac Trucks South Island manager Mike Gillespie says the company's ongoing success is directly attributable to having both great products and an extensive service network throughout North Island and South Island.

Gillespie has been with the Colonial Motor Group for more than 25 years, starting out with the Kenworth and DAF truck brands at Timaru Motors, before moving to Southpac Trucks in Christchurch.

"I've got the gold watch for 25 years service with Colonial Motor Group," he says proudly.

"The market is still buoyant, and our customers from Nelson to Invercargill are continuing to buy DAF and Kenworth trucks, and I wouldn't want to sell anything else."

In the South Island, Gillespie and his colleague Steve Herring sell around 35% of Southpac's total DAF volume, and they are responsible for around 20% of the company's total Kenworth sales volume, according to Southpac Trucks general sales manager Richard Smart.

Smart says the majority of DAF and Kenworth trucks sold by the Christchurch-based duo go into the rural sector, with some dairy and logging applications as well.

"The South Island is a different market, and the customers are different to those in the North Island. They have their particular buying needs, but they are also very loyal to their truck brands," says Gillespie.

"DAF and Kenworth are both well

Continued on page 32

Investment pays dividends for truck dealership

Making a considerable investment of time and money into new technology, new tools and ongoing staff training has more than paid dividends for Christchurch-based MAN and Western Star dealership Heavy Trucks.

Now in its seventh year of operation, Heavy Trucks has quite literally gone from zero to hero after starting up from scratch and building its clientele base from one satisfied customer to another.

Dealer principal Adam Wright explains that Heavy Trucks has a different business model from other truck dealerships, with its primary focus on aftersales service because "that is what is ultimately important to the customer over the long term".

"The purchase price is only a small part of the whole lifecycle cost of a new truck, which is why our primary focus is on the aftersales support of parts, service, repairs and maintenance, because we believe it is this support that sells trucks," he says.

Hence Wright has invested more than six figures into a training budget for his team of heavy diesel technicians, but he reckons this has eliminated more than 90% of trucks being called back to the workshop for what he refers to as "mop up" jobs, as his team gets it right first time.

Wright says the job cannot be done efficiently without the right equipment and tooling, and he reckons Heavy



Trucks owns more toolkits for the Detroit Diesel DD15 and Series 60 than any other Kiwi dealership.

"In a small market such as Canterbury where everyone knows each other, you only have one opportunity to get it right, but we have a credible offer, and people trust us," he says.

"We have taken the best workshop and business practice from everywhere possible, and then built upon and refined it with our in-house tweaks.

"Training helps to attract and retain high-quality technicians, and we focus on providing an excellent quality service to the customer rather than discounted parts and cheaper hourly rates. It's what you get done in the hour that counts."

Each Heavy Trucks technician spends at least an hour a week at the workshops' computerised training station.

"Downtime is an operator's biggest cost, but few measure how much it actually costs them," says Wright.

"Customers need to be kept informed about the duration of their trucks' stay in a workshop, so we have one member of staff dedicated to maintaining communication with the client and advising them on when their truck will be back on the road."

Processes are important to Wright and his team at Heavy Trucks.

"Always follow the process; rejected warranty claims are simply the result of not following due process," he emphasises.

Another facet of Heavy Trucks' operation is its specialist knowledge of the heavy truck and bus industry, and Wright says it's important when selling a new vehicle that it meets customer requirements.

"We want to make sure the truck makes the customer happy and does the job, but to do this we need to understand their business and their operating conditions to make the truck fit the application," he says

"We also need to ensure that we specify suitable engines and transmissions as well as other parts for the new vehicle which we carry in stock.

Continued on page 21



Reducing congestion will grow economy: Braid

Continued from page 1

lowed by walking in second place, the tram is third, and the car is last."

He says, "Offering alternative transportation options other than the car offers exciting outcomes that reduce congestion."

Braid is also unimpressed with the airport operator developing more and more commercial holdings around the airfield and surrounding area without providing better roads.

"The Auckland Airport Company needs to be held responsible for the congestion it is causing through its developments around the airport without making adequate investment in better roads," he says.



Ken Shirley

"We feel those all-important tourists should be moved from the Auckland Airport to the CBD by light rail – the current hour-long trip by road is just too long."

He says, "Auckland Council needs to think harder about improving the way we move these important passengers to and from the airport."

Rail has an answer

Braid says, "We do believe rail has an answer: we view the rail system as a second corridor for freight and passengers, and I don't understand the stand taken by the Road Transport Forum against this."

"Ken Shirley has absolutely no idea of how to look after his RTF members by not understanding the positive effect of the second freight corridor being rail," he says.

"It will take congestion off roads and allow members of the RTF, who move freight by road, to operate more efficiently."

Braid says "Rail transportation is 4.6 times more carbon efficient than road transport, which is why we use it whenever possible."

He admits the last kilometre must be done by road: "But to counter the carbon footprint of our transportation business, we have tried to offset this by being environmentally conscious in all other parts of our business, where we can make a difference."

Mainfreight has installed solar panels on its large warehouse buildings and also collects the rainwater off its roofs to use in gray water applications and to minimise runoff into waterways.

Its most recent warehouse build in Hamilton has its largest solar panel installation yet, which powers the site's operation. Braid says that as battery technology improves, the site could eventually become self powering and would not need to tap into the national grid.

The company has an extensive recycling policy, and is also moving to use electric forklifts rather than gas- or diesel-powered units.

Braid says that Mainfreight has been taking part in the DAF platooning trial in Europe, and locally the company is also supportive of the South Auckland–based biodiesel production initiative led by Z Energy.

National port strategy

Braid also says New Zealand would be well served by a national port strategy that would see two or three larger ports moving containers efficiently, rather than the "outlandish" situation where 13 ports are currently capable of unloading such vessels.

"Industry competition should come from overseas ports, not internal ones," he says.

"Ideally, we could have two to three major ports in New Zealand which could efficiently move containers off the very large ships and turn them around quickly, and not have vessels running up and down the coastline as we do now."

He adds, "We could use rail as feeders to move containers to and from ports as required."

Braid says having two or three major ports doesn't negate the need for other ports. Indeed, he feels that other ports should focus on specialist areas, for example, the Port of Nelson could primarily focus on export logs, the Port of New Plymouth place its full focus on gas and energy, and the Port of Wellington concentrate on its role as a ferry port.

"Efficiency must run beyond the wharf gates," Braid says. "There must be efficient road and rail transportation to and from the ports.

"There are technologies, infrastructure, and processes used by foreign port operators that New Zealand ports could embrace to improve their efficiency and service standards."

Thirty-eight years young

Thirty-eight years young, Mainfreight has a 100-year plan to continue growing as a global business serving its expanding database of international customers.

Braid says, "We differ from transport operators because we don't just

Continued on page 26



PATCHELL INDUSTRIES



One of Fifteen Quad Axle Skeletal Trailers specially designed and built for KiwiRail by Patchell Industries.

QUALITY YOU CAN DEPEND ON

QUAD AXLE SKELETAL TRAILER RECENTLY DELIVERED TO KIWIRAIL FREIGHT

Tony Flowers, Rental Manager for TR Group wrote to Patchells regarding delivery of customised skeletal trailers for KiwiRail. "Thank you for the professionalism from Patchell on those trailers. It has been great working with you guys. From the design team redesigning to get us what we needed, in what can only be called a super duper quad, to the floor team giving honest time frames and sticking to them with quality."

Kate Moore, Asset Manager - Freight Equipment, KiwiRail Freight agreed with Tony's comments regarding the excellent design and delivery of the trailers adding that the trailers are proving to operate well in the field.

SPECIALISED
CONTAINER TRANSPORT EQUIPMENT

Contact us for further information

SALES & PRODUCT SUPPORT: **Mark Janssen**
021 350 000 markjanssen@patchell.co.nz

HEAD OFFICE: **150 View Road, ROTORUA**
07 348 7746 enquiries@patchell.co.nz

PATCHELL
GROUP OF COMPANIES
www.patchell.co.nz

A quarter century of continual development

For more than 25 years the team at Jackson Enterprises has developed new engineering solutions for the rural transport market, when building new trailers or refurbishing older units.

Company owner and director Trevor Jackson says it took nearly a decade to prove the benefits of an aluminium chassis to the road transport market, inspite of the fact that it offers a better tare weight, and does not create issues with metal fatigue or rust.

"It took some years for us to find the limitations of using aluminium in transport trailer building, so it has been a journey of learning," says Jackson. "But in applications where moisture is a factor, such as reefer trailers and hard siders, aluminium just shines."

There are now more than 300 aluminium Jackson Enterprise-built trailers on the road. The company specialises in manufacturing curtain siders, stock decks, bulk tippers, flat decks, drop siders, and transporters from its modern premises in Pahiatua, near Palmerston North.

Jackson Enterprises was founded with a crew of three in a rental shed in September 1990, and today there are 46 staff on site at Queen St, Pahiatua, including two design engineers.

The company started life as a transport and repair service using Jacksons' skills as a diesel mechanic, but the engineering side of the business took flight more than 20 years ago when it was commissioned to build a truck body for Eketahuna-based Stringfellow Contracting. This was followed by an ute body for Tararua Heliwork.



In June 2002, Jackson Enterprises which is a member of the NZ Truck Trailer Manufacturers Federation, celebrated the completion of its 100th trailer.

While the company is well-known and regarded for its stock trailers, where it has invested considerable time and technology, it also continues to focus on different markets such as drop siders and car transporters.

"As far as road transport is concerned, the farming sector is moving forward, and this is reflected by the fact we have never built so many drop sider units as in the last six months," says Jackson.

Jackson says the drop sider units are becoming more popular with rural transport operators because of their flexibility, allowing better backload capability.

"We've also had great success with the design of the new car transporters, and the continuing development to meet customer demands," he says.

All new builds are HPMV compliant, and Jackson says customers are always wanting to stretch the envelope to get as much capacity from their investment as they possibly can.

"For example, if it's good for 10-tonne, it's got to be good for 15, and if it's good for 50-tonne, it's got to be good for 60; we're mindful to have that Kiwi attitude, but sometimes you have to point out what is achievable and what is not," he says.

That said, the company has a constant focus on improving designs and technologies targeted at increasing payload opportunities, combined with a rural 'can do' attitude that has resulted in a strong base of customers who are loyal to the brand.



DIESELtalk FEATURE

TRUCK BODY AND TRAILER



Palmerston North-based but nationally focused

According to Gary Douglas, the company's first transport job was done on a DAF Truck for TR Group more than 20 years ago.

Today Gary Douglas Engineers has a strong working relationship with many national brands, as well as TR Group. The company also provides engineering to Mack Trucks, Volvo Trucks, Hino Distributors, Freightliner and Mitsubishi Fuso, Downer EDI rail and civil, Gough Cat, Gough Palfinger, AB Equipment (Sumitomo) and Cable Price Hitachi.

The family-owned company started life on the same site more than 44 years ago, building concrete batching and quarry plant, branching out to structural steel for commercial buildings and general engineering, before it became a transport engineering specialist.

"We moved to transport engineering in the late 1980s when I took over the family company," says Douglas.

"The majority of our work is related to transport and heavy vehicles, as well as construction and forestry machines.

"The company still remains a family-run business, and today my son-in-law Chris Rooney is the operations manager, while I mainly look after the administration and financial side of the company."

The 2000sqm workshop is well set up to cater for the wide ranging needs of transport industry customers, with a guillotine, brake press, and a profile cutter to name but a few pieces of equipment.

