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

DIESELtalk

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Utes dominate 2016 top 10

It was undoubtedly the year of the ute in 2016, with the Ford Ranger again being the top-selling new vehicle in New Zealand as well as the top-selling light commercial vehicle, with 8478 units registered.

There were six pickups in the 10 top-selling vehicles for 2016.

The Toyota Corolla took second place with 6274 units, and the Toyota Hilux followed in third place with 6187 units.

The Holden Colorado took fourth place overall with 3739 units, followed by Toyota's RAV4 with 3612 units, the Mitsubishi Triton in sixth place with 3182 units registered, and in seventh, the Nissan Navara took 3093 units.

The Kia Sportage took eighth-place with 3061 units sold, followed by the Mazda CX-5 with 2841 units and the Hyundai Tucson with 2650 units.

Only two brands sold fewer utes in 2016 than in 2015.

Nissan and Volkswagen were the two brands which sold fewer light commercials in 2016 than the previous corresponding period, 53 fewer Navaras and 152 less Amaroks to be exact, according to Motor Industry Association figures.



Toyota launches 2017 Hilux TRD see page 37



Cautious outlook for 2017 truck market

Under utilised capacity in the transport market, coupled with a weakening Kiwi dollar and looming diesel price hikes, sees some truck brand distributors being a bit more cautious in their forecasts for 2017.

"We've had significant increases in truck sales in the last seven years, but I think 2017 will flatline from a market perspective," says Hino Distributor's general manager Michael Doeg.

Doeg comments that in the 11 months to November 30, Isuzu Trucks saw 1131 new vehicles registered, followed by Hino on 608, and Fiat on 606!

He points out that growth in light-duty trucks has come from the 3.5-tonne to 4.5-tonne segment of that market, where the Fiat Ducato leads by a significant margin.

Both the medium-duty and heavy-duty truck segments have declined year-on-year, according to Doeg, with the year-to-date figure at November 30 seeing a 2.1% increase in overall market registration numbers.

"We've had significant growth in truck sales in the last seven years, and there has been a significant shift in the breakdown of sales where heavy-duty trucks no longer account for 50% of new vehicle registrations," he says.

Doeg agrees the growth in the light-

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Where there's muck, there's brass

Not only was 2016 the year of the ute, but it was also the year that dealers fitting both genuine and aftermarket accessories saw tremendous growth and profit.

One manufacturer commented to *Auto Media Group* that the retail profit margin in installing OEM accessories to a new ute is equal to and often better than the profit margin in the new vehicle.

Very few brand-new utes leave the franchise dealer's yard without a tow bar installation or some form of tray liner, and possibly a bigger set of alloy wheels and tyres.

Toyota, Holden, Isuzu Ute and Ford offer a catalogue of OEM dealer fit accessories for their light commercials, but the first two brands mentioned have by far the largest and most comprehensive offer.

TRD accessories for Hilux

According to Toyota New Zealand digital marketing and communications manager, **Morgan Dilks**, the average customer accessory spend on a brand-new Hilux through a dealership is $3000, while the Hiace van customer spends half that, at $1500.

Toyota New Zealand has recognised that buyers want the ability to customise their new Hilux online before purchase, and it offers everything from the simple floor mat in rubber or carpet, through to canvas seat covers, monsoon shields, deck trays and covers, as well as steel or alloy front bull bars with winches attached.

Recognising that limited-edition added-value vehicles are also popular in the light commercial category, Toyota New Zealand launched a 4x2 and 4x4 Hilux TRD on January 1, based on its mid-grade SR5 models.

The Hilux TRD wears 18-inch black alloy wheels and Maxxis all terrain tyres, black plastic fender flares, a TRD honeycomb front grille, and the alloy front nudge bar and bonnet garnish in matte black.

There is a motorised hard-cover over the tray with LED interior light and anti-jam technology, with an anti-slip liner covering the deck area.

The cover is protected by a matte black sports bar, and is capable of carrying up to 50kg, so will cope with a couple of road or mountain bikes — it even has integrated rails to facilitate this.

A TRD badge adorns the tailgate, with matching decals on the rear of the tray, and embroidered floor mats in the cabin.

Toyota is charging a retail price of $4000 over the SR5 equivalents for the 4x2 manual TRD, and $4500 for the 4x2 TRD automatic version, but our calculations of the accessories added would suggest there's around

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

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Volkswagen doubling commercial efforts

Volkswagen New Zealand says it is set to get more aggressive with its efforts in the commercial market' off the back of the new Crafter van and new price point variants of its existing models.

And to do that general manager Tom Ruddenklau is doubling his commercial team to expand the brand.

He is looking for big results. The brand moved around 1300 commercial units in 2016 and ultimately wants to double that over the next 18-24 months.


Tom Ruddenklau

And the team will have a substantial catalogue to sell. Amarok has underperformed this year but has been renewed with the addition of a V6 diesel to top the range, and an all-new Crafter will arrive during the second quarter.

"V6 Amarok coming and new Crafter are very much a catalyst to move forward," Ruddenklau says. "Germany is asking every distributor around the world, 'are you equipped and capable of realising the potential of this vehicles'?"

Unlike the outgoing model, which was a co-development with Mercedes-Benz, the new generation is an in-house effort, built at a new Polish plant. It will ultimately be available in a huge range of variants - up to 70 combinations are available from the factory. Front, rear and all-wheel drive, multiple sizes and cab chassis will all be options.

Work has already begun on fighting for a stake in the busy camper van platform market, with operators being taken to Germany to check out the new vehicle.

They are expecting to do 100 units with Crafter this year, and hope to double that next year once the new model is completely available.

Ruddenklau says they are also attempting to bring new buyers to the brand with a new 'Runner' model, which will provide an entry level for the small Caddy, midsize Transporter and large Crafter ranges.

The Caddy Runner will retail at $29,990, the Transporter for $36,990 and Crafter runner will be released later this year.

There is a new Amarok range as well, including a value-leading 'Core' model.

Ruddenklau would not be drawn on what had been de-specced from the vehicles to get the price down. For Transporter that new price is a near $20,000 discount.

"Not a lot. Germany has been very helpful with support to get that entry point to the range," Ruddenklau says. "Sometimes we are just not on the shopping list with the current price."

Ruddenklau says many fleet buyers don't realise how many vans the brand has. He claims they have the biggest range in the market.

"And that is not the public's issue, which is our issue. There is some education required from us."

He says health and safety legislation is making buyers look more at what they are buying when it comes to commercials.

He says they are not short of product; they are short of people. Roles being advertised include a head of commercial sales, sales manager, product specialist and dedicated corporate salesperson.

They also have a dealer development plan to make sure commercials are adequately represented. All Volkswagen dealers handle commercials, with dedicated sites in Auckland on the North Shore and another coming in Wellington.

He believes commercial sales need to be a speciality where dealerships are big enough.

"It is a big ask for a salesperson to one day sell a Polo and the next day sell a Crafter."

Cautious outlook for 2017 truck market

Continued from page 1

duty truck market has come from both online shopping and the rise of home deliveries, as well as logistics hubs relocating outside major metropolitan areas, which sees freight transferred to smaller trucks for urban delivery.

"Piecing all the indicators together, I think we've found a new level for the truck market in 2016, and it may not continue into 2017," Doeg says.

A weakening Kiwi dollar will make the new product more expensive in 2017, and there are indicators for fuel prices to start rising as well, in addition to feeling the ongoing effects of the Kaikoura earthquakes within the freight and logistics industry.

Isuzu Trucks forecasts heavy-duty growth

Isuzu Trucks general manager **Colin Muir** reckons that the new heavy truck market will bounce back up in 2017, while medium-duty segment will remain flat, and light-duty truck will also flatten off.

"It's a logical assumption because the heavy-duty market took the biggest hit in 2016, and the indicators seem to suggest that heavy will bounce back," Muir says.

He also remains bullish that the truck market in 2017 will hit 4000 units.

"Our aim is to try and achieve a similar result in 2017 to that which we met in 2016, our pre-allocation to end users is already strong, but we are mindful of the headwinds of aggressive competition with a new product," he says.

Muir comments that more than 60% of the Isuzu Truck dealer network in New Zealand invested in renovations, rebuilding and upgrading their premises in 2016 to better supply and service their customers.

"The investment made by the dealer network in people, property, and process was unbelievable," he says.

Muir also says the company renewed its three-year distribution contract with Isuzu Motors Japan, which gives him further confidence that the factory is more than comfortable with the current business operation in New Zealand.

While customers and the market see one Volkswagen brand, behind the brand there are actually two completely separate businesses; Volkswagen Passenger Vehicles, headquartered in Wolfsburg, Germany and Volkswagen Commercial vehicles, headquartered in Hanover, Germany.
Volkswagen Commercial vehicles sells close to 500,000 vehicles annually and has one of the widest commercial vehicle range in New Zealand - the Caddy, Transporter and Crafter van range, plus the Amarok Ute.
With strong growth ambitions the Volkswagen Commercial business here in New Zealand wishes to double its business in the next 24 months and knows that while the product range is world class, nothing can be achieved without world class people. As such we seek a true inspirational leader to take charge of the Volkswagen Commercial vehicle business here in New Zealand

Commercial Vehicles

Head of Commercial Vehicles

The Role:

With full accountability for the performance of Commercial Vehicles in New Zealand, the role will encompass:

- Full ownership and P&L responsibility for the Commercial Vehicle business
- Deep liaison with Volkswagen Commercial vehicles in Hannover Germany on all aspects of performance and associated support for the New Zealand market
- Active and proficient management of strategic key Corporate accounts
- Full leadership of a dedicated Commercial vehicle team

The Successful Applicant:

You will need the following:

- Significant commercial acumen, with a solid understanding of the Automotive industry, with particular preference to commercial vehicles
- Very strong relationship management skills and experience, ideally with an overseas supplier/factory
- Ability to inspire, lead and motivate a nationwide Volkswagen dealer network
- A high degree of financial literacy
- A solution orientated technical background with the ability to take advantage of the huge diverse range of product available form Volkswagen Commercial vehicles
- The willingness to get back to basics to build the most successful commercial vehicle operation in New Zealand

National Sales Manager

The Role:

A newly formed role, this job is responsible for the effective management of the sales channel.
With a long lead time for vehicle stock and a high degree of customisation available, world class management of vehicle inventory is critical to the success of the business. The role is a linchpin of the New Zealand operation and must juggle supply and demand to ensure optimum financial performance.
We are looking for a seasoned operator who understands the dynamics of dealing with multiple stakeholders; the factory in Germany, a national Dealer network, corporate customers, and the internal sales and product teams.

With full accountability for the sales performance of Commercial Vehicles in New Zealand, the role be responsible for:

- Sales performance from the Retail channel
- Sales performance from the Corporate Channel
- Full vehicle Inventory control and management
- Effective product planning
- Attainment for financial support from the Factory
- Development of all retail and corporate sales programs
- The development of the internal Commercial Vehicle sales, Operations and Product teams

The Successful Applicant:

You will need the following:

- Significant commercial acumen, with a solid understanding of the Automotive Industry
- A high degree of financial literacy
- Very strong attention to detail and sales operational excellence
- Solid relationship management skills and experience
- A genuine interest in and commitment to developing world class people
- The willingness to get back to basics to build the most successful Commercial Vehicle sales team in New Zealand

Corporate Sales Manager

Commercial vehicles by their very nature were originally designed for the business user. However, vehicles such as the Amarok V6 have broaden the market opportunity at the very heart of Volkswagen commercial vehicle in the van range. We need some help to fully exploit the opportunity that the Volkswagen Van range offers.
This newly formed role will be responsible for driving direct and dealer led sales of primarily the van range to the business user.
With the arrival of the all new Crafter Van during 2017, this role offers a huge opportunity for someone with the desire, determination and commercial acumen to make a difference. With strong support from Volkswagen Germany for growth, a large existing customer portfolio this is an exciting opportunity.

The role will be responsible for:

- All direct commercial vehicle sales
- Development of the dealer network corporate sales competency
- Development of corporate sales strategy, programs and campaigns
- Deep liaison with an established corporate customer database
- Vehicle inventory, specification and customisation logistics
- Making a difference

The Successful Applicant:

You will need the following:

- Solution selling experience, preferably in the Commercial vehicle industry
- Strong relationship management experience and credibility
- A high degree of financial literacy
- Ambition, very strong presentation skills and an overwhelming determination to succeed
- The willingness to get back to basics to build the most successful commercial vehicle business in New Zealand

Product and Sales Analyst

The Role:

The Volkswagen commercial product offering is very unique. With 100's of possible model derivatives, this role is critical to ensure we have the right product, and the right price and position for the New Zealand market. Working extensively with the Commercial Vehicle Product Manager, this role is responsible for product ordering and providing insights and market analysis to enable capitalisation of the market opportunity.
A full understanding and communication of market conditions, competitor offerings, and an ability to read into data trends, highlighting areas for attention to the Volkswagen Commercial business, are all pertinent objectives for those considering this role.
Working in a dedicated Commercial Vehicle Product team, this role has the full backing and support required for continued growth and success now and in the future.

