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

DIESELtalk

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Kiwis spent more on EU equipment

In the year to March 2015, New Zealanders spent more on vehicles, parts and accessories from the European Union than from Japan for the first time ever, according to Statistics New Zealand.

The European Union was also our largest provider of imported mechanical machinery and equipment.

New Zealand's largest import expenses during the March 2015 year were vehicles, parts and accessories from the EU and Japan, and mechanical machinery and equipment from the EU.

International statistics manager Jason Attwell says that for the first time ever New Zealanders spent more on vehicles, parts, and accessories from the EU ($1889 million) versus Japan ($1859 million).

New Zealand importers spent $726 million sourcing vehicles, parts, and accessories from Thailand and $631 million from the USA.

The figure spent on mechanical machinery imports from the EU was $1,622 million, in comparison to China being $1,546 million and the USA being $1120 million.

"Collectively, the European Union (EU) was our largest source of imports, as New Zealand bought $8.6 billion of goods and $2.9 billion of services from

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Isuzu Trucks ahead as market stalls

Isuzu Trucks has finished May as the market leader in new trucks with 403 registrations as opposed to 320 in the previous corresponding period, which represents 25% growth in a truck market that has only grown seven units or less than .03%.

The market for vehicles over 3500kg GVM totalled 404 units in May 2015, down 4.3% an the same period last year.

However, registrations for the year are still up, to 1944 trucks from 1893 in the previous corresponding period.

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Isuzu Trucks ahead as market stalls

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Isuzu Trucks was the clear market leader for the up 18.7% to 89 units, a 22% market share.

That figure can be broken down into 37 N Series (light duty) registrations, 35 F Series (medium duty) registrations and 17 Giga Heavy duty) registrations. Hino took second place with 69 units for a 17% market share, and Fuso saw 57 units registered for a 14% market share in May.

Mercedes-Benz took fourth place on the charts with 25 registrations followed by MAN and UD trucks who both saw 20 registrations each.

Year-to-date data shows Isuzu Trucks at 403 registrations to the end on May which is 149 units ahead of Hino which is on 254, and 163 ahead of Mitsubishi Fuso which is on 240.

"May was a good month for Isuzu with good results in all segments that saw us achieve our registration target for the month," says Isuzu Trucks sales and marketing manager Michael Doeg.

"Our current Fuel promotion has kept enquiry levels high with a good indication of heightened interest heading into Mystery Creek Fieldays.

"We had a great month in the medium segment with 35 F Series unit taking our annual registrations in medium trucks to 135, and a market share that we expect to be in excess of 30%," says Doeg.

"For Isuzu we seem to be going from strength to strength with our year-on-year volume to the end of May being 403; compared to 320 at the same time last year, which represents 25% growth.

"In the same period the truck market has grown only 7 units or less than .003%.

"The figures seen to indicate that the truck market is levelling off a little or at least registrations are.

"In saying that, Isuzu continues to see a high level of enquiry and as our year-to-date figures show, we continue to outgrow the market," he says.

Kiwis spent more on EU equipment

Continued from page 1

there. Imports from Germany, the United Kingdom, and France made up over half our imports from the EU," says Attewell.

The EU countries include: Austria, Belgium, Bulgaria, Croatia, Republic of Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden and the UK.