The workshop has more than 25 experienced staff members, with many recording 15 to 20 years' service with the company. Many are qualified tradesmen, both in fitting and turning as well as fitting and welding.

"We also have a design engineer on staff who is approved by the New Zealand Transport Agency as a heavy vehicle certifying engineer," says Douglas.

"The workshop builds truck bodies, flat decks, tippers, and fifth-wheel tractor units. This includes all chassis modifications and wheelbase alteration. In addition, we provide rollover protection system (ROPS) frames for construction and forestry machines.

"As well as this, we also offer complete forestry packages for excavators, too.

"Building crane trucks is our speciality, and we are recommended Gough Palfinger suppliers. We also do new truck builds with Hiab cranes for customers as well.

"Trailer building has been a recent development for the company in the last five to six years, and these are predominantly constructed from steel. We do new builds as well as repairs and general engineering as required by the customer."

He points out that for the past 15 years the company has been the regional distributor for RYCO hydraulic hose and fittings, and enjoys a good relationship with the brand. "We have two mobile service vehicles as well as specialist onsite engineering equipment to cater for client requirements.

"The quality of the job is the most important thing to us - keeping the customers satisfied keeps them coming back to us."

One-stop transport parts shop

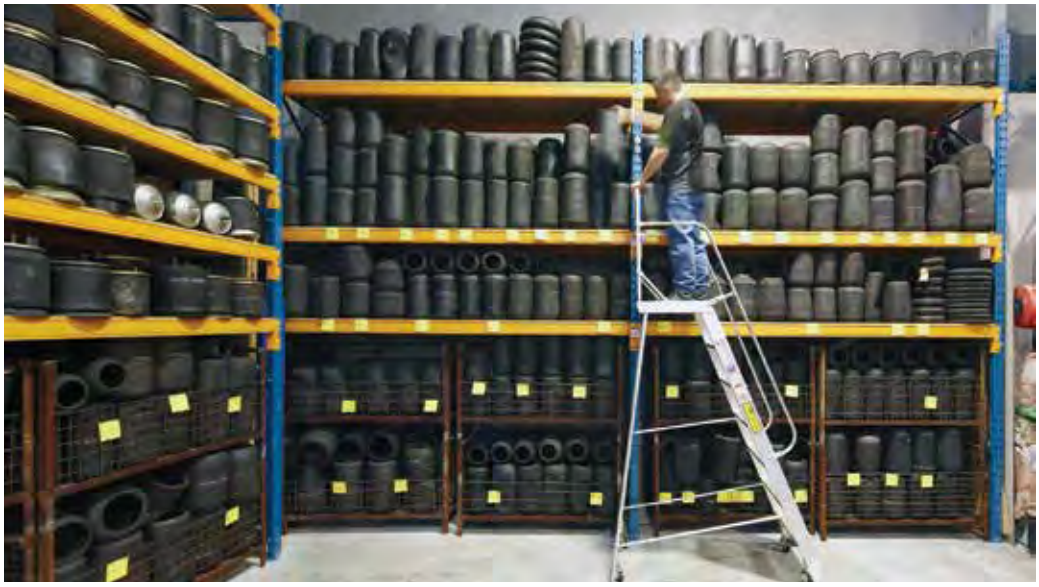
A family-owned and on-site–managed business based in Hornby, Christchurch, CTS (Commercial Transport Spares) is an independent supplier of parts for heavy commercial trucks, buses and trailers.

The company specialises in replacement parts for braking systems and steering and suspension systems, along with driveline, lighting, electrical, exhaust and a wide range of heavy-transport accessories. It also provides trailer OEM EBS sales and support for Knorr-Bremse and Bendix air-braking systems.

Originally founded as Canterbury Transport Engineering in Sydenham in the 1970s, the company's core focus was initially on building heavy trailers.

After experiencing difficulty sourcing all the required parts locally, the company increasingly stocked its own. So it was a natural progression to enter the parts trade properly, and Commercial Transport Spares Limited was born.

While it was initially tough breaking into the market as a newcomer, the parts business grew so solidly that in 1987 the decision was made to exit the trailer-building market, and focus entirely on the parts arena.



The CTS product range rapidly grew to reflect the increasing diversity of trucks, trailers and buses on New Zealand roads. Keeping up with the industry's latest repair requirements with the backing of decades of proven supply gives its customers confidence to book repairs in succession, and keep workshop bays productive.

The growth of the business over the years necessitated a move to larger premises at 129 Waterloo Road, Hornby, where the company is now based. CTS also has a branch in Dunedin and a sales office in Auckland to support customers in these regions.

CTS believe that having the largest range of products available, and the most experienced staff, distinguishes it from the competition.

South Island sales manager Phil Carter says each sales-team member has an average of more than 15 years' experience in the heavy-transport industry, which allows them to understand the lingo and requests coming in from a range of customers, such as owner drivers and mechanics, through to franchise parts managers.

With experience comes the ability to identify parts in a quick and efficient manner from a varied range of information. CTS sales staff can supply products based on vehicle application, OE numbers, casting and tag numbers or even just sizing information, which is the most comprehensive performance that Carter has seen in his 35 years' experience.

"Our inventory reflects the myriad of different products needed by the industry, and having the widest range of transport parts means that the requirements of the market is our focus, while being administered by on-site management and ordering processes gives CTS an agile edge," Carter says. CTS sources its vast range of spare parts from suppliers in Europe and the USA, as well as Asia and Australasia.

It offers more than 3500 airbags, as suspension is a key area, as well as air compressors and steering components for American, Japanese, and European truck brands along with the hard-to-source Chinese-vehicle market.

CTS stocks more than 8000 metric and imperial ball joints, over 400 different types of slack adjuster and hundreds of commercial brake calipers, along with the products that go with these items, and much more.

A key point of difference is that when specialist installation tools are required for the parts it sells CTS has them available for hire in support of the correct repair outcomes for its customers.

The value of choosing CTS as your parts supplier is in keeping the work flowing through the limited space available in repair facilities, as vehicles just keep getting bigger and bigger and have a higher availability requirement than ever before, the company says.

"Value is the right parts, more times," according to CTS.

Expanding to meet the market



Since CAL>Isuzu featured in the August 2015 truck body and trailer feature, it has expanded its range of in-house engineering services to include building crane trucks as well as line trucks for the utilities industry.

CAL>Isuzu continues to offer a range of standard bodies such as crane decks, curtain-siders and tippers for the three lines of Isuzu Trucks, which are held in stock as kitsets. It is possibly one of the few truck dealerships in New Zealand to offer such a unique service.

This strategy has allowed the master truck dealership to offer its customers a work ready, light-duty, medium-duty or heavy-duty truck, designed to New Zealand regulations and standards within the shortest possible delivery time.

Dealer principal Hamilton Ralph Blackburn says while CAL>Isuzu may not be the cheapest supplier in the market, it is focused on providing the best quality tailored solution to its customers as that is where it prefers to be positioned within the industry.

He also says CAL>Isuzu offers absolutely everything a transport operator needs in an engineering capacity, with the exception of trailer building.

The Te Rapa-based dealership also provides other engineering services such as a fifth wheel set up on tractor units, wheel base modifications to shorten or lengthen as required, as well as building box bodies, transporter bodies, tail lifts, service bodies, flat decks, and the like.

The company began building new bodies for new trucks in 2008 when it became an Isuzu Trucks dealer, and in 2013 it invested and expanded hugely in the engineering division to further its capability and capacity.

The Te Rapa-based facilities include a purpose-built engineering workshop, spray painting booth, and a wet and dry valet bay.

CAL>Isuzu builds and installs more than 40 truck bodies annually and that number is increasing as customers come back for repeat business.

The four-bay engineering shop has a six-tonne capacity bus gantry crane which allows the engineering team to lift bodies on and off trucks and move decks and tipper bodies around. It also has a brake press, a plasma cutter and a guillotine with a five-metre bed, and a small roller.

The CAL>Isuzu design office uses 3D Solidworks software and it is manned by a draughtsman with more than 20 years' experience.

Overseeing the complete design and build operation, including the paint shop, is CAL>Isuzu's experienced engineering manager Shaneel Mandri.

Since joining CAL>Isuzu more than eight years ago as a welder/fabricator, Mandri has since studied engineering design, worked inside the draughting office, and was a supervisor in the engineering shop before becoming the manager.

Mandri says that CAL>Isuzu is always focused on lean improvement and lifting workshop productivity and hence the company no longer fabricates everything in-house, preferring instead to source prefabricated components as kitsets from suppliers, which are then fitted, sand blasted, painted and finished off on the vehicle for work readiness.

"Bigger and more complex truck builds can take up to eight weeks, but with the kitset bodies we can turn a truck around in as little as two to three weeks," says Mandri.

He also says CAL>Isuzu continues to invest heavily in training and upskilling its engineering and mechanical team with on the job training provided.

There are currently two mechanical apprentices as well as one engineering apprentice in training, and he says that the team continues to enjoy the right balance of youth and experience.

DIESELtalk FEATURE

TRUCK BODY AND TRAILER



From humble beginnings to number one

Well-known New Zealand transport trailer manufacturer, Patchell Group, was first founded as a general engineering operation by Ian Patchell in Rotorua, in 1972.

From manufacturing bush canopies for forestry bulldozers for Gough, Gough and Hamer, Cable Price, and Komatsu in the 1980s, Patchell Group moved into log transport equipment manufacturing.

Providing low-tare high-tech trailers to forestry companies and logging truck owner-drivers become the backbone of the company's business, which it continues to be to this day.

In 1984 the company became New Zealand's first and only Caterpillar original equipment manufacturer (OEM).

Patchell Group has also produced light-tare skeletal container trailers since the 1990s for the road transport industry, another area that continues to grow with the burgeoning freight task.

There were more business acquisitions by Patchell Group in 2004 to strengthen the company's design ability in manufacturing more specialist road transport equipment.

The Patchell Group acquired stainless-steel tanker-trailer manufacturer Simmons Engineering as well as Rotorua Stainless, a local manufacturer and stainless-steel parts supply business.

In 2005 the Patchell Group acquired Swinglift Marketing Ltd from the original designer of the Swinglift brand of container side loaders, as well as Swinglift International Ltd to produce side loaders for the international market.

The manufacture of the Swinglift side loaders was moved from the Auckland-based engineering company that was previously contracted to manufacture, to Patchell's Rotorua workshops.

Since 2010, according to transport media, Patchell Group has become the number one transport trailer manufacturer in New Zealand.

Figures published by *Truck & Driver* magazine show that 844 trailers built by Patchell Group have been registered for the road in the last six years, more than any other local manufacturer.

Patchell Group general manager Brent Whibley also points out that this production figure does not take into account the logging truck equipment and specialist off-highway equipment, which is excluded from new vehicle registration statistics.

The company has eight manufacturing sites in Rotorua, and all are kitted out with the latest technology for manufacturing heavy transport trailers and equipment, including four robots, one being a chassis welding robot.

There are 184 staff members in the group, according to Whibley, and the 13-strong design team includes some NZCE and BE qualified mechanical engineers, and software used for trailer design includes Solidworks, Autocad, and Cosmos Works.

The majority of its equipment manufacturing is for the local New Zealand market, but Patchell Group also exports Swinglift product into Australia, the Arab Emirates, Africa — recently including some logging units to South Africa — and the United Kingdom.

Whibley says Patchell Group provides custom-built solutions to a core base of customers, and he says maintaining good client relationships is paramount to the business.