Key Responsibilities:

- Vehicle ordering and sales volume planning
- Analytical support of the sales and product team
- Stock management, from the creation of the order through to the control of stock in inventory liaising with dealers and the factory
- Provide detailed market intelligence and analysis and reporting of current overall market trends to assist with factory planning
- Manage specification, options, order forms, product and pricelist content for the Volkswagen Commercial brand in relation to the product portfolio

The Successful Applicant:

You will need the following:

- High level of analytic skills and experience
- Ideally motor industry background experience
- Proven planning and logistic skills
- A passion for Commercial vehicles
- Strong desire to make a difference

Please forward your CV and detailed cover letter articulating your reasons for applying to Carolina Zalazar at czalazar@volkswagen.co.nz

Resistant plastic service bodies offer longevity

An Otahuhu-based company has joined forces with an Australian partner to provide corrosion-free heavy-duty copolymer service bodies targeting not only the emergency services but also tradespeople and commercial fleets.

A service contractor to the New Zealand Fire Service, Prestige Diesel and Marine Ltd (PDM) is partnering with PT Hydraulics Australia to source the polypropylene service bodies from the specialist UK manufacturer Pickup Systems Ltd.

Only six bolts are required to secure a copolymer service body to a cab/chassis pickup such as an Isuzu D-Max or Mercedes-Benz Sprinter, which PDM managing director Jeff Edwards says provides an opportunity for fleets to own the body and lease the vehicle.

"These service bodies offer a turnkey solution not just for emergency services such as fire and ambulance operators, but also tradespeople, lines companies, and local authority users," Edwards says.

Furthermore: "You can run a four-wheel-drive vehicle down a beach with this type of service body, and not have any concerns about future corrosion issues."

Edwards says the copolymer service bodies won't conduct electricity, and they are also chemically resistant, so A-Class foam as used by the fire service won't present any issues.



An Isuzu D-Max with a copolymer service body supplied by PDM has entered service with the Thames Valley Rural Fire Authority, while the company is also outfitting two such bodies for the Auckland Rural Fire Authority.

The copolymer service bodies have a 10-year warranty, which would allow an owner to transfer the body up to three times within that period, depending on the vehicle and its application.

To showcase the product to emergency services, PDM recently imported a new double-cab Mercedes-Benz Sprinter light pumping appliance, with a bespoke body encompassing the pull-out drawer, tilt and slide racks, a ladder and other equipment.

Edwards says the New Zealand Fire Service has shown significant interest in the Sprinter, as has Rural Fire Services, which is investigating the option of a 6x6 vehicle.

The Pickup Systems service bodies use copolymers instead of aluminium and fibreglass, and therefore offer better lightweight solutions for the commercial/utility companies as well as fire and other emergency services.

The manufacturer will design bespoke units from copolymers to suit individual needs such as water suppliers needing to carry highly corrosive chemicals, and electricity providers needing to carry ladders and insulation poles.

The copolymer service bodies offer durable and long-term storage solutions to meet the individual requirement of a customer.

Copolymer bodies can easily carry heavy loads on the roof without the need to add internal supports. If the need arises, the service body can be removed and placed on another chassis within a few hours.

A body fabricated in polypropylene offers advantages over traditional body-building methods, because it may be tailored to suit an individual's requirement for carrying equipment, and it may have integral water tanks if required.

The lightweight, durable copolymer bodies are resistant to heat and corrosion, and will easily withstand a variety of aggressive chemicals.

The service bodies will not crack like GRP, and they can be hit with a sledgehammer with no damage, but may be welded in the event of accident damage, and better yet, they are 100% recyclable at the end of their economic lifespan.

Vinz

Site Services Manager – Nelson

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Owing to a recent review of VINZ overall business strategy and in its aim to provide our expanding customers and clients with improved level of services we are looking for a Site Services Manager to take up the challenge.

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Ensuring the organisation's policies, health, safety and quality assurance standards are met. Provide professional services, promoting VINZ as a major national provider of vehicle testing within New Zealand. Promoting business best practices within the site and throughout VINZ.

We anticipate that the successful applicant be able to provide:

• Proven and relevant staff management experience.
• A trade certificate in automotive industry.
• A WoF and/or CoF NZTA Authority.
• Sound administration skills.
• Communication skills both verbal and written, in English.
• Proven customer service and interpersonal skills.
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Where there's muck, there's brass





Continued from page 3

$6000 to $7000 of added value within these limited edition vehicles.

Extreme Ranger accessorisation

Ford Motor Company communications manager **Tom Clancy** says that 90% of accessories fitted to new Rangers leaving the brand's dealerships are aftermarket parts rather than Blue Oval bits.

The Ranger comes with a factory installed tow bar on Wildtrak versions, an accessory item on XLT and XL variants, but Clancy says it is by far the most commonly fitted Blue Oval option.

He says the greatest amount of accessories installed appear to be wheel and tyre packages that come from aftermarket suppliers rather than the Blue Oval.

"I admit we've possibly missed an opportunity to offer a much bigger range of factory accessories, but the aftermarket is better suited to provide buyers with a greater choice of customisation to meet their individual need and requirements," Clancy says.

John Andrew Ford new vehicle sales manager **Shawn Rushby** says one customer spent more than $40,000 on kitting out a new Ranger Wildtrak to his personal requirements.

Rushby says that fit-out included a suspension lift kit for off-roading, and replacing the standard Wildtrak roller deck lid with an aftermarket unit as well as numerous other fittings.

The customised John Andrew Ford Ranger XL Extreme pictured on page 3 has more than $18,000 of aftermarket equipment fitted to it, supplied by Auckland-based specialist equipment company MCC 4x4 Accessories.

The list of items includes window tints ($795), monsoon weather shields ($395), bonnet protector ($415), matt finish flares ($1950), 20-inch wheels with mud tyres ($6000), and a suspension lift kit ($1750).

In addition, the Ranger Extreme sports a light and roll bar with fifth wheel cage ($2750) and the front bull bar with spotlights plus the rear bull bar with tow package and chequered side steps ($6500).

The drive away price for the Ranger XL Extreme pictured is $68,489.

While the Ranger Extreme caters for a small target market, John Andrew Ford assistant retail manager **Charles Niu** reckons the average Auckland customer would spend around $10,000 in accessories.

Niu says, "At the very minimum, Ranger customers will want to upgrade the wheels and tyres, add a front nudge bar, a deck lid, tinted windows, and fit the towbar."

Colorado ups the ante

When launching the MY2017 Colorado, Holden introduced the largest range yet of genuine OEM accessories and fittings for its range of pickups.

Holden's accessories engineering manager, **Joseph Basile**, says the extended range of accessories available on the 2017 Colorado was directly inspired by the Colorado Xtreme show truck, and will better allow customers to tailor their vehicle to their specific lifestyle.

"We received overwhelmingly positive feedback from revealing the Colorado Xtreme show truck, so we included as many of the concept accessories as we could into the final Colorado programme.

"The 2017 Colorado has a plethora of all-new accessories including a safari bar, fender flares, LED driving lights, 18-inch wheels and all-terrain tyres, so we're confident there's something for everybody."

Holden New Zealand national parts manager Greg Sillitoe says the average retail spend on the MY2017 Colorado ute is around $1700 (excluding labour), which has grown from $1400 (excluding labour) from the MY2016 vehicle.

Holden New Zealand saw a 17% increase in its accessory business for all of its passenger and light commercial vehicles in 2016, following the launch of the Spark and the Colorado which have a greater number of accessories than previous models.

"I would also suggest that more than 90% of the accessories we wholesale to our dealerships will be fitted to brand new vehicles rather than second-hand ones."

Sillitoe comments that Holden stocks more than 70 accessory lines for the MY2017 Colorado.

"All the prices for Holden genuine accessories, including the fitting charge, are on our customer website, and this ensures a consistent level of pricing and service throughout the dealer network."

Sillitoe says: "We've made the process as transparent as possible to encourage new vehicle buyers to choose genuine rather than aftermarket accessories for their new Colorado, as they can specify the vehicle to their requirements and get an online quote."

"We've also produced a dealer parts catalogue with pictures of every product and details of pricing including fitting that allows the sales team to meet the customers need and keep the profit in the dealership," he says.

Sillitoe adds that when fitting genuine Holden accessories to a new MY17 Colorado at purchase, they are also covered by the three-year 100,000km new vehicle warranty.

Accessories to D-Max

Isuzu Ute also offers an extensive online catalogue of factory-supplied accessories for its dealers to fit on to new vehicles.

Isuzu Utes New Zealand marketing manager, **Gareth Lowndes**, says the top five D-Max accessories are the tow bar, a set of rubber floor mats, a set of door visors, the engine hood protector and the under rail bed liner for the rear tray.

Lowndes says he is unable to provide average cost of OEM accessories fitted per vehicle, as many people also purchase third party accessories at the same time.

However, he noted Isuzu Ute New Zealand saw a 20% increase in OEM sales from 2015 to 2016.

New Kenworth T610 launching at THE Expo

Southpac Trucks is launching the new-generation Kenworth T610 heavy-duty truck at the **Transport and Heavy Equipment Expo (THE Expo)** in March 2017.

Southpac Trucks general sales manager Richard Smart says the company is expecting to deliver its first customer truck at the event at the Mystery Creek Events Centre.

Kenworth unveiled the new truck at its manufacturing plant in Bayswater, Victoria in December, saying the T610 is its single largest investment in Australasian product development.

The company says the T610 builds on an approach starting in 1975 with the first Australian-designed and -manufactured Kenworth, the W900SAR, and later the development and evolution of other models such as the aerodynamic T600, and the K-series range.

It is the culmination of more than 40 years of Australian design and application engineering experience, integrating with a PACCAR parallel development programme.

More than 100,000 design hours and over 10 million kilometres of testing and validation went into the T610 and T610SAR.

The noticeable product improvements are the superior space, ergonomics and driver comfort and control, says the manufacturer, and it adds the new Kenworth cabin is centred entirely around the needs of the driver.

Incorporated into the design are greater foot space, more standing room and storage, wider walkthrough access between the seats and more expansive door and windscreen glass, providing space, visibility and ergonomics never before seen in Kenworth's Australian-made trucks.

"The core of this project was about building a bigger cab, but it's really about creating the ultimate driver environment," says PACCAR Australia's sales and marketing director **Brad May**.

May acknowledged the driver as the most valuable asset of the truck.

"A good driver environment leads to better all-around driving performance, safety, efficiency and productivity."

The 2.1m wide cab is almost 300mm wider than the outgoing cab, and the engineers also pushed the cab 300mm forward over the engine to meet stringent length laws.





The T610 design originated in 2010, when Kenworth Australia started work in tandem with a US programme to determine the feasibility of building a new Australian truck.

Between 2010 and 2012, a team of Kenworth Australia engineers immersed themselves in all aspects of the US programme working to develop an Australian, right-hand-drive version. After building a virtual concept model and a physical prototype, the truck was given the green light in mid-2012 to go to market.

The Australian project development team has been working with engineers at the PACCAR Research and Technical Centre in Mt Vernon, Seattle, for the past four years to validate every aspect of the new design.

While all Kenworth trucks are tested and approved to the same standards, the benchmark for the T610 is elevated further, says Kenworth's engineering project design manager, **Ross Cureton**.

"The T610 has was tested three times more than any Australian Kenworth truck that's gone before it," he says.

Kenworth conducted a level of validation that has never yet been performed for a new product introduction.