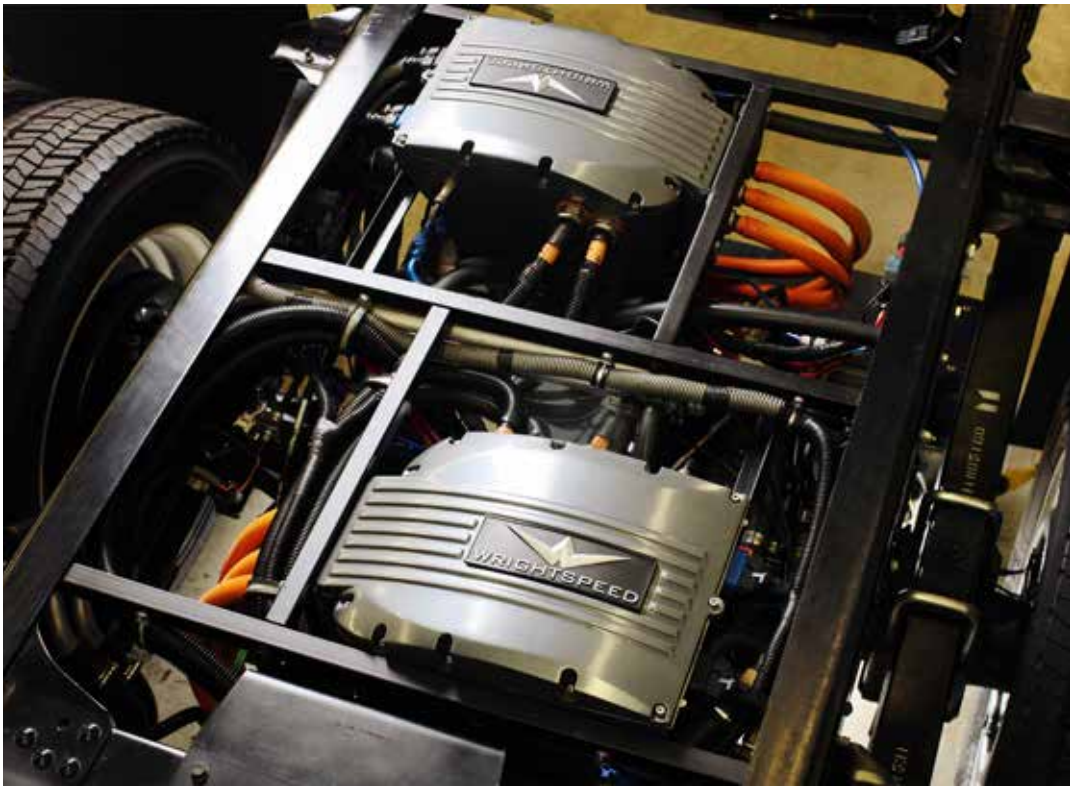
According to Statistics New Zealand, our country's largest export earners during the March 2015 year were dairy exports to China, and spending by visitors from Australia and the EU while travelling in New Zealand.

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Tesla's Kiwi co-founder focussed on electrifying trucks

When Tesla co-founder Ian Wright left the Silicon Valley electric car manufacturer to start his own company **Wrightspeed**, he didn't plan to make electric power-trains that can be installed on medium and heavy duty trucks.

Nor did he plan on bringing such technology home to New Zealand, but he says the high cost of diesel here would make it economically viable.



According to the *Associated Press* when Kiwi-born Wright left Tesla, he simply wanted to make high performance electric sports cars .

But he struggled to raise investor interest because the market simply wasn't big enough, so switching to a commercial vehicle focus made sense, given the 2.2 million trucks in the US which are a major source of air pollution and greenhouse gas emissions.

In California, the incumbent governor Gerry Brown wants to cut petroleum use in cars and trucks by 50% by 2030.

Wrightspeed has been the benefactor of grants from the California Energy Commission, which funds alternative fuel technologies that could help the state reduce its dependence on fossil fuels.

The company has also raised venture capital from Silicon Valley.

The Wrightspeed plug-in power-train features an electric engine, battery system, and an on-board turbine power generator that runs on diesel or natural gas and recharges the battery when it gets low.

Wright says that a truck fitted with the system can run on battery power for 50km before the turbine kicks in and recharges the battery. He says that the system roughly doubles the fuel efficiency of trucks and reduces the cost of maintenance.

Installing a Wrightspeed power-train costs around US $150,000 to $200,000 but the San Jose-based company is receiving interest from local fleet operators who need to meet increasingly strict California emissions standards, but don't want to replace a vehicle in its entirety.

"You can take this truck that you've invested all this money in, and it's still in good shape, and you can swap out the power-train for our power train, and suddenly you are emissions compliant," says Wright.

Wright says that fleets will recoup their investment in less than four years, due to the saving in fuel and maintenance on each truck fitted with the Wrightspeed system.

Currently the Wrightspeed company is installing its power-trains into 25 FedEx delivery trucks and also retrofitting it to 17 refuse trucks owned by Ratto Group, a waste management company based in Santa Rosa.

Ratto Group says it could convert many more of its 300 vehicle fleet if the technology performs as hoped. Its chief operating officer Lou Ratto says he hopes to transform his fleet and the industry by proving the technology in partnership with Wrightspeed.

Wrightspeed is now preparing to move premises to meet the growing demand for its product. It will move into a former aircraft hangar at a decommissioned U.S Naval Air Station in Alameda. Wright says the company is planning to expand its workforce from 25 to 250 employees over the next three years.