"Every customer is important to us, and we want to provide everyone with the same service level," Whibley says.

He says that the average Patchell trailer takes up to eight weeks to build, and up to 10 weeks for some of the Swinglift products.

The company uses both internal and external certification experts to ratify its newly built trailers for commercial road transport purposes.

"Because we produce to our customer requirements, some trailers are wholly unique," Whibley says, adding that a Patchell Group–manufactured trailer is differentiated from other brands because quality, and an expectation of being built to last, is at the core of the design and build process.

He says, "Attention to detail is essential to meeting demanding customer requirements."

STEMCO®

ELECTRONIC HUBODOMETER



Accurate and Reliable • Easy To Read • Tested In Nz • NZTA Approved

FEATURES

- Battery powered – 10 year life – low battery alert
- No moving parts
- Large digital display (SELF ORIENTATES)
- On request displays: Distance Serial number RPK calibration
- Tamper proof microchip installed
- Fully tested in NZ: Logging Line haul Dairy
- Most accurate hubodometer tested
- Can calibrate to any tyre size
- Same physical size as non-counterweight models, ½ " UNF mount stud
- 5 YEAR WARRANTY or 500,000kms

NB: This particular STEMCO Electronic Hubodometer has been specifically configured/manufactured for TATES and the only model approved by the NZTA

NZ DISTRIBUTORS

T.A.T.E.S (NZ) LIMITED

TRUCK & TRAILER EQUIPMENT & SPARES (NZ) LTD

P.O. BOX 96, DRURY, SOUTH AUCKLAND, NEW ZEALAND.
PH. (09) 299 9911 FAX (09) 294-7666.

TD18219

Paperless policing — what you need to know

Transport operators will be aware that police have introduced a new paperless policing system designed to streamline the way vehicle infringements and traffic warnings are administered at the roadside. Needless to say this has caused a degree of confusion across many parts of the industry.

The Road Transport Forum is working with the industry, police and NZTA officials to achieve a seamless notification system that works for operators. However we are not there yet. Challenges remain, and it is important that drivers and company management understand the objectives and key changes brought about by the new system, and are aware of their own obligations.

The new initiative includes an amended process to the way the Categorisation of Defects (COD) — the old G2s — are handled.

Before the paperless policing initiative came along, compliance and G2 faults were recorded on the Commercial Vehicle Inspection Report (CVIR) and given to the driver at the roadside. Under the new system minor defects or faults are recorded on a CVIR, and the driver is advised of what is needed to remedy them. The Infringement Offence Notice (ION) is issued immediately. The Notice is not given to the driver, rather it is posted to the operator's address by the CVIU's mailing provider, and typically it arrives between three and seven days later.

The infringement notice will then be waived if evidence is received by police that the defect or fault is rectified and compliance conditions have been met. CVIU officers have been made aware of the importance of advising the driver of the defects on their vehicle, and the specific location of those defects.

RTF's advice to operators is they should also ensure that any enforcement event which occurs with a vehicle pursuant to their Transport Service Licence (TSL) is reported accurately by drivers to company management as soon as possible.

CVIRs are no longer printed at the roadside, instead they are sent electronically to NZTA and loaded into the RID database. NZTA then emails a copy of the CVIR as an RID report to the operator's email address listed on its database.

The objective is to have the RID process as a same-day service, meaning that operators receive notification of faults and defects much sooner than in the past. However, teething problems have meant some information has not reached operators for quite a number of days, and this has caused confusion and frustration across the industry.

While the onus is on NZTA to sort out its own processes and technical issues, it is really important that operators provide NZTA with their TSL number and an up-to-date email contact.

If the registered place of business for your TSL is with an accountant or solicitor, you need to make sure you have a process to receive the RIDs and IONs as soon as possible.

Operators also need to ensure they have systems in place to make it as easy as possible for their drivers to report enforcement events and roadside inspections. Having drivers record identified defects and present them back to the company will mean operators can get on with repairs, and ensure compliance as quickly as possible.

The whole process is continuing to evolve, and the Road Transport Forum will keep industry as up-to-date as possible.

On another topic, the Road Transport Forum was extremely disappointed to learn of the findings of a government-commissioned review into the integrity of New Zealand's driver licensing system.

The KPMG-written report highlighted "control gaps and weaknesses throughout all aspects of the end-to-end driver licensing process," and concluded that the control environment is "not effective". The overall result is a pretty damning assessment of the whole system.

Ten high-risk findings were outlined in the report, including contracts with suppliers that are not fit for purpose, ineffective quality assurance, an inability to ensure the validity of overseas licences and identity information, and non-compliance with the exemption process for overseas conversions.

The Road Transport Forum is concerned at the fundamental weakness of the current system, and has an expectation that the issues identified and the relationships between NZTA and external agents will be addressed as quickly and as thoroughly as possible.

Our regulatory authorities have an obligation to all road users to make sure that any licences issued are valid and not fraudulently obtained, which is particularly important when it comes to heavy vehicle licences.

The Road Transport Forum also wholeheartedly supports ongoing work by the police to investigate allegations of driver licensing fraud, and will help to support operators who may be unwitting victims of such scams.

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**



What do women want?

I am often asked to explain what issues women in the trucking industry have that are different from men. The answer is "none". Every one of the concerns that our members have affects both men and women.

So, why do women need their own association? They don't! Despite the name Women In Trucking, membership is not limited to women.

In fact, currently 17% of our members are men. If you think about it, you don't need to be a dog to support the humane society, do you? The Arbor Day Foundation doesn't require that you're a tree to fund its efforts.

Our members include anyone who supports our mission; WIT was effectively established to encourage the employment of women in the trucking industry, promote their accomplishments and minimise their obstacles.

Are there issues that are unique to women? No, but some issues affect women more than they affect men. Here are some of the concerns we are focusing our efforts on and working to alleviate. Let's look at some of the top obstacles women face in the trucking industry.

The number one concern relates to image

The common perception by those who are not familiar with the trucking industry is that it's a man's world. There may be a greater percentage of men than women responsible for moving the nation's freight, but that doesn't mean that women aren't welcome. In fact, some of the most encouraging and supportive people in trucking are men!

Our goal is to let women know that there are great career opportunities in the trucking industry, and they include driving, maintaining and managing the equipment and drivers! Often, when I tell women about the organisation, they are curious. However, when I start describing the potential opportunities available to them, they say they aren't "built" to drive a truck, or that they aren't mechanically minded enough to service an engine.

I tell them that they're wrong. I say they can learn and they are capable and, most importantly, needed.

Ellen Voie founded the USA-based but globally-focused Women In Trucking (WIT) Association in March of 2007, and she currently, serves as the nonprofit organisation's President/CEO. WIT was formed to promote the employment of women in the trucking industry, remove obstacles that might keep them from succeeding, and celebrate the successes of its members.
ellen@womenintrucking.org



Many people have the misperception that they are not welcome and wanted, and one of our goals is to change that image.

Another issue that is more important to women concerns safety

Women are more susceptible to violence than men. The US Department of Justice found that women are three times more likely to be raped than men, three times more likely to be stalked than men, and twice as likely to be injured during assaults than men. It is unfortunate, but violence against women is more prevalent, and so more women are more concerned about their physical safety.

This industry can't afford to lose women because they do not feel safe in their work environment. Everyone deserves to feel secure enough to do their job, and whether their workplace is an office, a truck or a maintenance facility, our goal is to help women overcome some of the challenges they might face by ensuring that they are safe while they are on the job.

Cleanliness is another issue that has arisen more often for women

Truck stops are not as clean as many would like them to be, and some of the restroom facilities at the loading docks haven't been cleaned in ages. We aren't claiming that men don't care about germs, but we have found that women often have higher standards for defining 'clean'.

Harassment is an issue that women find more disconcerting than men

Many of our female members have told us that they are often verbally accosted by an anonymous male voice when they key the mic on their CB radio. Diane, an owner-operator from Canada, said that she had been called some pretty nasty things when she talked on the CB. She turns it off except for the few occasions when she needs it to communicate with a fellow driver.

Are men harassed on the CB? The answer to that is yes. Are men concerned about cleanliness? Of course! Are men subject to violence on the road? Yes, again.

WIT is not an association FOR women; it's ABOUT women and their success and support in this industry. You don't have to be a female to become a member. Visit **www.WomenInTrucking.org** to join.



Seven ways to make your workplace safer

The Health and Safety at Work Act came into force on April 4, 2016. EROAD's legal expert Mark Heine, has spent the last year developing his company's health and safety policy. Here are his top tips for complying with the new law.

Health and safety isn't an add-on

Health and safety is central to your business. It should be obvious, but it's not always something companies think about. Quite apart from the fact that keeping your team physically and mentally healthy is the right thing to do, it's also good for your bottom line. It increases staff satisfaction and helps increase productivity and retention rates. That's why we built safety into our company values framework: nothing should come before the safety of your people.

Mark Heine is executive vice president, general counsel and company secretary for EROAD. He is responsible for all aspects of legal compliance at EROAD, including health and safety. Email: **mark.heine@eroad.com**



Business as usual

Health and safety has to be part of business as usual. If it's not, it won't be applied, so companies should integrate risk notification into their workflow. At EROAD, if there's a bug in the software development we raise a ticket. The ticket goes into the system and we track it to ensure the issue is resolved. It's a common way to track and fix software problems. We make sure that our safety and wellbeing reporting works the same way. The attraction here is that everyone knows how the system works, and it also allows us to track risks and the progress we've made to put in controls to mitigate them.

A collective responsibility

Everyone is responsible for everyone's wellbeing. Everyone has an obligation not to harm the health and safety of themselves or anybody else. And company directors need to make sure that a business is adequately resourced, structured and set up to look after health and safety. That last point is enshrined in the Health and Safety at Work Act. Under the old law, a company as an entity was responsible for its employees. Individuals, if they had no prior knowledge of a risk, couldn't be held liable. That presented some unusual outcomes, including cases where directors might be purposely ignorant about the activities of their company, because the more they knew, the greater the risk they could be held responsible for the conduct of the company. The new law has flipped that on its head. Ignorance is now an offence, and directors must monitor how the company's going and verify that hazards have been eliminated. How do you make that happen? See point 4.

Remove communication barriers

If company directors are liable, you need to make sure that the information flow is as free as possible. We've done that by establishing a safety and wellbeing committee — the chief body taking responsibility for health and safety — and a safety and wellbeing team, which is a diverse group drawn from various representative parts of the business. The people in the team are the eyes and ears on problems that happen in their areas, and feed that information to the committee. All documentation developed by the committee, all incidents, activities, risks — everything goes up to the board. We also make sure that people from the committee attend board meetings, so the directors can speak with them in person to clarify any points and really know what's going on. It's given our business a new level of transparency and openness, and created a close relationship between the board and other parts of the company.

Start the talk with employees

Developing a health and safety strategy is a big job, so start by talking with the people who typically face, and can identify, most of the flashpoints: your employees. We have a series of meetings at different levels. We hold a weekly 'toolbox' meeting in our factory, where we take 30 minutes to go through risk identification and mitigation. We hold a fortnightly catch-up with the people who install our systems, and we have monthly meetings at a higher level.

If you sense there's a gap in your knowledge or a question in your business you can't answer, talk to others. Talk to EROAD, talk to other businesses in your space who may have more information than you, talk to the government agency WorkSafe, which has lots of resources, or you can engage a business to help you.