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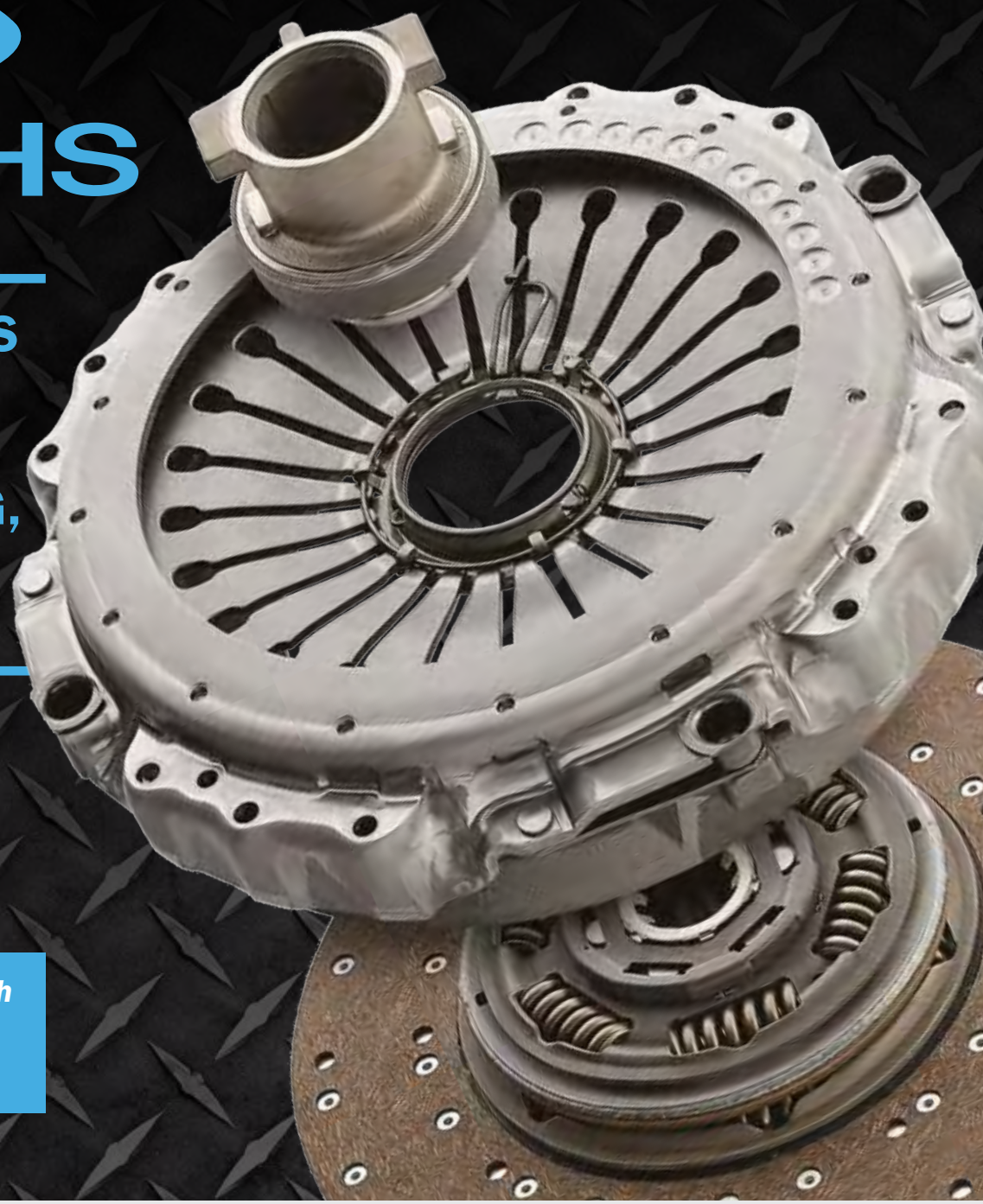
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Improving the efficiency of your business takes into account a whole load of factors. There isn't one single solution, its more about looking for opportunities in a range of places. Teletrac Navman shares some examples of how businesses can become more efficient and what the benefits are.

Company gains

The first step for many is identifying which aspect of their company they'd like to improve. For Auckland-based Swanson Transport, a specialist hiab and general freight provider, it was all about adopting time saving practices and reducing costs.

Swanson Transport uses the Teletrac Navman DIRECTOR fleet tracking software to create form messages for the MNav in-cab messaging and navigation terminals. One of the form messages is a pre-trip check list.

"Previously we did these on paper, and they were time consuming," says **Nick Longuet-Higgins**, general manager. "But now the drivers can take the MNav as they walk around the trucks, and can fill in the checklist after completing the safety checks."

"Teletrac Navman has saved us a lot of time. All the information is right there, we don't have to go and find it," says Nick. "For example, we used to do a one hour walk around on Saturdays to get the hubo readings for all the trucks. Now, this data is automatically available."

An added plus for Swanson Transport is receiving a significant refund in road user charges every month. Previously, no RUC claims were made because it wasn't worth calculating manually, but now every time the trucks travel off road it's logged automatically, and there is no refuting the data.



Cashflow and billing

Stratford-based truck rental firm Rigs N things has a range of trucks which carry from 2 to 8 tonne loads. Owner **Merv Hooper** says that a number of his trucks are on long lease to customers, so it's important that he can bill monthly for the lease, kilometres and road user charges.

"Teletrac Navman makes it so simple. I just print a report out of the system and give it to my clients along with the bill. It has really helped us with cashflow. There are no arguments with our customers now, the GPS tracking resolves any potential disagreements."

The Teletrac Navman system also helps Merv offer flexibility to his customers.

"Some of my long lease customers don't use the truck every day. Using the Teletrac Navman system I can draw a 'site' around their premises which allows me to see when the truck goes in and out. This means I can bill them only for the days they actually use the truck."

Getting strategic with integration

Russ Louie of BPS Plumbing in Northland knew he needed to run his business more efficiently. Integrating his job costing, quoting and invoicing system (SmartTrade) with his fleet management system (Teletrac Navman) was the solution he needed.

Russ says it's been a big leap forward for BPS Plumbing in terms of efficiency. The integration between the Teletrac Navman system and the SmartTrade system allows Russ to generate reports about where his plumbers drove, how far, how long they were there, then compare this with the timesheets. Before the integration, charging for travel was a bit speculative. Russ says they used to try and work it out using Google Maps. Now clients are charged the exact amount for travel. The integration has also created a huge saving in time and paperwork.

"If one of the boys travels from Kerikeri to Paihia, then to a merchant in Kerikeri, then to a side job, then back to the Paihia job, now I have all the information I need to correctly assign the travel charges to the right clients."

Noticeable improvements

Professional Farm Services, a Cambridge-based sales and service company, saw potential in improving the accuracy of charge outs and better managing their maintenance. PFS is a hard-working company, on call 24 hours a day, 7 days a week. Director **Dave McMillan** says that when they installed Teletrac Navman, the business made savings in charged-out mileage straight away.

"We saved about $125 per vehicle per month, which is a very significant sum of money! Before the installation, the guys would leave the shop, go to a farm, go to another farm and back to the shop. They would guess the mileage at about 20km, but that was way under.

"Now we know the mileage exactly, and can apportion it correctly to the right client. Each day we print out the mileage reports. When the guys arrive, they sit down and charge out all the mileage to clients each day, so we're always on top of it. This means that we never get complaints from farmers now about mileage, because we can easily justify it. It's all in the system: when the guys start driving to a farm, when they arrive, when they leave.

Continued on page 12

DIESELtalk FEATURE

BUSINESS EFFICIENCY

Smarter not harder heavy fleet management



With depots in Palmerston North, Wellington, Whangarei and Hastings, and its support centre in Auckland, Foodstuffs North Island (NI) needed better visibility of its fleet for delivered-in-full, on-time (DIFOT) purposes. It also wanted to enhance health and safety compliance, and to be able to recognise and then reward good driving.

The company relied mainly on paper-based systems for reporting. Generating cost per kilometre estimates entailed searching multiple systems and guesswork around fuel and maintenance. Claiming for offroad travel was a time-consuming process that meant the company was not claiming refunds it was entitled to. It also needed to replace paper-based service scheduling and improve communication between the workshop and its fleet.

The company had problems with failing mechanical hubodometers in its older vehicles, particularly trailers.

"I've gone through five or six mechanicals in the last couple of weeks," says **Blair Inglis**, Foodstuffs North Island's fleet compliance manager. "It can happen in the middle of the night and you have to replace it straight away."

Smarter solution

Foodstuffs NI installed the EROAD system in 61 trucks and trailers, replacing mechanical hubodometers in its older vehicles, and began using EROAD's **Service** module to schedule services, warrants of fitness (WOF) and certificates of fitness (COF).

Blair Inglis now manages servicing from his desk in Auckland, working with a service agent in Palmerston North, where 80% of the Foodstuffs fleet is based.

To support health and safety compliance, and provide better visibility of its fleet, Foodstuffs NI uses retrospective activity reports and **Leaderboard**. Inglis receives daily Leaderboard reports providing insights into over speed and idling events, which the company plans to use as the basis of its driver of the year awards.

Business benefits

Using EROAD's Service module Foodstuff NI's servicing is now completed on time and meets compliance.

"The service agent works out what is coming up and goes direct to the branch, which frees up my time," says Inglis.

It has also freed up three full-time staff who were doing this work manually.

The EROAD system is now providing useful statistics on servicing, which is increasing business efficiency.

"The service module has allowed me to build cases for replacement because it's all there at the touch of a button. Every invoice is stored in there, so I know exactly what we're spending on each vehicle, and what we shouldn't be spending on each vehicle as they get older," says Inglis.

The company also now has easy access to accurate cost per kilometre calculations.

Through being able to monitor idling using EROAD Idle reports, Foodstuffs has been able to make fuel savings of 4% over less than four months. It is also making savings on RUC costs, claiming back 2%, partly due to the fact that it is now able to claim offroad refunds on trailers.

The company's health and safety focus has been strengthened through using Leaderboard and retrospective activity reporting; which are sometimes used to refute claims its trucks are speeding.

The improved visibility the company was looking for in installing the EROAD system has made a significant difference to the despatch team.

"It obviously makes their lives easier," says Inglis. "And for us, it means being able to monitor how it's done, and find a smarter, better way of doing it."



DIESELtalk FEATURE

BUSINESS EFFICIENCY

A consistent national service offer

Hino Distributors (NZ) Ltd general manager **Michael Doeg** says that the Japanese truck brand can provide fixed-price A, B, C and auto transmission servicing through the nationwide branch network of its sister company, Truck Stops.

"Fixed price servicing was born out of demand from both large and smaller customers. There was a fair bit of work involved from a group perspective to get the offer right, as we explored all avenues of adding value for our customers."



Doeg says: "Our fixed price service offerings were developed after gaining an understanding of what our customers wanted from an after sales perspective. Our nationwide branch network has enabled us to deliver an offering that no other Japanese truck franchise has been able to deliver in the New Zealand market.

That is something we are pretty proud of, and we are focused on developing this point of difference even further."

He says: "In the future, enhancements to the Contract Maintenance programme provided by Truck Stops will look to deliver offerings for customers who require more comprehensive maintenance packages that do not fit within the current time-based/km-based schedule."

Fixed price servicing from Truck Stops means Hino owners not only enjoy easier budgeting, they also know their vehicles are serviced to manufacturer recommendations, using genuine Hino parts fitted by factory-trained technicians using franchise-supplied diagnostic tools and manuals.

The 'A service' programme contains a grease and safety inspection while the 'B service' adds replacement oil and fuel filters, replacement engine oil, filter disposal and a steam clean.

The 'C service' includes all the above A and B service items and adds an engine top tune, plus replacement of the air drier cartridge, purge valve, differential oil, transmission oil, power steering oil, fuel, power steering and differential filters and brake fluid. Truck Stops then ensure that used filters and oil waste are disposed of in an environmentally friendly manner.

Hino trucks also receive a 12-month, unlimited km warranty on all parts purchased through Truck Stops.

Truck Stops has an extensive branch network with branches in Whangarei, Auckland Central, South Auckland, Hamilton, Mount Maunganui, Rotorua, Taupo, Napier, Palmerston North, Wellington, Nelson, Christchurch, Dunedin and Invercargill.

In addition , there are Truck Stops dealers and agents in Warkworth, Albany, Auckland, Gisborne, New Plymouth, Whanganui, Blenheim, and Queenstown.

Truck Stops has recently extended its fixed-price offerings to include brake relines. The nationwide fixed-price brake reline service is focused on providing tangible value to the Hino customer through the lined shoe exchange programme. This sees pre-lined shoes being stored in the branch ready to go, reducing the need for linings to be de-riveted and re-riveted while the customer's truck is in the workshop. This is a real win for customers who see value in maximising their uptime.

To further provide added value and convenience to Hino truck owners, Truck Stops offer a number of bundles in the form of kits. These products include filter kits, air drier kits, clutch kits, in frame engine kits, brake lining axle kits and exchange wheel kits. A number of kits and other heavy Hino parts are provided with custom made, fit for purpose crates to make transportation and handling safer.

"Simple As" – taking advantage of efficiencies to improve business

Continued from page 10

It's so damn simple," adds Mcmillan.

Professional Farm Services uses the Teletrac Navman **Director** maintenance module to keep track of WOF, tyres, oil changes, and so forth. Dave says that the alerting functions have been very useful for staying on top of vehicle maintenance.

"We also use **Director** to help us better maintain our client's equipment. We can go into the system to see how many times we have visited a particular pump to maintain and repair it. Being able to access this information also helps us to cross reference with our invoicing."

The big picture

All it took was one question for each of these companies, 'where am I lacking?'. Whether it be reducing costs, improving communication with staff, adopting time saving practices or better handling vehicle maintenance, it's all about running a more efficient business.



Made-to-measure transport efficiency

Penske Commercial Vehicles offers MAN owners three types of MAN service contract for on-highway vehicles, including 4x2, 6x2, 6x4, and 8x4 vehicles.