Wright told *TV3 News* that he plans to bring the Wrightspeed system home to New Zealand because the economics make even more sense with our higher diesel prices.

He says that increasing the efficiency of truck fleets is more worthwhile than increasing the efficiency of cars.

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Keeping track of the trucks

Stratford-based truck rental firm **Rigs N things** is owned by Merv Hooper who knows his trucks – and he knows how to keep track of them too. He had Navman Wireless install GPS tracking which proved very useful when one of the trucks was stolen.



"One night before getting into bed I checked our GPS tracking system on my phone and noticed a light moving that shouldn't have been," says Hooper.

"I rang 111 but the police informed me they didn't have a unit available to respond. So I informed them I was going to go and find the truck myself.

"My wife drove the car while I tracked the truck on my phone. We found a police car parked on the side of the road and I asked the officer to call HQ and tell them where the missing truck was.

"He asked, 'Are you psychic?' I said, 'No, but my cell phone is.' Twenty seven minutes after I discovered that the truck was missing we were alongside it and the occupants were under arrest."

Using the GPS tracking system, Hooper was able to give the police a report of exactly where the truck had been driven in the time it was stolen. It turned out that it was more than a vehicle theft.

"The people who stole my truck had taken it on a drug run. Over the next few days the police checked all the places they'd stopped while driving my truck, and the driver and passenger were convicted," he says.

Rigs N Things has been in business 15 years and has a range of trucks which carry from 2 to 8 tonne loads. It's also the only company in Taranaki which offers ferry tie downs on its trucks so they can be taken across on the Cook Strait ferry. The company is a qualified coach builder and is NZTA heavy vehicle manufacturing certified.

Hooper has Navman Wireless GPS tracking units installed in 17 of his 19 trucks and also uses Navman Wireless OnlineAVL2 software to monitor and manage his fleet.

A number of Hooper's trucks are on long lease, so it's important that he can bill monthly for the lease, kilometres and road user charges.

"Navman Wireless 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 cash-flow. There are no arguments with our customers now, the GPS tracking resolves any potential disagreements."

The system also helps Hooper offer flexibility to his customers.

"Some of my long lease customers don't use the truck every day. Using the GPS tracking system I can draw a geofence 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."

Hooper says that servicing and maintenance is really crucial in the life of a truck, particularly for rental trucks.

"I've set up alerts in the system so I know when the CoF is due for each truck, and when routine servicing and maintenance is required. If it's a truck out on lease, then I call the customer and get them to bring it in, then simply swap it over. So they still have a truck to use and I can get the maintenance done on time.

"Navman Wireless has really helped us with improving our servicing. I had tried another GPS tracking company, but we couldn't monitor the servicing easily."

Hooper keeps an eye on how his trucks are being driven by his rental customers.

"If our customers are driving at excessive speed we ring and talk to them. We fine our customers if they go over 105km, $50 per offence. It's in the contract.

"We also monitor the truck battery. For example, if we see they've been using the tail lift without starting the engine, we know that's likely to run the battery down, so we call and warn the customer before they flatten the battery completely. It's a big saving for us because we don't have to go out and rescue them," he says.

Geofencing also helps Hooper get more done without compromising customer service.

"We drew a geofence around our own yard in the GPS tracking system, which means that as soon as someone drives one of our trucks back into our yard, we know they've arrived. It makes my life a lot easier and it means we sort out any issues straight away."

"Navman Wireless allows me to manage and monitor the two most important parts of my business – staff and vehicles/plant. You can't make money without them," he says.

RVE develops rugged concept Colorado

Visitors to the Holden stand at the National Fieldays this year will be greeted by a rugged concept Holden Colorado ute, developed by Auckland-based aftermarket specialist Retro Vehicle Enhancements (RVE).

This one-off concept developed by RVE has been built as a drawcard for Holden New Zealand and it uses both genuine Holden accessories as well as a number of aftermarket products manufactured for, and supplied by, RVE.

The rugged concept Colorado features unique leather upholstery with a laser etched tattoo design on the seats surface which sets it apart.

Up front the rugged concept Colorado is fitted with



a genuine Holden front steel bumper/nudge bar which has been fitted with genuine Holden spot lamps as well as accessory lights. A factory air snorkel is also fitted.