Your customers are part of your safety plan

Naturally, you need to worry about how customers will use your products, and you need to make sure that the way you build products will not cause your customers harm. But you can use your approach to safety and wellbeing to benefit your customers in a richer way. EROAD provides technology that makes compliance simpler for transport operators, and our products are tailored to assess how vehicles are being driven. That's critical information operators can use to ensure the safety of their employees. Having that insight helps our customers retain drivers, have a better workplace, and be more productive on the roads. That's important, because there's a shortage of drivers for operators.

Continued on page 21



SEE HOW WE STACK UP.

If you're looking for top of the range equipment that's purpose built to work harder and last longer, check out our range of Fuwa K Hitch Axles and Suspensions for your next build and see just how well it stacks up.

Starting with the Patented Single Piece Forged Axle beam, and supported by components from Global Partners including SKF, ConMet, Stemco, Goodyear, Sachs, Tenneco, VDL Weweler and Wabco, you can rest assured Fuwa K Hitch represents great value for money - now and in the long run.

TRUCK & TRAILER PARTS

For more information visit **www.tatp.co.nz**
or contact your local Truck & Trailer Parts Sales Rep.
OEM enquiries, contact Mark West on 027 682 6067.

TSIGROUP
AUTOMOTIVE & INDUSTRY IT
THE SOFTWARE CHOICE OF THE NZ MOTOR INDUSTRY

CORETEX
Driving Intelligence

Robinsoninstruments
Specialising in repairing, restoring and sales of all types of instruments for automotive, marine, heavy vehicle and mobile plant and machinery.
For more information visit: www.robinsoninstruments.co.nz
Email: sales@robinsoninstruments.co.nz | Phone: +64 9 636-5836
3/31 Princes Street, Onehunga, Auckland 1041

Allied Petroleum
never run out

Vinz
Vehicle Inspection NZ

TALK TO
IAN FERGUSON
ABOUT ADVERTISING
YOUR BUSINESS IN
OUR NEW TRADE DIRECTORY
Mobile: +64 27 530 5194
Email: ian@automediagroup.co.nz

TRADE DIRECTORY

The comprehensive guide to every service a dealer could use

DIESEL EMISSION FLUID

CHEMSAFE

SCR SOLUTIONS

SEBCO

DRIVER TRAINING

BAY OF PLENTY POLYTECHNIC

ELECTRICIAN

GOOD ELECTRICAL

EMPLOYMENT SERVICES

AUTOMOTIVE EMPLOYMENT

ENERGY

ENERGY EFFICIENCY AND CONSERVATION AUTHORITY

ENGINEERING

HIAB ENGINEERING SERVICES

INFORMATION SERVICE PROVIDER

MOTORWEB
Phone: 0800 843 847
Email: support@motorweb.co.nz
NZ's leading vehicle history check provider, delivering online services to all sectors of the motor industry.

INSURANCE

JLT LIMITED

O' CONNOR WARREN INSURANCE BROKERS

IT MANAGEMENT SYSTEMS

SYSTIME
09 583 2482
Paul.Wilkinson@tsinz.co.nz
Autoline DMS – World leading Automotive Dealer Management and Distributor/Manufacturer Systems.

SYSTIME

ORION
09 583 2482
Paul.Wilkinson@tsinz.co.nz
NZ's #1 Dealer Management System installed in over 450 businesses.Sales Workshop, Parts, Fleet, Rental, CRM.

ORION

SAM
09 583 2482
Paul.Wilkinson@tsinz.co.nz
The ultimate specialist Workshop Management System suite.
Range of options to suit.

SAM

IT SERVICES

AUTOPLAY.CO.NZ
09 361 1505
salesauto@autoplay.co.nz
Autoplay use the latest technology to deliver a suite of smart digital tools to our customers.

LEASE

FLEET PARTNERS

ORIX

PAINT

RESENE

PARTS

TRUCK & TRAILER PARTS

TRUCK STOPS
+64 6 356 7179
www.truckstops.co.nz/
New Zealand's largest supplier of truck and bus parts and workshop services.

PRODUCTS

DPS – DIESEL PERFORMANCE SOLUTIONS

ECU CHIPS

SAFETY

ALI ARC INDUSTRIES LTD

AUTO TRANSFORM

SMARTRAK

SECURITY

VIEWTECH

SHIPPING & LOGISTICS

ARMACUP MARITIME SERVICES LIMITED

AUTOHUB
09 411 7425
info@autohub.co.nz
The easiest way to ship your cars and other vehicles globally.

TELEMATIC

CORETEX
www.coretex.com
nzsales@coretex.com
0800 835 3628
Coretex is the no-compromise Telematics solution provider for NZ transport companies.

CORETEX Driving Intelligence

E ROAD
+64 9 927 4700
www.eroad.co.nz
EROAD's solution is designed to make your job easier.

NAVMAN WIRELESS

TRACKIT

TOOLS & ACCESSORIES

DT SPARE PARTS

FULLY EQUIPPED

GEEMAC

JAYCAR ELECTRONICS

PARTS TRADER

SULCO TOOLS AND EQUIPMENT

TRUCK & TRAILER PARTS

UTE MASTER

TRANSITIONAL FACILITIES

AUCKLAND TRANSITIONAL FACILITY

TRANSPORT MANAGEMENT

MYTRUCKING

TYRES

KIWI TRUCK TYRES

SUPERTYRE WAREHOUSE

VEHICLE INSPECTION

VINZ
Vehicle Inspection NZ
0800 GO VINZ (0800 468 469)
info@vinz.co.nz
New Zealand's best choice for WoF / CoF, Inspections, Certifications and much more.

VTNZ
0800 88 88 69
SALES@VTNZ.CO.NZ

TELETRAC NAVMAN

SCR SOLUTIONS LTD
AdBlue®
www.scrsolutions.co.nz

EROAD

oconnor WARREN
TRANSPORT
TRANSPORT'S SPECIALIST INSURANCE PROVIDER

Resene
Automotive & Light Industrial

TRUCK STOPS

KIWI
TRUCK TYRES Ltd.

UNDERSTANDING CUSTOMERS' NEED DRIVES SUCCESS

Continued from page 6

five new coaches under build on the new Isuzu LT rear-engined bus chassis.

Wilson says the service department is also critical to the ongoing success of Blackwells Isuzu.

The 15-strong team of technicians at the Sockburn workshop includes two who are qualified to provide COF A and COF B certification on client vehicles while they're in the workshop for servicing.

The service department also runs an evening shift from 3pm until midnight, which is a service that is very popular with clients, as the truck can be dropped off in the afternoon and collected at 6.30am the following morning.

"We've been running the service department evening shift for more than six years now, and it's very well patronised, and those clients just love it, so I'm surprised other transport service workshops in the area haven't followed suit," Wilson says.

That's a primary example of understanding the needs of your market being a key to success. "In fact, I understand the availability of the evening shift has brought us service business from customers that we haven't sold trucks to."

Investment pays dividends for truck dealership

Continued from page 7

"We've spent the time to find out what works and what doesn't work in our industry, with both of the truck brands we represent.

"We've created a logging spec for a MAN, which has performed extremely well in the market, but you only get one chance to crack it, and we did."

Wright points out that the price gap between European trucks and their competitors is much less than it used to be. "A MAN truck might be $10,000 more expensive up front, but thanks to its fuel efficiency an operator might save up to $30,000 in fuel over a competitor," he says.

Wright says the GPS telematics which drive the MAN range not only provide proof of fuel efficiency but assist extended service intervals. "They can also advise in real time if there is an urgent issue with a truck requiring workshop attention.

"When we deliver a new MAN we spend some time with the customer on an induction process because modern trucks now operate entirely differently from before. And if they drive the new truck as it is designed to be driven, then they won't have any issues."

Seven ways to make your workplace safer

Continued from page 18

And given that we are selling and supplying these products, which have health and safety components built in to them, a measure of our own success is ensuring that our customers are also going along that path, where they're given the transparency they need in their businesses to look after their contractors and workers, and then they can start reducing hazards in their workplaces too.

A strategy can improve business

Developing a robust safety and wellbeing strategy requires you to delve into your business and ask fundamental questions. The law says that if you see a hazard you must, as far as practicable, eliminate that hazard. Ask yourself, why is that in the business? Why are we using that piece of equipment? Why can't we do something else? What are we doing this for?

It's those sorts of questions that can generate innovation.

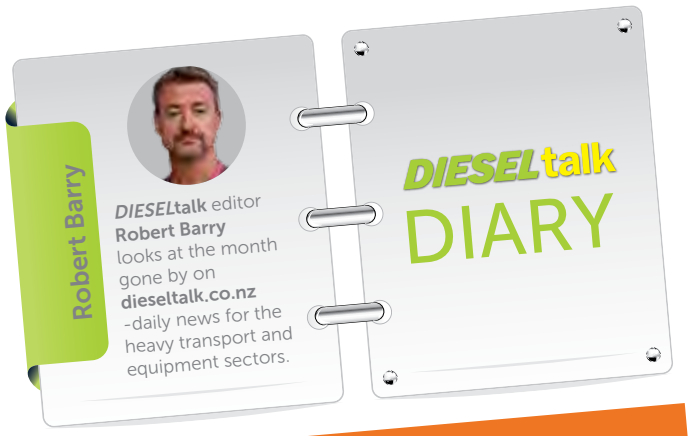
14Q-051-NZ mccorkell



Navman Wireless is a unique GPS fleet management solution that gives you visibility of your vehicles so you are in the passenger seat even when you are not.

Keep your drivers safe and comply with Health and Safety regulations.
navmanwireless.co.nz

NAVMAN
WIRELESS



Proudly brought to you by
vtnz ROAD READY

1 July

Z Energy brings jobs back to New Zealand

As part of its projected cost savings – between $25m – $30m through the acquisition of the Caltex chain of fuel stations from Chevron – Z Energy will relocate offshore services from Manila back to its Wellington headquarters.

Caltex budgeted $16.5 million for offshore services from its Philippines service hub in Manila, which Z Energy says it will merge into the Wellington-based operations, lowering the cost of its financial transactions, IT, and call centre activities.

Z Energy has committed to 12 months of employment for all Caltex Heritage staff, of whom five have elected to leave the organisation for personal reasons, and Z has decided not to replace some internal vacancies due to increased capability and resource across the two companies.

Shipping operators prefer Firth of Thames as future port

Shipping operators say they would favour a new port development at the Firth of Thames rather than the Manukau Harbour as a replacement option for the current Auckland port.

The Future Port Study is recommending further technical work on both of the identified options.

The two choices due for release today were leaked by media yesterday, and Shipping Federation executive director Annabel Young told *BusinessDesk* that "the cat is well and truly out of the bag."

Port Study allows Bledisloe wharf extension

The Future Port Study has reached consensus on allowing Ports of Auckland (POAL) to extend Bledisloe Wharf by 25 metres by adding removable piles rather than reclaiming land.

Most of New Zealand's imported vehicles and machinery come through the bulk and general cargo wharves at POAL, which includes Bledisloe, Marsden, and Captain Cook

A member of the Future Port Study shipping federation executive Annabel Young told *BusinessDesk* the proposal for the Bledisloe extension would need to go through the standard consenting processes.

Report calls for action on driver supply

A report on the Upper North Island's labour demand is calling for co-ordinated action to ensure an adequate supply of truck drivers and other skilled staff, including exploring whether existing training initiatives can be scaled up.

The Upper North Island Strategic Alliance (UNISA) – a collaboration of seven councils from Northland, Auckland, Waikato and the Bay of Plenty – commissioned the report by Infometrics and consultants MartinJenkins on industry trends and labour demand.