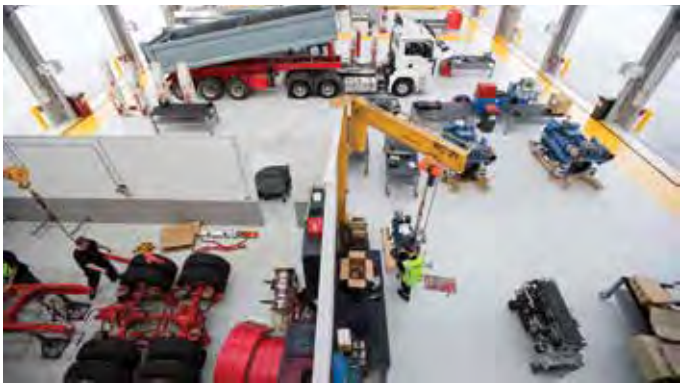
MAN also provides a warranty extension of the driveline for up to five years and 800,000km, and customers can combine an extended warranty package with a flat rate service contract (refer comfort plus package below) for total peace of mind, according to Penske Commercial Vehicles.

The MAN comfort service contract covers all regular servicing work as prescribed by the truck manufacturer, including road tests as required.

Engine, transmission, and axle oils are included in this plan as well as oil, fuel, air, and pollen filters plus the air dryer cartridge. Other items included are headlight adjustment, coolant level and concentrate, remaining brake pad life, hydraulic oil for cab-tipping equipment and steering and battery fluid.

The MAN comfort plus service contract includes all the service items above plus an extended warranty package, with a contract duration tailored to suit the customer's need and requirements.

The extended power-train warranty covers engines, standard transmission, automatic transmission, transfer case, rear axle, and driven front axle and prop shaft.



For the engine, this extended warranty includes the engine case, cylinder head, crank gear, engine control, injection system, EDC control unit, turbocharger, intake/exhaust manifold, engine brake, cooling system, and engine lubrication.

For the standard transmission, this extended warranty includes the gearbox housing, shafts, splitter unit, range unit, power take-off, lubrication system, retarder hydraulic gear, AS-Tronic control unit, and the gear change devices in transmission splitter and

Continued on page 20

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Maximising uptime, minimising maintenance cost



Maximising uptime, improving operational reliability and maintaining a vehicle according to factory standards is imperative to any industry in which the trucks' primary purpose is to be out on the road earning money.

Recognising that its customers have different operating needs and requirements, Mercedes-Benz Trucks offer a customised service package at a predetermined price for just one truck or a fleet of 100 or more, through any authorised dealership or service agent.

Mercedes-Benz Trucks says such packages not only improve economic efficiency for the business operator, they also help to protect the vehicles' resale value.

There are four different Mercedes-Benz Trucks service plans, which are known as BestBasic, Select, SelectPlus, and Complete.

The **BestBasic** service plan includes all scheduled servicing work for the vehicle as specified in the Mercedes-Benz flexible Telligent system or the maintenance booklet.

Benefits of the BestBasic service plan include predetermined instalments, it covers all scheduled services carried out to Mercedes-Benz quality standards, and the vehicle can be covered for its working life.

The **Select** service plan offers, in addition to the BestBasic plan, driveline maintenance, which is an optimum combination for enhanced mobility. Parts and labour required during servicing work are also included in this plan.

The benefits of the Select service plan include maintenance cover for the driveline, improved cost planning, and terms of up to 84 months or 500,000km.

The **SelectPlus** service plan combines the benefits of the Select and BestBasic plans with maintenance or additional defined parts and groups of parts. Parts and labour required during servicing work are also included.

The benefits of the SelectPlus service plan is the extension of vehicle maintenance coverage for defined parts and groups of parts, improved cost planning, and it offers terms of up to 84 months or 500,000km.

Mercedes-Benz says the **Complete service** plan package covers all necessary repair and maintenance work including wearing parts.

It says that in short, it is the best choice to ensure that your vehicle is in tip-top condition, is available for use and that costs are kept under control.

Mercedes-Benz Trucks says the benefit of the Complete service plan is that vehicles are maintained to the highest standard.

It is a full-service package for all-around protection: the charges are predetermined and transparent, there is less administration, leaving you free to concentrate on your core business, and terms of up to 84 months or 500,000km are available.

The brand says that service plans do not cover fuel, tyres, windscreen, glass, or accident damage.

Also, incorrect use of the vehicle and fuel contamination are not covered by service plans. A full list of exclusions for each of the four service plans on offer is available from authorised Mercedes-Benz truck dealers.

If the usage of the vehicle should change during the contracted period of the service plans, it can be reviewed by the Mercedes-Benz Truck dealer and adjusted if necessary.

Mercedes-Benz Trucks says that service plans can be extended before the expiry of a current agreement. For Select, SelectPlus, and Complete service plans the maximum limits are 84 months or 1,500,000km.



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DIESELtalk FEATURE

BUSINESS EFFICIENCY

Tailored service plans for Iveco vehicles



The Iveco Elements ServiceBond and EasyRoad maintenance and repair programmes – became available to New Zealand Iveco heavy truck customers in the third quarter of 2016.

Iveco New Zealand says the Elements programme provides clients with peace of mind, knowing their vehicle is covered by a service only package or a more comprehensive package, allowing them to go about their business.

Iveco New Zealand general manager Ian Walker says: "We now have the coverage we need to offer our customers total peace of mind so they can focus on their business and know that their vehicle is in trusted hands.

"The benefit of having a single monthly cost for all repair and maintenance, especially when coupled with an Iveco finance option, helps our customers control their monthly costs," Walker says.

"Add to that the taxation benefits of a lease and maintenance programme, and it's another real advantage that Iveco is bringing to our customers."

Iveco Elements is made up of two different programmes, the **ServiceBond** package, which provides routine service on the vehicle, and the **EasyRoad** package, which provides service, friction, repair and maintenance.

Iveco says it tailored the Elements programme in response to customer demand.

It says customers can choose the service package most suited to individual needs, and know that there is maximum transparency in payments and monthly rates.

Iveco says with Elements, customers are always are aware of their vehicle servicing costs in advance, with no unexpected expenditure.

The Elements programme guarantees the exclusive use of genuine Iveco parts at all times, combined with the commitment and professionalism of the New Zealand Iveco service network.

The Iveco service network offers maximum capability thanks to the constant specialist training of its technicians, and the availability of the latest generation technology and equipment.

Iveco says Elements ensures vehicle uptime is maximised, while regular maintenance and guaranteed servicing ensure that vehicle residual values are also optimised.

Exclusions to Elements include tyre maintenance, tracking/wheel alignment and balancing, fluid top-ups between services, repair or replacement of the windscreen, rear view mirror glass and all other glass, as well as repairs to vehicle bodywork and ancillary equipment.

It also excludes maintenance or repair or replacement to additional accessories such as radio, CB-radio, and extra lights, as well as washing and cleaning the vehicle.

There is a multitude of year/kilometre options within the Elements packages, ranging from two years up to seven years and 1,000,000km.

To qualify for the Elements programme, vehicles must be serviced at one of Iveco's 18 parts and service dealers located throughout New Zealand.



Southpac Trucks celebrates 25 years of contract maintenance

Southpac launched Contract Maintenance (CM) in 1991, and 25 years later the number of trucks in the programme has grown significantly, according to its chief executive officer, Maarten Durent.

"The knowledge required to offer a CM rate that works for both operators and Southpac comes from many years of product knowledge based on the truck's service needs for the environment that it's going to operate in," Durent says.

"Get those two things balanced and it works great, the operator can relax about operating costs, because the monthly CM cost has been set for the term of the contract."

The CM agreements are relatively simple, according to Durent: Southpac covers everything that will wear and requires servicing and replacement over time, and the exclusions are limited to accident damage.

"Southpac is often asked about the fine print, and there is very little of that," he says.

"If it wears out we own it, the operator owns the accident damage, and with only two such categories, there are no grey bits in the middle to talk about."

Contract maintenance is also available for trailers, however, few customers opt for it given that the cost spikes to an owner are low.

"Contract Maintenance isn't for everyone, particularly heavy-duty applications such as logging, where the repair work goes beyond normal repair and maintenance," Durent says.

"The impact damage on trucks and trailers demands a different service approach, often at all hours of the day and night, requiring additional unplanned engineering support for the trailer and logging equipment," he says.

"From an owner's perspective the benefits of contract maintenance are obvious, particularly for line haul freight operators, who want to avoid the expense of running their own maintenance staff or the investment in workshops."

Trucks can schedule a service at any dealer in the Southpac Network, made easy by using the toll-free 0508 22 55 77 number, or by making a booking using TRP Android phone or Apple App.

"The time to consider contact maintenance is when the new truck is ordered," Durent says.

"At that point the owner has a good handle on what that truck will be doing over the next five years, and Southpac sales staff know how the programme works, and can provide a quote to suit."

Solving Auckland congestion with advanced route optimisation

A cloud platform for mobile workforces is releasing its advanced route optimisation to help fleets cope with Auckland's severe traffic problems.

Founded by Sam Morgan in 2011, vWork is a cloud-based mobile workforce enterprise platform located in Auckland.

It has more than 170 business clients in over 30 countries, including Toll Holdings, McCarthy Transport and The Warehouse Group.



Sam Morgan

Director and majority shareholder, Morgan, says it is a game changer for fleets looking to combat Auckland's congestion, which destroys business margins, "not to mention the mental health of professional drivers."

vWork chief executive Brendon Petrich says: "Advanced Route Optimisation allows dispatchers to enter all the work they need to do that day — pick-ups, deliveries, and service calls — and then our algorithms will define the most efficient set of run-sheets for their drivers.

"Our analysis shows that fleets which schedule jobs manually spend 20% more time on the road than they need to — simply because the complexity of scheduling thousands of jobs across hundreds of vehicles is beyond any human," Petrich says.

The platform takes into account a driver's working hours, skills and vehicle capabilities and then computes thousands of possible routes to accomplish the most work in the least possible time.

Operators can choose to reduce total time on the road, or to do more work with their existing resources without having to put more vehicles on the road.

"While we've built the optimisation platform to be useful to any transport operator, it's particularly useful for companies using hub and spoke approaches, such as courier firms," Petrich says.

"It is also applicable to those people with lots of stops on the single daily run such as delivery, install, service and maintenance operators," he says.

Morgan adds, "Our goal is to bring the advanced technology that is available to the big guys — Uber, Amazon, FedEx — to smaller operators who could never afford to build this sort of technology themselves."

"And if we can get more vans and trucks off the road in Auckland during the day too, then that would be great."

How does it work?

The vWork online optimisation tool matches delivery schedules against capacity and constraints to build the most efficient programmes. This means you can do more work in less time, or with fewer trucks.

The tool takes into account a driver's hours, skills, locations and available capacity to create a set of routes that accomplishes the most amount of work in the least possible time.

It has the ability to allocate work to the fewest number of workers and maximise the efficiency of your workforce, and sort work by type, range, tags and customers.

You can focus solely on the work that needs to be addressed first, or select the time range of jobs by the hour or day to create custom time ranges that suit your customers and workers best.

The application is simple, just draw a fence around jobs on the map and select your resources — the tool does the rest. Small optimisations take seconds to run. Larger optimisations will run in the background, allowing you to continue creating other optimisations.

Operators can also use it to work out how to use fewer trucks or workers to fulfil a given set of work in a defined timeframe. Usage so far has indicated average efficiency gains of around 20%.

More accurate route planning with vWork also allows you to send ETA alerts to your customers automatically.

According to Morgan, using the vWork optimisation tool will reduce fuel usage, increase efficiency, and reduces time dispatchers spend planning routes and runs and assigning jobs to vehicles.



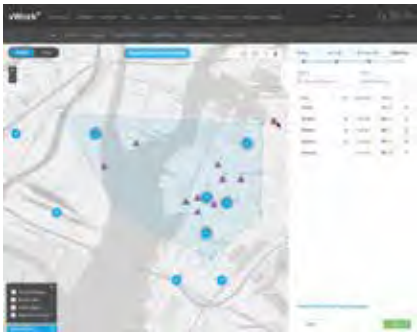
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Continued from page 13

range units.

For the hydraulic gearbox (automatic transmission) this extended warranty includes converters, gearbox brake, and transmission housing.

For the transfer case, this extended warranty includes the transfer case housing, shafts, gears and bearings.

For the rear axles and driven front axle, this extended warranty includes the axle housing, differential and planetary hub reduction gear.

For the prop shaft, this extended warranty includes the universal joints as well as the propeller shafts.



The MAN comfort repair service plan covers all the services of the comfort contract, plus all normal wear and tear repairs to the vehicle.

This package includes repairs to the engine, transmission, chassis, steering box, steering arms and suspension, cab, brake system, as well as electrical equipment, bulbs, and fuses.

Penske Commercial Vehicles says the benefits of the MAN service contracts are lower maintenance costs due to discounted parts and labour pricing, optimal fuel consumption through the correct tuning of the vehicles, and minimised down time.