The suspension has been raised by 50mm at the front but only 35mm at the rear because RVE says the normal factory ground clearance was quite tall.

Maxxis Big Horn mud tyres are fitted to black rims on the rugged concept but A/T tyres are an option says RVE.

Unique to RVE is the ROC sports bar that is fitted to the rear tray of the rugged concept, which is designed to work in tandem with the ROC trifold deck lid specially designed by the aftermarket specialist. A light bar has also been custom designed to fit on the top of the sports bar.

RVE says the trifold deck lid was the result of three years development and it has a full rubber seal across the three hinged joints of the lid which ensures that there is no water leakage when it is fully secured across the deck.

Unlike other fixed deck lids, the trifold allows the flexibility for large items such as white ware or taller objects to be carried in the tray with the lid folded up in-situ. Or for items such as trail bikes, then the trifold lid can be easily be removed and stored in one side of the tray.

One further item is the fully moulded bed rug which not only protects the the painted metal tray deck from damage, it also provides a comfortable surface for people to sit/kneel upon, and in some cases, owners have been known to sleep in the tray overnight!

Electronic tolling won't slow you down

The New Zealand Transport Agency (NZTA) will own and operate three toll roads in New Zealand from August 2015.

Using toll roads means less time sitting in traffic and faster movement of goods to market, increasing productivity and benefits to New Zealand's economy says the NZTA.

According to the NZTA, drivers can expect to save around 12 minutes by taking the Tauranga Eastern Link toll road, the newest toll road. Located between the Paengaroa roundabout and the Domain Road inter-



change, the 15 kilometre toll road offers an alternative to the Te Puke Highway, through Te Puke.

Paying the toll electronically by account is the most convenient way to pay and covers travel on all three toll roads.

Bill Me, the account option for commercial organisations, allows drivers to travel on any New Zealand toll road as many times as required, and then they or the organisation they work for, will be sent an invoice at the end of each month.

If your organisation already has an account set up for the Northern Gateway toll road, north of Auckland, you don't need to do anything as your account will automatically cover travel on all three toll roads.

Go to www.tollroad.govt.nz to set up an account and for more information on the toll roads.

All three toll roads use electronic tolling, so drivers don't need to slow down, stop, or hunt for loose change. The gantry uses cameras and sensors to capture an image of the vehicle's registration plate and assign the correct toll, based on the size of the vehicle. If an organisation owns several vehicles it can list them on one account.



Self-driving trucks are now reality

Hot on the heels of the autonomous Freightliner Inspiration Truck, which made its public debut in May 2015 at the Hoover Dam, Texan truck manufacturer Peterbilt has released an autonomous truck of its own.

It's not a panacea to the driver shortage we face in New Zealand, but these automated driving systems – which utilise camera and radar technology to steer, accelerate and brake the trucks – are being developed as an assistance to the drivers of heavy commercials that cover long distances, in markets such as the USA and Europe.

Texan manufacturer Peterbilt says it is interested in licensing its autonomous system to operate on roads in Nevada which is the only state in the USA thus far which will allow such technology to be used by trucks on its highway network.



According to an article written by *TruckNews.Com* editor James Menzies, Peterbilt refers to its system as 'advanced driver assist', and says it is a stepping stone to a true autonomous vehicle.

Peterbilt's manager of advanced concepts, Bill Kahn, told *TruckNews.Com* that the Peterbilt truck does qualify as a level 3 autonomous vehicle, according to the definition given by the National Highway Traffic Safety Authority (NHTSA).

According to NHTSA: "Level 3 automation enables the driver to cede full control of all safety-critical functions under certain traffic or environmental conditions and in those conditions to rely heavily on the vehicle to monitor for changes in those conditions requiring transition back to drive control. The driver is expected to be available for occasional control, but with sufficiently comfortable transition time."

Menzies reports that during a demonstration at the Texas Motor Speedway in May, the advanced driver assist system of the Peterbilt did everything that the Freightliner Inspiration Truck had done previously in a media demonstration, and some things it did not.

Both the Freightliner and the Peterbilt use cameras to seek out lane markings and steer the trucks within its lane. However, if there are no marked lanes, then the Peterbilt can use high precision GPS mapping to follow a route thats been pre-programmed into the system.

Another difference is the Freightliner Highway Pilot system currently is only available at highway speeds,

Continued on page 14



What would sourcing parts easier, faster and cheaper mean for your business?