The UNISA mayors and chairs have directed staff to look at how to implement the report's recommendations across the Upper North Island.

POAL: Consensus good for Auckland

News that the Port Future Study has concluded the port should move from Auckland's waterfront has – in some ways – been welcomed by the port itself.

Ports of Auckland has issued a statement welcoming the outcome, noting consensus on a decision is good.

"The study has delivered a consensus which provides the port with certainty, so it can continue to meet the needs of its customers and the people of Auckland, says port chief executive Tony Gibson.

4 July

Go Bus supplier entangled in US lawsuit web

A US lawsuit that alleges fraud, bribery, violations of racketeering statutes and breaches of fiduciary duty is entangling Canterbury-based bus manufacturer Global Bus Ventures (NZ), formerly Designline Bus Pacific, and director Murray Allott.

***BusinessDesk* reports that Global Bus Ventures (NZ) is supplying 32 of 89 new buses iwi-owned Go Bus has ordered since winning four South Auckland public transport contracts.**

Go Bus chief executive Calum Haslop told *BusinessDesk* he was unconcerned by the lawsuit but is monitoring all four of the Global Bus Ventures companies in New Zealand, Malaysia, and Egypt to ensure they are on track to deliver the new vehicles in time for when the contracts start in October.

5 July

Private sector option to run Auckland port

The Future Port Study released last week says Auckland should consider letting a private company run a relocated port's operations, with Auckland Council remaining a partial landowner.

***BusinessDesk* says the report found the council-owned port is likely to need to move in the long-term and identified two favoured sites in the Manukau Harbour and Firth of Thames for further investigation.**

In the interim, *BusinessDesk* says findings say the port will require extra berth space at Bledisloe Wharf, which is likely to re-ignite community concerns about the port's encroachment into the Waitemata Harbour.

Container company seeks growth advice

Container depot operator ContainerCo is seeking advice as growth in shipping volumes continues.

The company has appointed investment banker Cameron Partners to advise on its strategic growth options off the back of compounded growth in volumes of 4.3% over the last five years.

The company resulted from a merger of container depot businesses by NZL Group in 2013, to become New Zealand's largest independent container depot storage business.

7 July

EROAD appointing Clayton to chief operating officer

EROAD Ltd is appointing Jarred Clayton to the newly created role of chief operating

Continued on page 24

Continued from page 23
officer (COO) effective today.

Creating the position to oversee all operational functions reflects the growth of the business says EROAD.

Clayton will be responsible for corporate, manufacturing, and research and development operations in EROAD's global markets.

11 July

VDAM rule change spells double digit capacity increase

Proposed changes to the Vehicle Dimensions and Mass (VDAM) Rule 2002, if legislated, will see heavy vehicles able to carry more freight, says associate transport minister Craig Foss.

"The changes have tangible benefits for both the heavy vehicle industry and other road users such as redefined width limit which will allow enclosed vehicles such as refrigerated trailers to load three more pallets side by side, increasing capacity by 10% and reducing the number of these vehicles on the road by a similar amount.

"Increasing weight limits will help reduce the number of trips heavy vehicles currently make and therefore ease congestion. One operator says it will result in 100 less tanker loads a day for his operation."

50MAX maps now mobile friendly

Maps for 50MAX freight operators now come in a mobile-friendly version accompanied by a number of advanced features, including location, as well as scope for future improvements.

Project manager Grant Foster says all major smartphones and tablets can use the platform which has a similar 'look and feel' as Google Maps, which makes for easy reading.

Other features include views from different backgrounds such as aerial imagery or roads and ease of printing. "It also has the option to work in with the location of the device for easy route planning," adds Foster.

12 July

Mazda signs BT-50 collaboration with Isuzu Ute

Mazda is ending it's ute-collaboration with Ford, which will also see the Japanese manufacturer free up capacity at its joint-venture AAT plant in Thailand to focus on passenger vehicles when the current BT-50 comes to the end of its model cycle.

Currently the Auto Alliance Thailand plant also produces the Mazda2 and CX-3 in addition to the BT-50.

Mazda Motor Corporation and Isuzu Motors Limited have reached a basic agreement on a next-generation pick-up truck collaboration, but timing of the new Isuzu Ute-derived Mazda BT-50 is yet to be confirmed.

Hino fills skills gap through truck licence competition

Hino Distributors (NZ) drew the final two winners of its truck licence competition on June 20 and July 4.

The truck driving sector has been short of drivers for more than a decade according to Hino commercial group general manager at Sime Darby, and this is effectively the gap Hino is servicing by assisting drivers obtain their Class 4 or 5 licences through its truck licence competition.

Mike Evans and Wayne Cryer were declared the winners of the Class 4/5 truck licence packages which, valued at $1000, include logbook theory and practical training and assessment through AMS Group.

13 July

Commission approves Fletcher/Higgins merger

The Commerce Commission has given clearance for Fletcher Building Holdings New Zealand to acquire Higgins Group Holdings.

Proudly brought to you by vtnz ROAD READY

Chairman Mark Berry says the commission is satisfied that the merger will not have, or would not be likely to have, the effect of substantially lessening competition in the affected markets.

"Higgins and Fletcher Building are key competitors of aggregate products in particular regions. However, we consider that strong competition would continue in these regions from existing competitors and the ability of customers to self-supply," he says.

Exporters initiate NZ's new era of big ship stopovers

Service upgrades are set to introduce fast and direct connections to North Asia on New Zealand's largest ever container ship.

Maersk Line and Kotahi, a Kiwi export supply chain collaborator, will welcome the largest container ship (capable of carrying 9500 TEU) to visit New Zealand waters at Port of Tauranga at the start of the peak export season.

Maersk Line Oceania managing director Gerard Morrison says the collaborative partnership with Kotahi has been a catalyst for Maersk Line to bring larger ships to New Zealand.

Freight's major milestone

The NZ Transport Agency has reported that a major freight milestone was reached in March, with travel by high productivity motor vehicles (HPMVs), including 50MAX, reaching 31% of all heavy truck travel.

This has beat the agency's full-year target of 30%.

"Total travel by HPMVs since 2010 has now surpassed one billion kilometres," says the agency's freight portfolio director David Silvester.

14 July

Matuku arrives on NZ coast

Since the beginning of July a new 50,000 deadweight tonne (dwt) Eco oil tanker, MT Matuku, has been shipping petroleum products from the Marsden Point Refinery to ports around New Zealand's coast.

Silver Fern Shipping, a member of the ASP Ship Management Group, will time charter Matuku to Coastal Oil Logistics (COLL). COLL transports petroleum products from Refining NZ at Marsden Point to New Zealand's ports on behalf of its shareholders BP Oil New Zealand, Mobil Oil New Zealand and Z Energy Group

In keeping with Silver Fern Shipping's tradition, the Matuku is named after a native New Zealand bird – the Maori name for the Australasian Bittern. This endangered Australasian bird inhabits the wetlands of New Zealand and Australia.

18 July

Ferry passengers watch truck fall overboard

This morning a truck reportedly broke free from the Bluebridge Straitsman Ferry at the entrance to Wellington harbour and crashed through the ship's railings, falling overboard.

According to *Stuff*, a passenger on board the 8 am sailing from Picton to Wellington says it was "a very rough crossing" and the truck was seen going over the side of

Continued on page 25

Continued from page 24
the ship as it neared Wellington at about 10.30am.

19 July

Navman Wireless and Teletrac announce unified brand

Navman Wireless is rebranding under the name Teletrac Navman.

This rebranding follows Navman Wireless' merger with GPS fleet tracking software company, Teletrac, creating one of the world's largest telematics organisations.

Under the Teletrac Navman brand, the combined resources of Navman Wireless and Teletrac will continue to expand the company's offerings to a more geographically diverse market, including New Zealand, Australia, Mexico, the United Kingdom and the United States.

Tractor sales unfazed by dim dairy payout

New Zealand tractor sales are relatively buoyant despite the current dairy payout, says NZ Tractor and Machinery Association president, Mark Hamilton-Manns.

The second quarter results of New Zealand tractor sales, compiled by the NZ Tractor and Machinery Association, show tractor sales declined slightly by 8.5% compared to the same quarter last year. Several segments however saw an increase, including the consumer segment which grew by 15% as more Kiwis bought smaller 20–60hp compact tractors for their lifestyle blocks, hire fleets and some commercial applications.

The 121–140hp, 141–180hp and 181–250hp segments also grew by 39%, 116% and 125% respectively. These tractors are predominantly used in arable and dry stock farming operations and also by contractors. Tractor sales in Northland, Auckland, Bay of Plenty, Wairarapa and Nelson also grew on the back of strong growth in the horticulture and viticulture industries.

21 July

Failed Mobil clean up bid costs council $1m

Panuku Development Auckland owes Mobil nearly $1m in court costs, after a legal bid failed to get the oil giant to clean up contaminated land it formerly leased at the Tank Farm in Auckland's Wynyard Quarter.

The *New Zealand Herald* reports the Supreme Court has just ruled in favour of Mobil Oil not facing a $10m ground surface decontamination bill for Tank Farm by reversing an earlier Court of Appeal decision.

This is the second time the courts have ruled in favour of the oil giant.

'Tesla Semi' truck in development

Tesla founder Elon Musk has today issued his second master plan for the company – announcing plans to take on even more automotive sectors.

While the company had started off focussing on niche parts of the automotive market, it was time to become a broader brand – with vehicles in more segments.

That will include a compact SUV, a ute/pickup truck, a large truck and a city bus.

22 July

Ministry of Transport staffer sacked over missing money

The Ministry of Transport's general manager of organisational development has reportedly fled to Canada following her sacking over alleged fraud.

***One News* broke the story last night, alleging Joanne Harrison had been sacked over missing funds, understood to total between $750,000 to $1 million.**

The money was supposedly obtained through false contracting arrangements.

Payment times improving for transport sector

According to credit information bureau, Dun and Bradstreet both the transportation and utilities sectors have seen dramatic falls in the time taken by debtors to pay their invoices over the last two years.

The two industries recorded average payment days of 50.8 and 48.4 respectively in Q1 2014, significantly higher than the national average of 41.5, but over the course of only two years, these figures have since fallen to below 40.

In Q2 2016, transportation companies recorded an average payment time of 36.9 days, while utility businesses recorded 37.5 days, says Dun and Bradstreet.

25 July

Scania contesting EU price-fixing investigations

A member of the Volkswagen Group, Swedish truck and bus manufacturer Scania is challenging the European Commission's view that the company entered a pan-European price-fixing cartel with other truck makers.

Tainui to announce inland port operator by 2017

Tainui Group Holdings (TGH) hopes to announce the appointment of an operator for its new inland port at Ruakura by the beginning of 2017.

It has sent an invitation document for expressions of interests to potential port operators around the globe to take on the new inland port at Ruakura, near Hamilton.

The 480 hectare Ruakura development incorporates a 33-hectare inland port and 84-hectare logistics zone in response to a forecast 60% increase in freight volumes in the region by 2042.

26 July

ATA appoint EROAD corporate partner

The American Trucking Association (ATA) has appointed EROAD as a corporate partner.

According to EROAD, ATA is the USA's largest national trade association for the transportation industry. It develops policies promoting highway safety, security, environmental sustainability and profitability, and is considered the voice of the American trucking industry.

28 July

Mercedes-Benz gazumps competition with full electric heavy truck

Mercedes today stunned the heavy trucking world by presenting its Urban eTruck in Stuttgart, as the first fully electric truck with an admissible total weight of up to 26 tonnes.