It also points out that service contracts provide MAN customers with the surety of financial planning and costing, as well as reduced staff and administration cost, and higher vehicle resale value.

New Kenworth T610 launching at THE Expo

Continued from page 8

All Kenworth trucks run on a standard, 60-day shake test programme, in which the physical cab is mounted on a simulation machine, as if driving on its chassis, to see if it survives.

Engineers at the PACCAR Technical Centre put the T610 cab through three of these 60-day simulated cycles, which act as if it were being subjected to the vibrations and forces of the worst-case road conditions found in Australia. In spite of the multiple, at times violent simulations, the new Kenworth cab passed with flying colours.

"I've been at Kenworth for 23 years, and the T610 shake test has proven it to be the most durable cab we've ever tested, and we wouldn't want it to be any less, given the Australian market and our collective expectations," Cureton says.

"In all, 10 prototypes have been on the road with Kenworth customers testing the product, and the feedback to date has been overwhelmingly positive — the truck drives better than anything else they've driven, and drivers feel in command", he says.

In combination with real-world, physical testing, Kenworth took the chance to identify design issues in the virtual world too, using computer systems to validate everything it designed.

"It's pleasing to see that both the virtual and physical testing have been tightly correlated," Cureton says. "If we see a failure in the field, it also fails in the lab, and that's important because it proves we've got it right — inside and out."

The T610 design team enlarged the cabin envelope to achieve the optimal lengths needed for maximum payloads in Australia and New Zealand by moving the entire cabin 300mm further forward on the frame than the comparative US T680 model, to provide Bumper to Back of Cab (BBC) dimensions that meet Australian length laws.

The firewall and floor are completely new designs to suit right-hand-drive short BBC applications. The Australian-designed cabin firewall and floor, and the door apertures, are assembled using Henrob self-piercing fasteners, for superior sealing and cabin strength.

The T610 cabin has new triple-sealed doors and door apertures—innovations that minimise noise and dust leaks, and whose quality construction is evident each time the doors close. It is the largest opening door of any Australian-made Kenworth.

Generous exterior door handles allow for large or gloved hands, while internal grab handles facilitate three points of contact for safe entry and exit.

The cab, which is almost entirely made of aluminium, is





available as a day cab or with an 860mm sleeper cab.

Kenworth has spent a large amount of time optimising the shape and surfaces over the sleeper cab roof to not only deliver internal standing space, but also improve the aerodynamics and optimise clearances for closely coupled refrigerated trailers in Australian operations.

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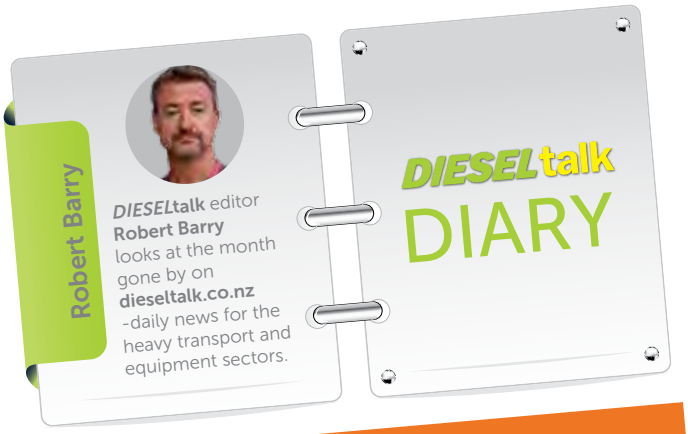
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December 2

Stop stalling East-West link says Auckland Chamber head

"NZTA should keep its promise to lodge a consent application for the East-West link in early December," says Auckland Chamber of Commerce head Michael Barnett. **Barnett is responding to a late bid by Auckland Council's planning committee to requesting NZTA to delay lodging the application to the Environment Protection Agency until 2017 so NZTA could further consider an alternative design proposal.** "The East-West project has been under public engagement and consultation since mid-2014. NZTA has had plenty of opportunities to consider all manner of alternative designs," says Barnett.

Mercedes-Benz launching LC70 cab chassis competitor

Mercedes-Benz New Zealand is launching a Land Cruiser 70 competitor in the form of the G-Professional 300 CDI cab chassis. **It is building the G-Professional 300 CDI cab chassis at the same facility as the G-Class off-roader and leveraging the decades of continuous improvement of the "G-wagen's" off-road capability**. The "G-Pro" carries a 2,085kg payload (4,490 kg GVM) without a tray. It offers a reinforced chassis and suspension achieving 245 mm ground clearance; three differential locks that can be shifted to low-range on the move; 650 mm fording depth and adjustable engine speed control.

Unions and Centre-Port join forces after earthquake

Trade unions and Centreport are working together to get the business back on track after damage caused by the November 14 earthquake. **The Maritime Union of New Zealand (MUNZ), the Rail and Maritime Transport Union (RMTU) and E Tū Ution, represent Centreport's workforce in cargo handling, port security, and engineering.** Since the earthquake, there have been substantial efforts to get shipping services resumed and cargo moving, MUNZ Wellington branch assistant secretary John Whiting says.

December 5

New freight hub provides efficiency boost

Transport minister Simon Bridges officially opened Coda's new Otahuhu intermodal transportation hub in Otahuhu, one of the largest of its type in New Zealand on December 2. **The new facility will accept containers of Fonterra products from plants in Whareroa and Pahiatua, and in return, send general freight from the Auckland region to Palmerston North.** "This new hub will help manage import, export, and domestic freight in an efficient, safe and sustainable way," says Bridges. "The new southbound rail service from this facility will also provide cargo owners with a more economical and environmentally friendly option for transporting their goods," he says.

'Uber for moving' launches in Auckland

A new on-demand platform called Transfervans is taking the hassle out of moving bulky items says its creator. **Transfervans is only a few months old, but it is already generating revenue with a spectacular growth. It's creator Brian Karlson, is also the founder of Transfercar, a company specialising in free rental cars.** "The idea is to connect people who have vans and trucks with those who need help moving oversized items," says Karlson.

New Fonterra milk powder distribution centre opens

Fonterra is officially opening its most efficient milk powder dryer yet at its Lichfield site. Supporting the new milk powder dryer are a new distribution centre, service and a wastewater treatment plant. **The new 30 metric tonne an hour dryer came online in September this year and is capable of processing 4.4 million litres of milk each day.** "Processing such large volumes of milk is a resource intensive business, and we have put our focus into making sure any impacts are minimised wherever possible," says Fonterra chief operating officer Robert Spurway.

KiwiRail considering ship lease

KiwiRail is considering renting a coastal vessel to reduce road freight on State Highway 7 which is now the main route from Picton to Christchurch. **According to the *National Business Review* (NBR), It is estimated about 40 trucks a day, typically use the road, and now it is up to about 700.** KiwiRail chief executive Peter Reidy says this could get up to about 1000 a day with the increased freight demand before Christmas.

December 6

Mainfreight ranks high on the Deloitte list

Mainfreight is the top transport/logistics company in the Deloitte Top 200 list, coming in at 16th place in the ranking of top New Zealand 200 listed companies, by revenue. **Deloitte reported Mainfreight revenues at $2,284,807,000, with profits of $87,604,000, ranking the company at 30th in the profit stakes.** Freightways, with $505,530,000 in revenues, joins the Deloitte list ranked 75th – with profits of $49,774,000 placing it at a very credible 48th place in the profit race.

December 7

Toll New Zealand tracking delivery process with Promapp

Toll New Zealand is deploying Promapp's cloud-based business process management software as part of the company's ongoing continuous improvement programme. **Promapp will replace the company's range of processes created and stored in Visio, Word and on their intranet which, although documented, were difficult to update and manage the diverse business groups throughout the Toll business.** "We wanted a common language for process throughout the business and sought to deploy an industry best practice solution," says Toll NZ IT general manager Anthony Barrett.

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Private equity fund buying Strait Shipping, Streamline and Freight Lines

The CHAMP private equity fund is buying Strait Shipping, Streamline and Freight Lines from the Barker family, in keeping with the company founder's wishes. **Strait Shipping which operates the Bluebridge Cook Strait ferry service, Freight Lines, and freight forwarding business Streamline, were founded by the late Jim Barker, who was intimately involved in the sale process before his death last August.** The settlement is expected to take place in the first quarter of 2017 subject to regulatory approval.

Palmerston North's ambitious freight hub plans

Palmerston North would welcome the opening of a local Coda intermodal freight hub there as it changes its district plan to become a major transportation and logistics hub. **Mayor Grant Smith says changes to the area's district plan allow for a 126-hectare extension to the industrial zone near the airport to enable more freight and logistics firms to base their activities there.** He says a 33-hectare industrial extension at Longburn will position Palmerston North as a central processing and distribution hub for the dairy industry.

December 8

UDC Finance posts record net profit

UDC Finance has posted a record net profit after tax of $58.5 million for the year to September 30, 2016, a 3% increase on the previous financial year.

A key contributor to the result was strong lending growth across a diverse range of industries, improved credit quality and a focus on containing costs.

Improved lending quality and lower bad debt provisions were partly offset by a decline in net interest margin, resulting in revenue being down 1% on the previous year.

December 9

Banning diesels short-sighted policy: DTF

Banning diesel vehicles from Paris, Madrid, Athens, and Mexico City is not good public policy says the U.S.A-based Diesel Technology Forum (DTF) but African countries demanding cleaner diesel is a better one. **The mayors of those four cities announced last week they had pledged to remove diesel vehicles from their cities by 2025.** Then five African countries – Ghana, Ivory Coast, Togo, Nigeria and Benin – announced they are rejecting shipments of high sulphur diesel fuel from Europe and demanding cleaner diesel fuel available in many other regions of the world.

December 12

Convoy registrations still needed for Kaikoura travel

Convoys in and out of Kaikoura via the inland road (route 70 via Mt Lyford and Waiau) are continuing this week but the NZ Transport Agency advises people they need to continue to register online. **It is also reminding motorists that although the route takes about two hours, in some cases convoys may have short delays along the way around construction sites.**

Last Thursday convoys had delays with the wet weather slowing the checks of the route by helicopter however 80 vehicles went north in the morning, and 123 came south in the afternoon.

Million dollar transport fraudsters found guilty

A former senior local body transport manager and a supplier have been found guilty over more than $1 million of fraud at Rodney District Council and Auckland Transport. **According to *BusinessDesk*, Stephen James Borlase and Murray John Noone were convicted of corruption and bribery in the Auckland High Court following a Serious Fraud Office investigation and prosecution.** The fraud took place between 2005 and 2013.

December 13

Foton New Zealand appoints new chief executive

Foton New Zealand is naming Roger Jory as its new chief executive officer effective December 5.

The distributor says Jory brings significant international automotive experience to the role, having worked extensively within New Zealand and Australia and throughout the Asia-Pacific region. A 30-year career involved with brands such as Honda, Land Rover, Jaguar and Mazda.

Infrastructure company invests in EVs and hybrids

The Gisborne-based Eastland Group has committed to using more environmentally friendly vehicles, with 75% of its non-commercial fleet set to be electric by 2019. **Chief executive Matt Todd says the company already owns five electric or hybrid vehicles, has three more EVs on order and will significantly increase that as a part of its fleet replacement programme.** "We'll look at the business need and see if we can find an electric vehicle to suit. If more range is required, we will buy a hybrid fuel/electric vehicle."

December 15

New appointment to Maritime New Zealand (MNZ) board

Transport minister Simon Bridges is appointing a new member to the Maritime New Zealand (MNZ) board. **MNZ is a Crown entity established under the Maritime Transport Act 1994 for the safety, security and environmental protection of New Zealand's coastal and inland waterways.** The transport minister is responsible for appointing the five MNZ board members which commercial law partner, Kylie van Heerden, is the latest one.

NZ Defence Force spending $130m on consolidating logistics

The government is approving a $130 million project for the New Zealand Defence Force to consolidate its logistics operation. **The proposed organisational changes and outsourcing of maintenance, repair and warehousing functions will create at least 50 new jobs, mostly in the Wellington region and at Linton and Burnham.** The Defence Force will now complete plans to upgrade and build new infrastructure, such as storage facilities and maintenance workshops at Linton in the Manawatu and at Burnham near Christchurch.

Government pledges billions to restore Kaikoura coastal route

The cabinet has agreed to restore the coastal route to Kaikoura and will provide additional funding to speed up the process. **The announcement from transport minister Simon Bridges that the Crown will fund the work required will be welcome news to residents and civil construction**

Continued on page 25

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providers. The government's current cost estimate for the reinstatement of the existing State Highway 1 and rail corridor to the north and south of Kaikoura is between $1.4 and $2 billion.

Bapcor stake in Hellaby continues to grow

Automotive parts company Bapcor says it has now acquired 40% of Hellaby Holding's shares.