Give customers confidence in your cars with VTNZ's Entry Certification + Vehicle Appraisal combo and Pre-Purchase Assessments

Contact us today at partners@vtnz.co.nz

vtnz ROAD READY

"I'LL NEVER BUY ANOTHER DIESEL BUS"

Continued from page 4

"When the batteries do run low, an onboard range extender or generator, which is powered by fuel, kicks in. Crucially, this technology is fuel agnostic, which means it can run on any fuel including biofuel, landfill gas and natural gas, so it is not accurate to assume it would run on diesel — as a diesel hybrid inherently does."

Fulljames said the company estimates that the range extender, and fuel for it, will only be used for a small proportion of the time, and for the rest of the time the vehicles will run entirely on electricity.

"From our modelling, even in the worst-case scenario on the most topographically challenging routes, the fuel-powered range extender would only be required 17% of the time," he says.

"On other routes, fuel may be required as little as 8% of the time, or in some cases even zero, subject to logistics around vehicles topping up at electric charging stations in depots."

Fulljamaes elaborates that a key feature of the powertrain is that it enables 'geofencing', or programming of the buses to run solely on electricity on specific parts of any particular route, such as key urban areas. "Once battery technology improves, the range extender can simply be removed to create a full EV," he says.

"With this new technology, our focus in the near term will be on repowering our trolley buses. This makes sense, given they have around 10 years of life left, and it means that instead of scrapping them, we can put them back on the road anywhere in New Zealand without the need for them to be connected to an overhead lines network.

"After we've successfully repowered the trolley buses, we'll then look at retrofitting the Wrightspeed powertrains to other selected vehicle types in our fleet, which will deliver substantial reductions in emissions and noise pollution. Passengers will also notice a difference, as buses fitted with the new technology, which are very quiet, will have much smoother acceleration."

A comparison between heavy diesel vehicles and vehicles fitted with a Wrightspeed powertrain, even using diesel as a range extender fuel, found that the Wrightspeed powertrain emitted approximately one-tenth of the CO2 emitted by a heavy diesel vehicle. "In addition, the NOx and particulate emissions are almost zero," Fulljames says.

"Wrightspeed's range-extended EV powertrains are already in use successfully in the US in waste management and delivery vehicles. As you would expect for an investment of this magnitude, we undertook full due diligence."

Fulljames concludes, "Wrightspeed's technology outperformed the competition on nearly every metric, including efficiency, economy, emissions, power and performance, while also enabling compliance with requirements in terms of weight and passenger numbers."

Reducing congestion will grow economy: Braid

Continued from page 8

want the freight, we want to help our customers maximize the efficiency of their supply chain, from end to end."

He says Mainfreight, as a networked logistics business offering high-quality services, has the opportunity to grow sales revenues exponentially, rather than stagnating as it would have if it had remained a traditional transport business. Networking its operations — geographically and across products — has proven to be a significant impetus for growth.

"Too often the industry has focused on the freight movement, and not thought about efficiency for itself and the customer," he says.

The RTF responds

"It is regrettable that a person with Don Braid's responsibilities would resort to personal attacks generated by his own incorrect understanding of the issues," says Road Transport Forum chief executive Ken Shirley.

"The Road Transport Forum has not and does not oppose the rail system being used as a second corridor for freight and passengers," he says.

"We have emphasised this important role for rail in numerous publications and in direct correspondence with Braid. He has either not read this correspondence or he has failed to absorb the content," Shirley says.

"What the Forum does oppose is the cross-subsidisation of rail from road user taxes. Braid and Mainfreight directors have been calling for this subsidisation but it has been rightfully rejected by Government, with the Minister of Finance labelling it a 'plea for corporate welfare'," he says.

"The Road Transport Forum's often stated position is that the various transport modes require transparent pricing signals so that people and businesses can choose the most cost-efficient, flexible and timely transport option based on true comparative advantage."

Shirley says, "Rail can certainly show a comparative advantage with bulk goods over longer distances, and in combatting road congestion in large metropolitan centres like Auckland, where rail corridors can convey freight from ports to interior hubs."

He says, "Many of the Forum members are seeking better access to rail freight services and the Forum very much supports that."

DIESELtalk
Register for FREE news updates
-Receive thrice-weekly news alerts to your email
www.dieseltalk.co.nz

Vinz
Vehicle Inspection NZ

Isuzu Trucks breaks pre-GFC registration record

The July 2016 registration figure of 147 new Isuzu trucks beats the more than eight-year-old record of 145 units registered in June 2008, just before the global financial crisis broke out.

More than halfway through the calendar year **Isuzu Trucks** looks set to retain its market leadership again for the 17th consecutive year, with 668 registrations year-to-date, up from 557 in the previous corresponding period.

Hino took second place in the new heavy truck and bus registrations with 79 units for July 2016. Its year-to-date tally of 393 new truck registrations has increased from 365 in the previous corresponding period.

Mitsubishi Fuso saw its July 2016 registrations in decline from 45 last year to 29 last month, and its year to date figure has also declined to 217 units from 312 in the previous corresponding period.

Mercedes-Benz also saw a decline in July 2016 registrations to 29 units from 45 in the previous corresponding period. Year-to-date **Benz** has recorded 132 new truck registrations only ten fewer than July 2015.

UD Trucks recorded 19 new truck registrations in July 2016, one fewer than the previous corresponding period, year-to-date its registration tally has fallen to 135 from 150 in the previous corresponding period.

DAF Trucks bucked the trend in July 2016 with 17 new trucks registered, up five units from the previous corresponding period, and its year-to-date total is also up five units to 120 from 115 in the previous corresponding period.

Another record year?

Isuzu Trucks recorded 1120 new truck registrations in 2015, and it appears the

Continued on page 28

NEW HEAVY TRUCKS OVER 23,001KG JULY 2016

MAKE	JULY '16	JULY '15	% Change	% of Market	YTD '16	YTD '15
ISUZU	46	16	187.5	28.0	186	160
HINO	26	17	52.9	15.9	131	120
DAF	17	12	41.7	10.4	112	111
SCANIA	11	16	-31.3	6.7	63	100
MAN	10			6.1	60	94
FREIGHTLINER	8	9	-11.1	4.9	60	72
KENWORTH	8	18	-55.6	4.9	101	109
VOLVO	8	12		4.9	128	163
MERCEDES-BENZ	7	8	-12.5	4.3	28	29
MITSUBISHI FUSO	7	12	-41.7	4.3	46	80
OTHER	16	31	-48.4	9.8	156	216
TOTAL	164	151	8.6	100.0	1071	1254

NEW MEDIUM TRUCKS 9001-23,000KG JULY 2016

MAKE	JULY '16	JULY '15	% Change	% of Market	YTD '16	YTD '15
ISUZU	41	22	86.4	46.1	176	157
HINO	22	19	15.8	24.7	127	135
UD TRUCKS	11	10	10.0	12.4	86	80
MITSUBISHI FUSO	11	12	-8.3	12.4	54	83
OTHER	4	8	-50.0	4.5	72	60
TOTAL	89	71	25.4	100.0	517	515

NEW LIGHT TRUCKS 3500-9000KG JULY 2016

MAKE	JULY '16	JULY '15	% Change	% of Market	YTD '16	YTD '15
ISUZU	60	44	36.4	39.0	306	249
HINO	31	20	55.0	20.1	135	110
FIAT	15	20	-25.0	9.7	115	109
MERCEDES-BENZ	14	17	-17.6	9.1	96	97
MITSUBISHI FUSO	11	21	-47.6	7.1	117	149
RAM	8			5.2	8	
IVECO	6	10	-40.0	3.9	50	24
OTHER	9	10	-10.0	5.8	69	64
TOTAL	154	139	10.8	100.0	896	802

Vinz
Vehicle Inspection NZ

Talk to the specialists about entry certification - fast, efficient, professional

0800 GO VINZ (468 469) www.vinz.co.nz

Isuzu Trucks breaks pre-GFC registration record

Continued from page 27

company could potentially surpass that record on its current performance.

"It was an excellent result for all three truck ranges, and we are more than happy with our performance in July," says Isuzu Trucks New Zealand general manager Colin Muir.

Muir says there were around 70 Isuzu light-duty truck registrations, with the balance shared between it's medium and heavy-duty models.

But he says the market seemed quite weak in July 2016, and he believes it could turn out be one of the lowest July months yet for new truck registrations.

Muir says the brand continues to enjoy strong wholesale as well as retail sales at this time.

"The market's numbers in 2016 are certainly going backward from the previous year, but Isuzu Trucks is bucking that trend, and we don't expect there will be any deterioration in our future forecast, as we will be delivering plenty more trucks, which are already in the pipeline," says Muir.

The new general manager at Hino Distributors, Micheal Doeg was also pleased with the July result.

"We are satisfied with the number of July registrations, and although expected, it is still a very strong result and helps to keep us on the targetted budget for the year," says Doeg.

According to Doeg, Hino saw 43 medium-duty truck registrations, 31 light-duty truck registrations, and five heavy-duty trucks registered in July.

"We are doing very well in the concrete and rubbish markets, and we continue to see a growing demand for our 300-series light-duty vehicle products," he says.

"Inquiry on new trucks has been strong for the first half of the year as a whole, but there has been a very slight tapering off in inquiry over the last month," says Doeg.

Ford becomes LCV market leader

The Ford Motor Company has overtaken Toyota New Zealand as the light commercial vehicle (LCV) market leader year to date, by 41 new registrations.

Year-to-date **Ford** has 5361 new LCV registrations, while **Toyota** has 5320, followed by **Holden** with 2212, **Isuzu Ute** with 2041, **Mitsubishi** with 1890, and **Nissan** with 1763.

Last year **Toyota** held the overall LCV market leadership, with 4673 units against Ford at 4512.

Taking 925 registrations for the month of July 2017 for a 24% market share and again becoming the top-selling vehicle overall, also saw the Ford **Ranger** surpass the previous record for light commercial vehicles, which was held by the Toyota **Hilux** when it recorded 847 units in June 2015.

The Toyota **Hilux** was the second best light commercial seller with 13% market share (486 units) with the Holden **Colorado** at 8% (303 units).

Year-to-date the Ford **Ranger** retains its lead as the top-selling light commercial model with 20% market share (4925 units) followed by the Toyota **Hilux**, with 15% market share (3749 units).

For the month of July 2017, there were 3868 commercial vehicle registrations, which were once again the highest month of July on record.