As a result, *Businessdesk* reports Craigs Investment Partners has written to its clients recommending Hellaby shareholders accept Bapcor's $3.60 per share offer.

The letter says it provides "reasonable value against the Hellaby share price of $3.45".

CEVA Logistics appointing new Australasian managing director.

Supply chain management company CEVA Logistics is appointing Carlos Velez-Rodriguez as its Australia and New Zealand managing director, effective immediately. Based in Melbourne, Velez-Rodriguez is reporting to the company's chief executive officer, Xavier Urbain. **Velez-Rodriguez joins CEVA from FM Logistic where he was Central Europe group managing director for the last decade leading a team of more than 5,000 individuals.**

December 16

New appointments to WorkSafe NZ board

Two new appointments have been made to the WorkSafe New Zealand board.

Workplace relations and safety minister Michael Woodhouse says Stephen Reindler and Nikki Davies-Colley will join the board from December for three years. **Both Reindler and Davies-Colley have health and safety expertise in areas like transport and logistics that will add value to the board, Woodhouse says.**

Isuzu Trucks passes 1200 new truck registrations

Isuzu Trucks has surpassed its 2004 retail sales record of 1167 units, with 1200 new vehicles registered as of December 12. **Isuzu Trucks general manager Colin Muir told DIESELtalk that this is the highest retail sales figure yet recorded for the Japanese truck maker in the New Zealand market.** He expects the brand may see another 10 to 20 units registered and on the road before December 31. Muir reckons that 2017 will see a continuation of the truck markets current success, and he says Isuzu Trucks is aiming to achieve a similar result to 2016.

December 18

Bridges keeps transport

Simon Bridges has kept the transport portfolio into today's ministerial reshuffle, with a new associate appointed. **Bridges has risen to number five in the National government cabinet. He now has the major economic development portfolio, communications, and associate finance portfolios.** That means not only does he control transport, and have a hand in the overall purse strings of the economy, but from a dealer perspective, he will control the Ministry of Business, Innovation and Enterprise, that looks after key functions like the Motor Vehicle Traders Register.

December 19

Selling businesses better value than Bapcor offer: Hellaby

Hellaby Holding's directors believe selling its businesses could provide more value to shareholders than automotive parts company Bapcor's takeover offer of $3.60 per share. **Autolign, BNT and Diesel Distributors are some of Hellaby's more prominent businesses.** A new growth strategy is another option that the directors believe could provide more value, while advising shareholders not to accept Bapcor's current offer.

KiwiRail restoring freight services on main north line

Work is beginning immediately on restoring freight services on the main north line from Picton to Christchurch says KiwiRail boss Peter Reidy.

The complexity of the job ahead means no date can yet be set for reopening the line, but work will begin in conjunction with NZTA.

KiwiRail's teams of engineers have been analysing the damaged parts of the main north line since the earthquake last month and have detailed plans of where work will begin.

December 21

Two female directors appointed to Mainfreight board

The publically held freight and logistics operator Mainfreight is appointing two non-executive female directors to its board effective January 1.

The company is announcing Kate Parsons and Sue Tindal as it's two latest board directors. Both women will stand for election at the Company's Annual Meeting of Shareholders on July 27, 2017.

Parsons has more than 20 years' finance experience in many industries both in New Zealand and overseas.

December 22

KiwiRail goes back to diesel

KiwiRail has announced it will replace its electric train fleet on the North Island main trunk line with diesel locomotives.

The main trunk line is electrified only between Hamilton and Palmerston North.

Peter Reidy, KiwiRail chief executive, says the fleet of almost 30-year-old electric trains that run between Hamilton and Palmerston North will be phased out over the next two years, and replaced with diesel locomotives. ■

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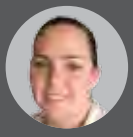
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Land Transport bill presents fish-hooks

Changes to the vehicle mass and dimension limits set out in the recently released VDAM Rule 2016 have received plenty of attention from the road transport industry, and rightfully so, however, in many respects the fish-hooks for the industry lie in the Land Transport Amendment Bill.

The new VDAM rule, which has been in development for the last two years and was widely consulted on, broadly landed where the Road Transport Forum and the road transport industry expected it to.

The maximum width is changing from 2.5 metres to 2.55 metres, and the maximum height from 4.25 metres to 4.3 metres. The new mass limits are 45 tonnes for seven-axle combinations with a minimum wheelbase of 16.8 metres, and 46 tonnes for eight-axle combinations with a minimum wheelbase of 17.4 metres.

The changes are to be rolled out in a two-stage process. From February 1 until November 30, trucks operating at the new limits will be able to use routes specified by NZTA without requiring permits, these will be the current 50MAX and HPMV network. From December 1, these vehicles will be considered general access and will not require permits.

Drivers will need to be aware of axle spacings when carrying near the load limit, and also need to be mindful that any external lashings must exist within the width and height limits.

The new rule is based on sound principles of road fit, and therefore extensions in dimensions and mass only go so far as is considered suitable for the current roading network. While there will be some productivity gains out of the new limits, priority has been given to road safety considerations.

The slightly larger vehicle dimensions, however, do allow operators to purchase the best, most modern equipment from overseas, incorporating the newest technology and therefore improving the overall safety of New Zealand's truck fleet.

The new rule is also a sensible simplification and consolidation of what has been until now a very complex matrix of rules. Operators and drivers should find it easier to understand, and hopefully it will reduce confusion and improve overall compliance.

While the Road Transport Forum supports most provisions within the new rule, we vigorously oppose the reduction in weight tolerance from 1500kg to 500kg, and instead proposed a 1000kg compromise. We believe the 500kg tolerance will add considerable stress to freight loading, and allows little margin for error. Unfortunately, the 500kg tolerance limit has prevailed.

While the new VDAM Rule is largely incremental, and mainly positive for our industry, the Land Transport Amendment Bill as it is currently drafted presents a couple of really concerning elements.

Firstly, the Bill provides that a road controlling authority (RCA) may prohibit heavy vehicle traffic from using certain sections of a road or roads. To do this the RCA needs to identify either damage to the road or danger to the safety of road users, which is a particularly emotive and unscientific concept. A road closure can remain for up to six months.

The Bill does not provide any requirement for public notification other than a sign posted on the side of the road. No pre-notification for transport operators which have commercial contracts dependent on certain roads means that operators have no opportunity to renegotiate those contract terms before the road is closed.

This does not meet the fairness threshold in anyone's language.

Another problem with an imminent road closure without notification is how an HPMV or standard mass B-train is expected to turn around if a driver suddenly finds themselves confronted with a road closure notice on a narrow rural road.

Secondly, the reference to the phrase 'good cause to suspect' is missing from the amended clauses regarding the stopping, inspection and weighing of vehicles. In current legislation 'good cause to suspect' was framed around an officer's belief that a driver was detouring around a weigh station to avoid being weighed. Because the new amendment focusses on weighing the vehicle in place, the phrase has been left out. However, it is the Forum's view that 'good cause to suspect' should be retained, as it means that an officer must be reasonably confident that a vehicle could be exceeding its weight limit, which reduces the opportunity for speculative weighing.

The Road Transport Forum's select committee submission focusses on these two issues, as well as new definitions around gross vehicle mass and gross weight, and also the move towards alternative weighing technologies and their application to RUC recoveries and increasing the maximum overloading penalty. There is a long way to go in the progress of this legislation, and we expect the select committee to give serious consideration to the Forum's concerns.

More information on the new VDAM Rule, and our submission on the Land Transport Amendment Bill, are available on the Road Transport Forum website, rtfnz.co.nz. The Bill itself is available at legislation.govt.nz.

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



Resilience and efficiency

In the December issue of *DIESELTalk* Ken Shirley commented on the vulnerability of the transport network. He is right on about that, but I would like to look at the issue from another perspective.

I think the aftermath of the Kaikoura earthquake shows how finely balanced the transport network has become in the pursuit of efficiency. Having to take alternative action is bringing with it many consequences, not the least of which are increasing costs of movement from the North Island to the South Island, which is the predominant traffic on the Kaikoura coast routes. The Government has recognised this by agreeing to restore both the road and rail links along the coast.

The 2014 National Freight Demand Study, available on the Ministry of Transport's website, gives us a useful picture of what took place before the 'quake. Road transport hauled just under 2.3 million tonnes in both directions along the route (allowing for Nelson's traffic normally using the inland route), rail just over one million tonnes, and coastal shipping 1.3 million tonnes. About 70% of the latter was bulk petroleum by tanker ships: this commodity should be excluded as not really competing with road or rail, giving a net figure of just under 0.4 million tonnes.

All this totals 3.3 million tonnes along the route, 3.7 million tonnes if you add competing coastal shipping. The market shares shown by these numbers did not come about by chance, they reflect prices and the value of time placed on the trips by customers. So while there is ample coastal shipping available through coastwise voyages of international ships, or additional voyages organised for the event, goods can take up to a week to make the journey from Auckland to Lyttelton, including the assembly and delivery times at the ports.

As Peter Reidy, KiwiRail's CEO, has pointed out, this does not meet the requirements of the customer who is used to 48-hour transit by rail, or a bit faster by road. The transport system before the quake had responded to the needs of the customers for efficient, timely delivery.

Without the Kaikoura coast route these efficiencies cannot be achieved. Diverting a ship from the Wellington to Picton route is not an answer either, because it substantially reduces the number of trucks that ship can get across the Strait, just because the Lyttelton route is much longer.

And the diversionary road route adds significant time, three to four hours with current traffic, which means drivers can't get to and from Christchurch without exceeding their driving hours limits, and without adding to their fatigue. Already here have been deaths on the route after the event. The Kaikoura coast route was efficient in enabling the journey within driving hours.

Moreover the alternative route is now in need of repair, with the traffic across it increased fourfold, making travel times slow. Extra cash will need to be found to maintain the route, and as it is being worked on, travel times will slow further. If this were the long-term alternative, then large-dollar upgrades would be needed.

More likely, the balance would shift to coastal shipping, which as I have said comes with an efficiency penalty in terms of time. To counteract that, there will need to be more stocks in transit, possible more held in the South Island, and even possibly more imported directly to the South Island. None of these alternatives are costless, in fact all of them will cost more than the current ways of moving, which is why they were not the norm pre-earthquake.

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



"Coastal shipping won't help the movements to and from Kaikoura and Marlborough."

Coastal shipping won't help the movements to and from Kaikoura and Marlborough. The efficiencies of the transport system have encouraged the closure of dairy factories in both areas, and enabled the milk to be transported to the large Canterbury plants.

Now it has to take an alternative route, in the case of Marlborough the long way round. I wouldn't be surprised that if the coastal route had not been restored, the Marlborough milk would have moved to the North Island. Or that dairying would become uneconomic in these places.

Other commodities like salt from Lake Grassmere are also impacted. This is used in industry in Canterbury and south. Rather than transport it long distances it might find a northern market and salt might have needed to be imported for industrial use in the south.

As well as the Kaikoura issues, the damage to Wellington's container terminal has put pressure on the internal transport system and other ports in the North Island, perhaps surprisingly given Wellington's modest 90,000 full TEU (and 40,000 empty) throughput a year. It looks like having Wellington (and other smaller ports) is indeed part of the overall efficient port structure, as the 2014 Ministry of Transport's Future Freight Scenarios Study concluded.

We need to reflect on the efficiency the current route brings. We also need to think about the position of other regions dependent on one or a few routes out, such as New Plymouth and Gisborne northward. Having few alternative routes does make for efficiency, but it can be at the expense of resilience. Perhaps we need to factor that in before we make decisions on closing routes like rail lines.

Ken commented that there needs to be a national conversation about the resilience of the strategic transport network. I have to agree.

The road ahead – a personal viewpoint

I expect a dominant theme to emerge in 2017 – this will be 'the year things 'got real'.

The last three years have seen an immense amount of effort and energy being deployed on algorithms, analytics, big data and the internet of things. In 2017 we'll see more and better integration of these technologies, delivering on their wider promise and solving a host of real-world problems. Let's take a look.

Ian Daniel is the Asia Pacific vice president for fleet management software provider Teletrac Navman. He joined Navman Wireless in July 2002, before the company joined forces with GPS fleet tracking software company, Teletrac, in mid 2016 to create one of the world's largest telematics organisations.
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Compliance will be a big trend

It has already started ramping up in New Zealand, and it will be even bigger in 2017 as people understand the implications of the chain of responsibility. The need to comply with complex regulations is really focusing our customers' thinking. They're asking, what can telematics do to help me meet my compliance obligations? Without telematics, managing compliance can be time-consuming, unreliable and risky. With telematics it's automated, reliable and secure. So, from the perspective of both ROI and risk, there is a compelling case to be made for businesses using telematics to manage compliance requirements.

Fatigue monitoring in particular

This is a hot topic which needs to be addressed, because having a tired driver behind the wheel — an accident waiting to happen — has far-reaching potential consequences for that driver, his or her family, other road users, the community and your company's brand and reputation. Consequently, authorities around the world are rolling out regulations which will ensure that monitoring fatigue is front of mind for transport operators. There are two aspects to fatigue monitoring. The first is monitoring driving hours and adherence to rules around hours of work. The second is in-cab technology which can monitor biometric information, such as head nodding, blinking etc. Both have a part to play in any comprehensive fatigue monitoring system.

Evolution of big data

There's a perception that big data is only for big businesses, but we're now starting to see the principles of big data management being deployed to break data down into bite-sized chunks, providing insights, for example, on vehicle maintenance or timesheets. SMEs don't need a tsunami of information, they need something more digestible where they can pick specific targeted things that they need now, then come back later for others. I think we'll see more and more SMEs getting into the benefits of a data-driven approach.

Better harmonisation of data

This is about integrating the data from a telematics system with data from other areas of the business. That might, for example, include integrating invoicing systems with fuel-card information or billable time on site. There is no single simple across-the-board solution. As a telematics provider we understand the capabilities of our own software and systems extremely well. But all our customers are different, so we embark on a journey with them, working closely with them to find what actionable data is really useful to them, and will drive benefits for them. Then we work out where integrating systems would provide unique benefits to them.

Intelligent transport systems

This is another interesting area. The overarching opportunity, that of a complete and intelligent transport system, represents a huge challenge for transport operators, government, and telematics providers. There are a lot of legacy solutions still in the market place, so the ultimate objective — a comprehensive integrated intelligent transport system — is still a long way off. But having industry and technology providers work with government towards that goal is a logical collaborative approach. Using anonymised data sets, it's possible to gather a lot of information about traffic flows and road usage and then use this data to work with government on better transport and roading outcomes for all.

True engine management telematics

Customers running a large fleet of big trucks — B-doubles for example — really want detailed information about how their rigs are being driven. Driver performance has a huge impact on running costs. Being able to accurately measure brake count, harsh braking, over revving, over speeding, excessive idling and fuel utilisation empowers operators to benchmark driver performance, and ultimately deliver a better return to the business.

I think 2017 will be a year when the individual components of the transport-tracking-technology mix come together, making it possible for operators to gain real visibility across the entirety of their business — trucks, drivers, road conditions and freight — so they can run more efficiently, more cost effectively and more safely.



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New truck market finished 2016 softly

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A soft December result saw registrations for the New Zealand new truck market (over 3500kg GVM) finish on 4479 units for the year, a 6.5% decrease from 4795 in the previous corresponding period.

However, heavy buses (over 3500kg) had a boomer 2016 up 19% to 630 units in 2016 from 321 in 2015.

UD Trucks, Fiat, Iveco and Hyundai were the only brands that enjoyed an increase in their year on year registrations for December, all other brands experiencing much softer sales for the month.

Isuzu Trucks took 119 new truck registrations in December 2016 down from 144 in the previous corresponding period, **Hino** was second on the table with 30 down from 61.

Isuzu Trucks had its highest retail year yet with 1218 truck registrations in 2016, marking its 17th consecutive year at number one with a new record to beat in 2017.



Hino Distributors was second on the table for 2016 with 639 trucks, only 20 short of its 2015 total of 659 registrations, while third-placed **Mitsubishi Fuso** took 411 truck registrations for 2016 down from 680 in the previous corresponding period.

Mercedes-Benz Trucks took fourth-place on the table with 353 new truck registrations, down from 446 in the previous corresponding period.

UD trucks took 247 new truck registrations for 2016, 15 fewer than 2015.

Boomer year for light commercials

On the back of the suc-

Continued on page 32

NEW TRUCKS OVER 23,001KG DECEMBER 2016

MAKE	DEC '16	DEC '15	% Change	% of Market	YTD '16	YTD '15
ISUZU	36	68	-47.1	31.0	340	330
UD TRUCKS	11	3	266.7	9.5	99	115
DAF	7	4	75.0	6.0	189	197
MAN	7	7	0.0	6.0	103	120
MITSUBISHI FUSO	7	9	-22.2	6.0	97	135
VOLVO	7	4	75.0	6.0	202	228
FREIGHTLINER	6	12	-50.0	5.2	87	116
HINO	6	18	-66.7	5.2	196	213
IVECO	6	4	50.0	5.2	50	39
SCANIA	6	3	100.0	5.2	112	141
OTHER	17	25	-32.0	14.7	340	446
TOTAL	116	157	-26.1	100.0	1815	2080

NEW TRUCKS 9001-23,000KG DECEMBER 2016

MAKE	DEC '16	DEC '15	% Change	% of Market	YTD '16	YTD '15
ISUZU	39	47	-17.0	47.0	325	317
UD TRUCKS	18	17	5.9	21.7	147	145
HINO	12	21	-42.9	14.5	227	231
MITSUBISHI FUSO	7	47	-85.1	8.4	106	198
IVECO	3	3	0.0	3.6	43	32
OTHER	4	10	-60.0	4.8	91	90
TOTAL	83	145	-42.8	100.0	939	1013

NEW TRUCKS 3500-9000KG DECEMBER 2016

MAKE	DEC '16	DEC '15	% Change	% of Market	YTD '16	YTD '15
ISUZU	44	29	51.7	33.1	553	426
FIAT	23	19	21.1	17.3	204	225
MERCEDES-BENZ	17	69	-75.4	12.8	290	341
HINO	12	22	-45.5	9.0	216	215
IVECO	11	5	120.0	8.3	101	51
HYUNDAI	10	2	400.0	7.5	49	17
MITSUBISHI FUSO	8	58	-86.2	6.0	208	347
OTHER	8	12	-33.3	6.0	104	80
TOTAL	133	216	-38.4	100.0	1725	1702



Continued from page 32

cess of the **Ranger** pickup, **Ford** overtook **Toyota** as the market's light commercial leader in 2016 with a total of 9313 units registered, **Toyota** followed with 8920 units, **Holden** with 3974 units, and **Isuzu** with 3640 units, followed by **Mitsubishi** with 3189 units, and **Nissan** with 3096 units registered.

New commercial vehicle registrations of 3156 vehicles in December were up marginally (20 vehicles) compared to December 2015. However, full year commercial vehicle registrations were up 5157 units (13%) on 2015 with a new record of 44,293 commercial vehicles sold in 2016. **Ford** was the commercial vehicle leader for the month of December with 18% market share (578 vehicles), followed by **Toyota** also with 18% (573 vehicles) and **Holden** and **Mitsubishi** both with 8% market share (254 vehicles).

For the month of December, the Ford **Ranger** was the top selling commercial vehicle model with 531 vehicles registered, followed by the Toyota **Hilux** with 406 vehicles and the Mitsubishi **Triton** with 254 vehicles. The Ford **Ranger** not only retained its position as the bestselling commercial model for 2016, it also retained the top model spot of any model for 2016.



Isuzu Trucks cements new record

Previously, **Isuzu** Truck's greatest number of trucks registered was 1167 units in 2004.

When *AutoTalk* spoke to Isuzu Trucks general manager **Colin Muir** in mid-December the company had passed 1200 registrations, and Muir cautiously forecast they would finish up the year with around 1210 to 1220 units.

Muir also told *AutoTalk* that while he is very happy with the final results in 2016, the truck distributor wouldn't be complacent about the year ahead in 2017.

"Our aim is to try and achieve a similar result, we have a stable platform to build on, and there's a healthy supply of vehicles in the pipeline pre-allocated to customers, but we are aware that our competitors won't be sitting still," says Muir.

NEW LIGHT COMMERCIAL MAKES UNDER 3500KG DECEMBER 2016

MAKE	DEC '16	DEC '15	% Change	Market Share	YTD '16	YTD '15
FORD	578	659	-12.3	18.3	9313	8239
TOYOTA	573	620	-7.6	18.2	8920	8415
ISUZU	291	256	13.7	9.2	3640	2911
HOLDEN	254	329	-22.8	8.0	3974	3773
MITSUBISHI	254	169	50.3	8.0	3189	2519
NISSAN	247	211	17.1	7.8	3096	3163
MAZDA	134	98	36.7	4.2	1819	1443
HYUNDAI	110	33	233.3	3.5	1058	728
LDV	105	72	45.8	3.3	972	521
OTHER	610	689	-11.5	19.3	8312	8220
TOTAL	3156	3136	0.6	100.0	44,293	39,932

NEW BUSES OVER 3500KG DECEMBER 2016

MAKE	DEC '16	DEC '15	% Change	% of Market	YTD '16	YTD '15
MERCEDES-BENZ	6	2	200.0	25.0	77	45
FORD	5	6	-16.7	20.8	32	9
FACTORY BUILT	3			12.5	46	44
BCI	2			8.3	70	
MAN	2	1	100.0	8.3	105	1
OTHER	6	10	-40.0	25.0	300	222
TOTAL	24	19	26.3	100.0	630	321

NEW TRUCK MAKES ALL WEIGHTS OVER 3500KG DECEMBER 2016

	DEC '16	DEC '15	% Change	% of Market	YTD '16	YTD '15
ISUZU	119	144	-17.4	35.8	1218	1073
HINO	30	61	-50.8	9.0	639	659
UD TRUCKS	29	21	38.1	8.7	247	261
FIAT	23	19	21.1	6.9	204	225
MITSUBISHI FUSO	22	114	-80.7	6.6	411	680
IVECO	21	15	40.0	6.3	194	122
MERCEDES-BENZ	20	79	-74.7	6.0	353	446
HYUNDAI	10	2	400.0	3.0	49	17
MAN	9	10	-10.0	2.7	137	150
DAF	7	4	75.0	2.1	198	201
OTHER	42	49	-14.3	12.7	829	961
TOTAL	332	518	-35.9	100.0	4479	4795

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Used truck registrations finish 2016 strongly

Registrations of used imported heavy trucks (over 3500kg GVM) finished strongly in 2016 with 1715 units registered, better than the 1644 units in the previous corresponding period.

December 2016 finished strongly with 157 used truck registrations up from 144 in the previous corresponding period.

Isuzu Trucks gazumped Toyota in 2016, ending on the number one spot on the used truck registration table with 466 units, up from 331 in the previous corresponding period.

Relegated to second place on the used truck registration table, **Toyota** finished on 391 units down from 469 in 2015.

Hino follows in third place with 221 units registered for the year, followed by **Mitsubishi** with 189, and **Nissan** with 150.

It was interesting to note that heavy-duty truck brand **Kenworth** saw 28 used registrations in 2016, down from 39 in the previous corresponding period.

Used heavy duty trucks (over 23,001kg GVM) finished 2016 with 105 registrations, a decrease from 134 units in the previous corresponding period.

Used medium duty trucks (9001-23,000kg GVM) finished 2016 on 143 registrations, a welcome increase from 118 units in the previous corresponding period. **Isuzu** led this market with a total of 41 units for the year, followed by **Hino** with 36.

Used light duty trucks (3500-9000kg GVM) also had a strong finish for the year, with 124 units regis-

Continued on page 34



USED HEAVY TRUCKS OVER 23,001KG DECEMBER 2016

MAKE	DEC '16	DEC '15	% Change	% of Market	YTD '16	YTD '15
KENWORTH	7	3	133.3	41.2	27	39
HINO	2	2	0.0	11.8	5	7
VOLVO	2			11.8	12	14
CATERPILLAR	1	2	-50.0	5.9	4	3
OTHER	5	6	-16.7	29.4	57	71
TOTAL	17	13	30.8	100.0	105	134

USED MEDIUM TRUCKS 9001-23,000KG DECEMBER 2016

MAKE	DEC '16	DEC '15	% Change	% of Market	YTD '16	YTD '15
ISUZU	6	5	20.0	37.5	41	26
HINO	4	3	33.3	25.0	36	38
MAN	2			12.5	3	
OTHER	4	6	-33.3	25.0	63	54
TOTAL	16	14	14.3	100.0	143	118

USED LIGHT TRUCKS 3500-9000KG DECEMBER 2016

MAKE	DEC '16	DEC '15	% Change	% of Market	YTD '16	YTD '15
ISUZU	37	36	2.8	29.8	422	300
TOYOTA	21	30	-30.0	16.9	391	439
MITSUBISHI	18	6	200.0	14.5	176	185
HINO	15	15	0.0	12.1	180	180
NISSAN	11	10	10.0	8.9	138	124
FIAT	5	6	-16.7	4.0	39	33
FORD	5	1	400.0	4.0	17	14
OTHER	12	13	-7.7	9.7	102	117
TOTAL	124	117	6.0	100.0	1467	1392

USED BUSES OVER 3500KG DECEMBER 2016

MAKE	DEC '16	DEC '15	% Change	% of Market	YTD '16	YTD '15
MITSUBISHI	4	1	300.0	33.3	17	11
TOYOTA	3	3	0.0	25.0	20	17
OTHER	5	4	25.0	41.7	48	53
TOTAL	12	8	50.0	100.0	85	81

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Continued from page 33

tered in December 2016, making a total of 1467 for the calendar year, which was a significant increase over the 1392 units registered in the previous corresponding period.