Keep up with daily transport and equipment news
DIESELtalk
www.dieseltalk.co.nz

NEW LIGHT COMMERCIAL MAKES UNDER 3500KG JULY 2016

MAKE	JULY '16	JULY '15	% Change	% of Market	YTD '16	YTD '15
FORD	972	529	83.7	25.1	5361	4512
TOYOTA	703	677	3.8	18.2	5320	4673
ISUZU	345	253	36.4	8.9	2041	1734
HOLDEN	317	325	-2.5	8.2	2212	2212
NISSAN	254	238	6.7	6.6	1763	2139
MAZDA	208	147	41.5	5.4	1072	927
MITSUBISHI	206	191	7.9	5.3	1890	1450
HYUNDAI	129	63	104.8	3.3	569	472
LDV	93	45	106.7	2.4	524	322
SANGYONG	80	63	27.0	2.1	556	463
OTHER	559	563	-0.7	14.5	3937	4223
TOTAL	3866	3094	25.0	100.0	25245	23127

NEW BUSES OVER 3500KG JULY 2016

MAKE	JULY '16	JULY '15	% Change	% of Market	YTD '16	YTD '15
MERCEDES-BENZ	12	5	140.0	29.3	37	16
MAN	9	4	125.0	22.0	36	15
MITSUBISHI FUSO	7	2	250.0	17.1	51	36
ALEXANDER DENNIS	5			12.2	39	12
FORD	2			4.9	10	
OTHER	6	22	-72.7	14.6	110	103
TOTAL	41	33	24.2	100.0	283	182

NEW TRUCK MAKES ALL WEIGHTS OVER 3500KG JULY 2016

MAKE	JULY '16	JULY '15	% Change	% of Market	YTD '16	YTD '15
ISUZU	147	82	79.3	36.1	668	557
HINO	79	56	41.1	19.4	393	365
MITSUBISHI FUSO	29	45	-35.6	7.1	217	312
MERCEDES-BENZ	23	29	-20.7	5.7	132	142
UD TRUCKS	19	20	-5.0	4.7	135	150
DAF	17	12	41.7	4.2	120	115
FIAT	15	20	-25.0	3.7	115	112
MAN	11	9	22.2	2.7	81	107
SCANIA	11	16	-31.3	2.7	71	106
IVECO	10	12	-16.7	2.5	93	63
OTHER	46	60	-23.3	11.3	459	533
TOTAL	407	361	12.7	100.0	2484	2562

If you're looking to purchase a new truck or equipment talk to UDC

UDC
New Zealand's Finance Company

Numbers show used truck market slowing

Year-to-date used trucks over 3500kg GVM are declining in registration numbers, while used light commercials under 3500kg GVM year-to-date numbers are growing significantly.

Year-to-date, the total number of used truck registrations for all three segments being light-duty, medium-duty, and heavy-duty trucks is 2484 units, which is 78 fewer than the 2562 recorded in the previous corresponding period.

Year-to-date, the total number of used light commercials registered at July 2016 is 5837, which is a 626 unit increase on the previous year-to-date figure of 5211 registrations.

The used heavy-duty truck segment (over 23,001kg) GVM only saw three registrations in July for a year-to-date figure of 54 units, down from 67 in the previous July.



The used medium-duty truck segment (9001-23,000kg GVM) saw 13 registrations in July 2016, up from 9 in the previous corresponding period for a year-to-date tally of 69 registrations.

The used light-duty truck segment (3500kg - 9000kg GVM) saw 114 registrations in July 2016, down from 156 in the previous corresponding period.

Year-to-date light-duty truck registrations have dropped to 798 units in July 2016 from 842 in the previous corresponding period.

Surprisingly, used imported buses saw an increase in registrations in July 2016, with nine units up from 3 in the previous corresponding period, and year-to-date there were 39 units registered up from 35 in the prior corresponding period.

Isuzu Trucks leads the total market in overall used truck registrations for the year-to-date, with 668 (557 in Jan-July 2015).

Following that is **Hino** on 393 (365 in 2015), Mitsubishi **Fuso** on 217 (312 in 2015), **Mercedes-Benz** on 217 (142 in 2015), and **UD Trucks** on 135 (150 in 2015).

Toyota leads the used imported light commercial vehicle (LCV) (under 3500kg

Continued on page 30

USED HEAVY TRUCKS OVER 23,001KG JULY 2016

MAKE	JULY '16	JULY '15	% Change	% of Market	YTD '16	YTD '15
GROVE	1			33.3	6	1
MACK	1			33.3		3
OTHER	1	17	-94.1	33.3	48	63
TOTAL	3	17	-82.4	100.0	54	67

USED MEDIUM TRUCKS 9001-23,000KG JULY 2016

MAKE	JULY '16	JULY '15	% Change	% of Market	YTD '16	YTD '15
ISUZU	5			38.5	21	11
HINO	2	7	-71.4	15.4	21	27
TEREX	2			15.4		1
OTHER	4	2	100.0	30.8	27	26
TOTAL	13	9	44.4	100.0	69	65

USED LIGHT TRUCKS 3500-9000KG JULY 2016

MAKE	JULY '16	JULY '15	% Change	% of Market	YTD '16	YTD '15
ISUZU	41	30	36.7	36.0	229	170
TOYOTA	36	57	-36.8	31.6	232	283
MITSUBISHI	11	26	-57.7	9.6	89	120
NISSAN	10	11	-9.1	8.8	82	75
HINO	8	21	-61.9	7.0	86	114
DODGE	3			2.6	5	2
MITSUBISHI FUSO	3			2.6	5	5
OTHER	2	11	-81.8182	1.8	70	73
TOTAL	114	156	-26.9	100.0	798	842

USED BUSES OVER 3500KG JULY 2016

MAKE	JULY '16	JULY '15	% Change	% of Market	YTD '16	YTD '15
TOYOTA	4	1	300.0	44.4	10	7
MAN	2	2	0.0	22.2	3	7
OTHER	3			33.3	26	21
TOTAL	9	3	200.0	100.0	39	35

Your first choice in truck & equipment finance

Ph 0800 500 832 or visit www.udc.co.nz

UDC Finance Limited lending criteria applies.

UDC
New Zealand's Finance Company

Numbers show used truck market slowing

MORE THAN JUST YOUR LOCAL FUEL STOP!
• Over 120 stations nationwide
• We accept BP FUEL CARD
• Stockists of AdBlue4you
• OnGas bottle swaps at selected locations
WWW.GASOLINEALLEY.CO.NZ
g.a.s. Petrol Service Stations
WE'RE HERE FOR YOU 100% KIWI.

Continued from page 29

GVM) registration figures by a country mile year-to-date, with 2782 units year-to-date at July 2016, as opposed to 2598 in the previous corresponding period.

Nissan is next up with 1314 used imported LCV registrations, up from 1056 in the previous corresponding period. **Mazda** sits in third place with 377 units registered in this category, up from 283 in July 2015.

Isuzu sits in fourth place in the used imported LCV chart with 298 units registered, up from 229 in the previous corresponding period, and firth-placed **Ford** is also up from 171 to 191 registrations as at July 2016.

Truck arrivals remain consistent in July

Arrivals of new and used heavy trucks over 3500kg (GVM) and light commercials under 3500kg (GVM) remain steady in July 2017 according to motor vehicle statistics received from New Zealand Customs.

Given the robust new passenger, light commercial, and heavy truck market in July, it is perhaps not surprising that arrival numbers continue to remain consistent.

However, the overall new light commercial arrival total of 16,704 units in the year-to-date is significantly fewer than the 21,835 which arrived at the same time last year, a decline of 5131 units.

New light commercial arrivals of 3016 for the month of July were the second highest month yet this year, narrowly eclipsed by the April 2016 figure of 3060 arrivals.

New heavy truck arrivals tallied 248 units, the second lowest number this year; only January 2016 saw fewer entries with a total of 165 units crossing New Zealand wharves.

Year-to-date at July 2016 more than 2086 new heavy trucks have arrived, this compares favourably with the total of 2101 at the same time last year.

There were 623 used light commercials (under 3500kg GVM) arrivals in July 2016, for a year-to-date figure of 3935 (3483 in 2015).

There were 248 used heavy trucks (over 3500kg GVM) arrivals in July 2016, for a year-to-date tally of 2086 which is a massive increase from 660 in the previous corresponding period.

USED TRUCK MAKES ALL WEIGHTS OVER 3500KG JULY 2016

MAKE	JULY '16	JULY '15	% Change	% of Market	YTD '16	YTD '15
ISUZU	147	82	79.3	36.1	668	557
HINO	79	56	41.1	19.4	393	365
MITSUBISHI FUSO	29	45	-35.6	7.1	217	312
MERCEDES-BENZ	23	29	-20.7	5.7	132	142
UD TRUCKS	19	20	-5.0	4.7	135	150
DAF	17	12	41.7	4.2	120	115
FIAT	15	20	-25.0	3.7	115	112
MAN	11	9	22.2	2.7	81	107
SCANIA	11	16	-31.3	2.7	71	106
IVECO	10	12	-16.7	2.5	93	63
OTHER	46	60	-23.3	11.3	459	533
TOTAL	407	361	12.7	100.0	2484	2562

USED LIGHT COMMERCIAL MAKES UNDER 3500KG JULY 2016

MAKE	JULY '16	JULY '15	% Change	% of Market	YTD '16	YTD '15
TOYOTA	438	384	14.1	47.0	2782	2598
NISSAN	234	139	68.3	25.1	1314	1056
MAZDA	57	51	11.8	6.1	377	283
ISUZU	50	37	35.1	5.4	298	229
FORD	30	26	15.4	3.2	191	171
MITSUBISHI	28	43	-34.9	3.0	205	198
HOLDEN	19	16	18.8	2.0	107	99
CHEVROLET	17	22	-22.7	1.8	104	113
HINO	10	28	-64.3	1.1	112	128
DODGE	7	11	-36.4	0.8	37	27
OTHER	42	49	-14.3	4.5	310	309
TOTAL	932	806	15.6	100.0	5837	5211

NEW TRACTOR REGISTRATIONS JULY 2016

MAKE	JULY '16	JULY '15	% Change	% of Market	YTD '16	YTD '15
JOHN DEERE	50	7	614.3	38.2	156	249
KUBOTA	18	7	157.1	13.7	25	74
CASE IH	10	1	900.0	7.6	29	53
NEW HOLLAND	10	8	25.0	7.6	56	121
CLAAS	9			6.9	20	32
MASSEY FERGUSON	9	3	200.0	6.9	120	70
DEUTZ-FAHR	6			4.6	24	44
CASE	3	7	-57.1	2.3	33	47
FENDT	3			2.3	9	16
OTHER	13	42	-69.0	9.9	192	131
TOTAL	131	75	74.7	100.0	664	837

USED TRACTOR REGISTRATIONS JULY 2016

MAKE	JULY '16	JULY '15	% Change	% of Market	YTD '16	YTD '15
MASSEY FERGUSON	21	3	600.0	25.6	100	100
JOHN DEERE	14	7	100.0	17.1	87	66
NEW HOLLAND	7	8	-12.5	8.5	48	41
FORD	6	3	100.0	7.3	31	20
KUBOTA	4	7	-42.9	4.9	21	13
FENDT	3			3.7	5	4
OTHER	27	47	-42.6	32.9	260	228
TOTAL	82	75	9.3	100.0	470	472

MORE THAN JUST YOUR LOCAL FUEL STOP!
• Over 120 stations nationwide
• We accept BP FUEL CARD
• Stockists of AdBlue4you – various pack sizes available
• OnGas bottle swaps at selected locations
WWW.GASOLINEALLEY.CO.NZ
AdBlue 4you
BP FUEL CARD ACCEPTED HERE
g.a.s. Petrol Service Stations
WE'RE HERE FOR YOU 100% KIWI.



Truck & Trailer Parts may be the new name in heavy transport but our staff average 20 years experience in the industry. We carry a huge and growing range of OEM and quality aftermarket spares in stock, and we're opening branches all over the country.

To find your nearest Truck & Trailer Parts branch go to tatp.co.nz, or call 0800 268 266, and check out the latest deals in The Hub by clicking on our logo.

TRUCK & TRAILER PARTS

NETWORK IS THE KEY TO SUCCESS

Continued from page 6

liked in the rural transport and line haul markets for their blend of power, comfort, and economy, and DAF is becoming a big player in the Nelson forestry market.