Isuzu Trucks led this market with 422 units up from 300 in the previous corresponding period, followed by **Toyota** with 391 units, which was a decline from the 439 units registered in the previous corresponding period.

Booming year for used light commercials

Used light commercial (under 3500kg GVM) registrations finished 2016 with a 22% increase year-on-year.

There were 10,967 used light commercial vehicle registrations in 2016, up from 8964 in the previous corresponding period.

Toyota led the used light commercial vehicle market with 4997 registrations, up from 4275 in the previous corresponding period. **Nissan** took second place on the table with 2413 used light commercial registrations, up from 1794 in the previous corresponding period.

In third place on the chart, **Mazda** took 781 used light commercial registrations in 2016 up from 509 in the previous corresponding period, followed by **Isuzu** with 554 units up from 403 in the previous year.

Heavy truck arrivals hold steady in 2016

Truck (over 3500kg GVM) arrivals rose slightly in 2016 to 3588 new units and 1087 used units crossing New Zealand wharves.

In comparison, in 2015 there were 3424 new truck arrivals and 955 used truck entries.

But it is the new and used light commercial (under 3500kg GVM) segment that continues to flourish.

New light commercial vehicles (under 3500kg) saw 29,855 arrivals for the year to December 31, while there were 7517 used light commercial arrivals. These figures compare to 30,269 and 5597 in the previous corresponding period.

Arrivals of new and used passenger cars hit new records in 2016 with more than 263,714 units crossing New Zealand wharves, while new and used light commercial vehicle and truck number tallied 42,017 units.

In total, more than 306,904 passenger and commercial vehicles passed through New Zealand wharves, a significant increase from 290,782 arrivals in 2015, and 273,204 arrivals in 2014.

To the year ended December 31, 2016, there were 110,968 new passenger vehicle arrivals and 152,746 used car arrivals up from 99,783 units and 149,974 units in the previous corresponding period.

Used light and heavy commercials arrivals tallied 8604 units, up from 6552 in the previous corresponding period, while the total of new light commercial and truck arrivals were slightly down to 33,413 in 2016 from 33,693 in the previous corresponding period.

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USED TRUCK MAKES ALL WEIGHTS OVER 3500KG DECEMBER 2016

MAKE	DEC '16	DEC '15	% Change	% of Market	YTD '16	ytd '15
ISUZU	43	42	2.4	27.4	466	331
HINO	21	20	5.0	13.4	221	225
TOYOTA	21	30	-30.0	13.4	391	469
MITSUBISHI	18	6	200.0	11.5	189	197
NISSAN	12	12	0.0	7.6	150	139
KENWORTH	7	3	133.3	4.5	28	39
FIAT	5	6	-16.7	3.2	41	33
FORD	5	1	400.0	3.2	18	10
MAZDA	4	2	100.0	2.5	28	38
GMC	3	1	200.0	1.9	7	11
OTHER	18	21	-14.3	11.5	176	182
TOTAL	157	144	9.0	100.0	1715	1644

USED LIGHT COMMERCIAL MAKES UNDER 3500KG DECEMBER 2016

MAKE	DEC '16	DEC '15	% Change	Market Share	YTD '16	YTD '15
TOYOTA	396	272	45.6	37.9	4997	4275
NISSAN	203	146	39.0	19.4	2413	1794
MAZDA	86	36	138.9	8.2	781	509
FIAT	72	45	60.0	6.9	220	160
FORD	55	48	14.6	5.3	391	317
ISUZU	51	52	-1.9	4.9	554	403
MITSUBISHI	42	17	147.1	4.0	378	326
CHEVROLET	26	16	62.5	2.5	198	212
HINO	22	20	10.0	2.1	229	209
HOLDEN	21	13	61.5	2.0	219	172
OTHER	72	66	9.1	6.9	587	587
TOTAL	1046	731	43.1	100.0	10,967	8964

USED TRACTOR REGISTRATIONS DECEMBER 2016

MAKE	DEC '16	DEC '15	% Change	% of Market	YTD '16	YTD '15
JOHN DEERE	30	13	130.8	27.8	185	129
MASSEY FERGUSON	22	11	100.0	20.4	185	152
NEW HOLLAND	14	6	133.3	13.0	89	77
CASE	6	5	20.0	5.6	55	61
DAVID BROWN	6	1	500.0	5.6	31	35
OTHER	30	61	-50.8	27.8	393	390
TOTAL	108	97	11.3	100.0	938	844

NEW TRACTOR REGISTRATIONS DECEMBER 2016

MAKE	DEC '16	DEC '15	% Change	% of Market	YTD '16	YTD '15
JOHN DEERE	50	49	2.0	28.4	481	613
NEW HOLLAND	28	16	75.0	15.9	173	229
KUBOTA	20	10	100.0	11.4	108	130
MASSEY FERGUSON	13	13	0.0	7.4	468	148
CASE IH	10	23	-56.5	5.7	121	143
FENDT	10	5	100.0	5.7	84	82
TRACTOR	10	3	233.3	5.7	73	95
CLAAS	9	20	-55.0	5.1	84	110
CASE	8	5	60.0	4.5	59	103
OTHER	18	23	-21.7	10.2	294	245
TOTAL	176	167	5.4	100.0	1945	1898

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Hilux TRD won't be everyone's cup of tea

Toyota New Zealand released its latest limited-edition Hilux TRD double cab on January 1, no doubt hoping to capture the wave of New Year buyers looking for a smartly accessorised light commercial vehicle.

***DIESELtalk* had the pleasure of driving a TRD 4x4 manual over the Christmas and New Year break, and we came away from the experience feeling that this vehicle is targeted to the private recreational user rather than a fleet user needing a workhorse.**

TRD is an acronym for Toyota Racing Development, which is the company's performance and accessory brand, and provides buyers with everything from a set of embroidered floor mats, to upgraded suspension packs, engine tuning, and bolt-on accessories.

The previous-generation Hilux saw a TRD Sportivo limited edition offered just before run-out, so Toyota New Zealand recognises that there is a very high demand for dressed-up trucks, and no doubt it's profitable, too.

The 2017 Hilux TRD double cab will be available in seven colours, and customers will have the option of two-wheel-drive or four-wheel-drive with a manual or automatic transmission.

Pricing starts from $53,990 for the TRD 4x2 manual: the TRD 4x2 auto retails at $56,490, the TRD 4x4 manual is priced at $63,990, and the TRD 4x4 auto retails at $66,490.

What's new?

Essentially the 2017 TRD is an SR5 grade Hilux with some serious cosmetic surgery, but there are no performance enhancements, it drives like a stock-standard vehicle.

It is distinguished from the regular SR5 by the TRD 18-inch black alloy wheels and Maxxis all-terrain tyres, the black plastic TRD fender flares, the TRD honeycomb front grille, and the alloy front nudge bar and bonnet garnish in matte black.

Exclusive to the Hilux TRD is the motorised hardcover with LED interior light and anti-jam technology, with an anti-slip liner covering the deck area. The cover is protected by a matte black sports bar, and is capable of carrying up to 50kg, so it will cope with a couple of road or mountain bikes thanks to the integrated rails which facilitate this.

There is a TRD badge fitted to the tailgate, with matching decals on the rear of the tray, and embroidered floor mats in the cabin to complete the unique look of this limited-edition Hilux.

Inside the Hilux TRD retains the same cabin upholstery and appointments of the SR5-grade model from which it's derived. While the Hilux dashboard appears busy, most of the controls are easily and intuitively used, but the quality of the plastics in places can be a little variable in look and feel.

The large central touch screen that drives the infotainment system looks as if it was wedged into the middle of the dashboard in a last-minute design decision, but it works extremely well.

The Toyota navigation system provides good clarity and street names at a glance, while the resolution from the reversing camera is clear, and makes reversing a low-slung trailer much easier, given the blind spot created by the hard cover lid.

Hooking up a Bluetooth cell phone takes seconds, the reception quality is excellent, and there is also voice activation, which is a boon when on the move.

In 2015 the new-generation Hilux scored five stars in the ANCAP test, helped by features including stability control, hill descent control,

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trailer sway control plus LED daytime running lights and seven airbags.

Driving character

The glacier white Hilux TRD as tested by *DIESELtalk* has a six-speed i-MT manual mated to the Euro V–rated 2.8-litre four-cylinder turbodiesel, producing 130kW at 3400rpm and 420N of torque available from 1400–2600rpm.

It's not the most powerful engine in the class, but the new Hilux 2.8-litre turbodiesel four-cylinder is much quieter and more refined than the previous 3.0-litre unit.

The engine employs an economy mode, i-MT mode, and a power mode. In the economy mode, the Hilux felt restrained, while the power mode unleashes significantly more mid-range torque.

Toyota's i-MT mode will raise the engine speed to smooth downshifts, but the transmission feels too highly geared for urban use. In the 50–55km/h range we were constantly changing between third and fourth gear, fourth being too high, which caused the engine to lug.

The six-speed automatic might be the better option for city users, with the manual better suited for those who spend life on the open road and occasionally off road.



Quality workhorse

Despite wearing a new suit of clothes, the Hilux TRD retains its intrinsic quality — as a tough and capable workhorse with a braked towing capacity of 3500kg, the low range four-wheel drive system with diff lock, and the rugged chassis that will withstand years of punishment.

The ride quality, when not laden, isn't bad even with the bigger wheel and tyre combination fitted to the TRD, but in typical Hilux fashion, it always improves with a load on the back or a heavy trailer on the tow ball.

The fly in the ointment is that while it provided the motorised hardcover for a more urbane audience, Toyota robbed the Hilux TRD of the ability to carry almost anything in the load bed.

While the hardcover does provide waterproof and burglar-proof security, it restricts the capacity and dimensions of the desired load to within the interior height of the load bed when the lid is closed.

We ended up hiring two different trailers to help friends move house, as though cartons of personal effects and household goods easily slid into the tray of the load bed, taller and bulkier items such as chairs, tables, beds and other furniture wouldn't fit underneath the hardcover lid.

But it's horses for courses, and while some people will possibly curse the hardcover sometimes, others will love it and be very happy with the security it offers, plus the ability to raise and lower it at the touch of a button.

The Hilux TRD won't be everyone's cup of tea, but in saying that, with the market continuing to run red hot, we don't think Toyota New Zealand will have any problem selling all 300 of this limited-edition utility.

Revised Valente still ticks the boxes



For the 2016/7 model year, Mercedes-Benz refreshed its eight-seat Valente people mover by adding a reversing camera and front and rear Parktronic sensors, plus active park assist for automated parallel and perpendicular parking.

DIESELtalk first drove the five-metre-long Valente in August 2015, when these features were optional, so it is pleasing to see the manufacturer making them standard equipment without a massive increase in the current manufacturer list price of $69,700.

The one-size-fits-all MY16 Valente now features a chrome grille, a larger AdBlue tank, and Mercedes-Benz upgraded the gross vehicle mass (GVM) and towing capacity, which are now a very useful 3100kg and 2500kg respectively.

If required, Mercedes-Benz enables buyers to a purchase a nine-seat version of the Valente with a two-person front bench seat.

The Euro 6 Valente continues with a four-cylinder 2.2-litre turbodiesel unit that offers 120kW of power and 360Nm of torque, channelled to the rear wheels through a seven-speed automatic transmission.

Mercedes-Benz quotes combined fuel consumption of 6.3l/100km for the Valente, and says it has 25,000km service intervals.

A multifunction steering wheel and cruise control are standard, as is the interior chrome package. The driver gets a multi-adjustable seat with lumbar adjustment, as well as flappy paddles for the automatic transmission.

The crosswind assist system, attention assist, and the adaptive electronic stability programme are all standard features on the Valente, and it also has ABS, ASR, BAS, EBD, ROM, LAC, RMI, USC, brake disc wipe and electronic brake pre-fill.

Technology such as collision prevention assist, lane keeping assist, blind spot assist, and intelligent LED lighting are options available for the Valente, which as standard will engage the hazard lights when you come to an emergency stop from high speed, to advise people behind that the Valente is now indeed a danger.

The Valente continues to be a quiet urban and motorway cruiser: there's more than enough engine performance, even when laden with eight people on board.

Passengers in the second and third rows appreciated the Valente's rear air conditioning ducts, and the individual comfort seats.

Entry and exit into the third-row seats is from both sides of the vehicle. The two outer seats in the middle row tilt and fold over to allow easier access.

Fuel economy during our test drive again hovered at seven to 8l/100km, because most of our running was in stop-start urban traffic.

Other optional items on this Valente included indium grey metallic paint ($1785), 17-inch alloy wheels ($850), roof rails ($600), Becker map pilot navigation ($1080) and rear privacy glass tint ($465), taking the recommended retail price (excluding on-road charges) to $74,480.



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