"The advantage of the Australian-built Kenworth trucks is that they are built to endure the rugged, hot and harsh conditions of that continent, so they are more than suitable for New Zealand transport applications."

Gillespie points out that he has a working relationship with many well-established family-owned transportation operations built up over the years. "Many are very loyal clients, but after sales service is still important," he says. "You might sell the first truck, but your parts and service department will sell the second one."

The custom-built premises at Columbia Rd in Hornby, which opened in 2007, were purposely designed for Southpac Trucks. Gillespie says it was a big step up from the previous operation at Parkhouse Rd.

Southpac Trucks has a major parts operation within the premises as well as a heavy diesel parts and service which looks after the servicing of the Kenworth and DAF trucks. "Being the Canterbury service dealer for Cummins, it has the workshop attached to the showroom."

Richard Smart says the company has a strong dealer support structure throughout the South Island, and there are ongoing developments and additions to Southpac Trucks' network.



"Transport Repairs recently opened an updated $4 million servicing and parts facility in Gore, and is currently working on a massive redevelopment in Invercargill and a new operation in Cromwell, which is a first for the Southpac network," he says.

Smart adds that Southpac Trucks is appointing a new Blenheim-based dealership, Vent Limited, to service clients in the Nelson Marlborough region of the South Island.



We help fleet managers, owners, and drivers define what skills and tools will decrease cost, improve efficiency and reduce compliance issues.

Call us now to upskill with confidence

Upskill with Confidence | Senior SAFEDNZ instructors | EECA Fuel Management Advisors | Fuel Data Specialists

Driver Licencing & Endorsements

Class 2– 5 Driver licencing

Dangerous goods, Passenger Service, Wheels Tracks and Rollers...

Health & Safety

Transport Health & Safety Management Systems

Fleet Efficiency

SAFEDNZ Driver & Instructor Training...

Fuel Operation Rating

Compliance

SIDELOADER Certificate of Competence

TRUCK Mounted Crane Certificate

T: 0508 762 3754 | P: 09 919 2711 | admin@roadskills.co.nz | www.roadskills.co.nz | 21 Brigade Road, Airport Oaks, Auckland

American Beauty

The factory-backed right-hand-drive Ram's journey to Australia and New Zealand has taken longer than the distributor would have liked, but the wait has been worth it.

This American beauty started life at the Saltillo Assembly Plant in Mexico before being shipped to American Special Vehicles (ASV) in Melbourne, where it underwent a body-off-frame remanufacturing process to OEM standard into a right-hand-drive vehicle for Australian and New Zealand buyers.

This process is not an aftermarket conversion, but a full factory backed process. Fiat Chrysler allows ASV to access technical drawings, which means it can remanufacture the Ram's firewall and other componentry to OEM standard during the build, and it has also been tested to maintain crashworthiness.



In the motherland, the Ram 2500 is referred to as a ¾-ton truck, while the Ram 3500 is a one-ton truck and, you guessed it, a Ram 1500 is a called a ½-ton truck, with those figures referring to the payload capability of the truck's bed.

In metric, the RAM 2500 has a 917kg payload capacity, while its sibling — the Ram 3500 — offers a 1713kg payload in its bed thanks to an even more heavy-duty Hotchkiss rear suspension package.

The American beauty shown here resplendent in red is a Ram 2500 4x4 Crew Cab in the Laramie trim, which offers such niceties as powered ventilated and heated leather seats for the driver and front passenger, a heated steering wheel, dual-zone climate air conditioning, and a power sunroof.

There is a small middle bench seat in the front cabin with a lap belt, which is suitable for a small child if needed, but we preferred to keep it folded down to access the central storage unit within, as well as the three cupholders!

The Laramie specification also includes a rear power sliding window, a tilt-adjust steering column, power-adjustable foot pedals, an 8.4-inch touchscreen display, split folding rear seats with under-seat storage and a 240-volt 100W invertor auxiliary power outlet.

If ever you find yourself stranded somewhere without accommodation, the back seat inside the Laramie 2500 folds down and out into a bed for the night.

There's also a nine-speaker Alpine audio system, Bluetooth with voice command, steering wheel–mounted audio controls, keyless entry and go, two rear cameras, front and rear parking sensors, a tyre-pressure monitoring system and Uconnect Navigation.

Externally the Ram 2500 Laramie offers a locking tailgate, power folding heated side mirrors with a memory function, wheel-to-wheel side steps, 18-inch polished alloy wheels, a heavy-duty spray-in bed liner, and automatic rain-sensitive wipers.

Other useful features include the front and rear parking sensors, and a twin camera set-up that lets you see what's in the bed of the truck, as well as what is behind the tailgate when you're reversing into tight spaces.

For such a big vehicle, with a kerb weight of 3577kg and a GVM of 4490kg, it drives very nicely when unladen, thanks to the 1084Nm of torque provided by the 276kW 6.7-litre in-line six-cylinder Cummins turbodiesel unit, and the five-link coil-sprung rear axle.

The Ram 2500 Laramie 4x4 has a maximum braked towing capacity of 3500kg using a 50mm tow ball, or a 4500kg maximum braked towing capacity using a 70mm tow ball, or a 6989kg maximum braked towing capacity using a pintle connection.

This ability means that the vehicle's gross combined mass (GCM) of 3.5 tonnes on tow is 7990kg, and with 4.5 tonnes on tow, the GCM is 8990kg. If towing 6989kg with a pintle the GCM is 11,479kg.

So if you need to haul a trailer or horse float with the Ram 2500, you will also need a Class 2 heavy transport licence as the gross combined mass exceeds 6.5 tonnes.

The heavy-duty spray-lined tray is 1939mm long, or six-foot-four in the old parlance, and it has a width between the wheel arches of 1295mm, so thanks to a depth of 511mm, it will easily swallow two standard Kiwi pallets with plenty of tie-down points to secure them.

At just over six metres in length, and two metres wide, the Ram 2500's dimensions and hauling ability demand respect from the person behind the wheel. It's a big truck with a powerful engine, and while it has car-like comfort, it's not car-like to drive.

Unladen in wet conditions it will waggle its tail if you accelerate too briskly off the line, and no amount of ESC and traction control will save you from stupidity.

The six-cylinder Cummins engine pushes out more than 1000Nm of torque at 1600rpm, so depressing the accelerator gently rather than planting the boot hard to the firewall is the order of the day.

Because of its size, just like when you're driving any other truck, you'll find most inner-city parking buildings are off limits, but at least you can legally use loading zones, albeit briefly.

Evolutionary not revolutionary

It is no secret that the NP300 series Navara will spawn a new Renault pick-up in Latin America, called the Alaskan, and a new Mercedes-Benz pick-up as yet unnamed, also for markets in Latin America, Asia, and Australasia.

The Renault-Nissan Alliance has recognised the growing (and profitable) international demand for light commercials such as the Navara, with dual roles as work and recreational vehicles.

While the future Mercedes-Benz version will offer its proprietary diesel-engine technology, the Alaskan and NP300 Navara (depending on variant) are equipped with a Renault-designed twin turbocharged diesel 2.3-litre in-line four-cylinder engine that puts out 140kW of power and 450Nm of torque.

Its power and torque figures are similar to all the other 4x4 utes in this category, and it has a similar towing capacity, at 3500kg braked and 750kg without.

Nissan claims fuel efficiency of 7l/100km for the NP300 Navara ST-X 4x4, with a seven-speed automatic transmission.

A rear differential lock is also a standard feature, and there's an efficient rotary selector dial to engage high- and low-range four-wheel-drive as well as a simple rocker switch allowing the driver to flick the hill descent control system on and off as needed.

The Navara ST-X cabin offers leather upholstery with two-stage heating for the driver and front passenger seat, as well as dual-zone climate air conditioning, Bluetooth audio and telephony, cruise control, and a tilt and slide glass sunroof.

There is even an electric sliding 'porthole' window in the rear windscreen.

The driver's seat has an eight-way electric power adjustment function, and the seven-inch touch screen also contains a reversing camera with grid lines, as well as reversing sensors.

Inside the cabin is pretty well put together, and nothing rattled or squeaked, but the plastics didn't have the same quality as those found in its competitors. Indeed it felt very Nissan generic.



There's five-link coil-sprung rear suspension in the NP300, rather than the usual leaf-spring set-up, which offers both ride comfort as well as the reasonable payload of 930kg.

The Navara ST-X has by far one of the best ride qualities in the 4x4 ute market: there is little pitch or oscillation felt through the cabin when driven unladen over both smooth and rough surfaces, which can drive you mad in some of the competitor products.

But the trade-off for the softer and more comfortable ride is a lot of body roll through the corners, and the NP300's steering is not as precise, sharp, or responsive as some of its competitors.

A greater disappointment comes from the diesel engine. The twin-turbo Renault-derived unit is quite noisy in the NP300, and a bit uncouth at times, especially when accelerating briskly from rest.

That said, the seven-speed automatic transmission manfully handles the that 450Nm of torque, and the transmission ratios seemed well spaced and suited to the engine's power output.

Once at cruising speed on the motorway or open road, the NP300 Navara ST-X was a quiet and pleasant companion, with comfortable seats, efficient climate control, and a quickly set cruise-control system.

We did like the Utilitrak tie-downs in the rear tray as well as the 240-volt power socket, that was a smart and useful feature.

It's obvious that Nissan wants to retain its current customer base, so it has provided a well specified and competent vehicle.

In spite of the trick rear suspension and twin-turbocharged engine, we feel the NP300 Navara is evolutionary rather than revolutionary, a trait that was no doubt demanded by international markets.

Price $62,990.



LIFETIME EXCELLENCE

PK HEAVY CRANES & PC COMPACT CRANES



TAIL LIFTS



HOOKLOADERS



TAILORED HANDLING EQUIPMENT



NATIONAL SERVICE NETWORK

PALFINGER
LIFETIME EXCELLENCE

LIFETIME EXCELLENCE is our promise. Delivering exceptional performance in the most delicate of situations, Palfinger provides economical, reliable and innovative lifting solutions supported by a national network of professional service partners - for the lifetime of the product.

GOUGH PALFINGER

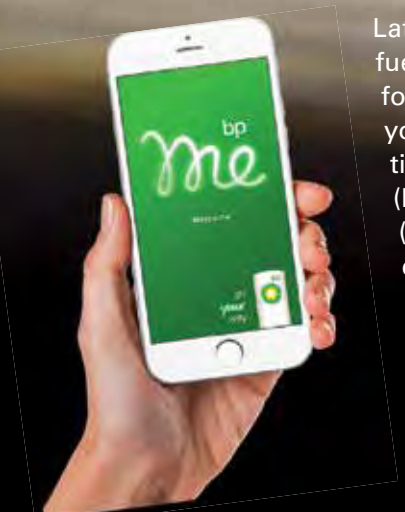
6 Analie Place,
Highbrook, Auckland
& Service Partners Nationwide

0800 725 346 | PALFINGER.CO.NZ

Now you can pay for fuel from your cab

Available for selected BP Fuelcards





Late for a job? Accountant nagging you about lost fuel receipts? With the new BPMe app downloaded for free onto your smartphone, you can pay for your fuel without leaving the cab, saving precious time. BPMe also keeps track of fuel receipts (happy accountant), remembers coffee purchases (it'll tell you when your free one is due), and it can even find the nearest BP station for you. BPMe, download the app today.

Download on the App Store | GET IT ON Google Play

Terms and conditions apply. See www.bp.co.nz/bpme for details.

go your way

bp