The PartsTrader website has revolutionised the way New Zealand's best repairers and suppliers work together – delivering on its promise to get the right parts, at the right time, for the right price to tens of thousands of satisfied users.

When any repairer can access all suppliers for any part type at the touch of a button, it means there is less down time spent sourcing parts, more options for the customer, and the most competitive pricing available.

On PartsTrader, repairers load their jobs, and suppliers will tender back confidential quotes on the parts required. All the options are displayed on screen, and the repairer can make the choice about what is important to them and their customers.

PartsTrader has been operating for more than 10 years in the collision repair market and more than 75% of all panel parts used in New Zealand are purchased through the PartsTrader platform.

In July PartsTrader will launch into mechanical parts for cars and heavy vehicles in the private and commercial sectors. Many of New Zealand's largest fleet operators are already signed up to PartsTrader – they can see the advantages in time, price and the data the system provides.

For the first time, mechanical repairers will be able to access the benefits that collision repairers have enjoyed for many years.

Greg Murphy has jumped on board to represent PartsTrader and introduce mechanical repairers to this new development. Prospective workshop customers take a lap around the PartsTader track with Murph in the passenger seat at **www.go.partstrader.co.nz**.

PartsTrader has also been working with the Road Transport Forum (RTF) to provide this new opportunity to the heavy vehicle sector. RTF believes that the benefits of PartsTrader will assist truck operators and repairers to speed up their repairs, reduce their admin time and minimise their parts cost.

Workshops don't need any software or hardware, just an internet connection and best of all it's free to use! After the application is processed, workshops can put out requests quickly and be in the position to reduce down time searching for parts, on every job and every day. Finding rare parts and a range of types is easy, and the competitive market means savings are made every time.

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"I'll have a part up for tender in a couple of minutes, and then get straight back to the floor. When I get back to my desk there'll be quotes waiting – I just pick the one that's best for the customer and that's it, it's done."
- Another Orange Service Centre

"We have been using parts trader for a couple of months now and have found it a great time and money saving tool. . . I would recommend parts trader to any repairer in the Automotive industry."
- Waiau Pa Automotive Solutions

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Technical skills crisis is worsening

It is that time of year when MBIE [the Ministry of Business and Innovation and Employment] review the Immigration NZ essential skills lists. Soon we will know whether the occupations for automotive technicians and motor body builders [panel beaters] and automotive refinishers [painters] will be included on these lists.

In my opinion it has never been more important than right now to ensure these occupations are included in the essential skills lists.

Why? Because licensed immigration advisers tell us lack of inclusion can complicate immigration processing for migrants. The reason we need these migrants is that we are heading for a technical skills crisis.

I was appalled to hear in late 2012 of the removal of technicians from the skills lists from 2013 and have since attempted to overturn this decision. The impacts for industry are massive and in my opinion the blame for reduced apprenticeship training should not just fall on employers.

Let's take a look at the scenario we could be heading towards. For over two years now the MIA has been reporting record new vehicle registrations and will again this year, making three years of record breaking statistics. Employment resources are stretched to the limit in many workshops.

When sending in submissions to MBIE for the essential skills review we are required to research the market place. This year, instead of requesting the number of automotive trainees, we requested the number of apprentices graduating from MITO apprenticeships.

We concentrated on one qualification: the National Certificate in Motor Industry (Automotive Electrical and Mechanical Engineering) with strand in Light Vehicle (Level 3 and 4). For those of us who want it simple we know the job title as an 'automotive technician'.

These are the following graduate numbers reported by MITO for the three most recent years:

- 2012 = 282
- 2013= 197
- 2014= 130

I am reminded this is not the total picture; the graduate numbers are only for those completing their industry qualifications through MITO. National distributors training technicians with specific brand knowledge, for an example, may not be included in these figures if there is no training connection to MITO.

None-the-less, these are the figures from our peak industry training organisation. Are these figures dangerously low or am I being alarmist as was politely inferred last week? Regardless of your thoughts either way, highlighting a need for repairers to pick up our game on the training front is a positive step.

Calling three of NZ's top after sales managers, all passionate training supporters, I asked the question: "What is the ideal ratio of apprentices to technicians?" The number is 1 to 3 according to all three after sales managers.

So, as an industry, how successfully are we in achieving progress to ease the shortage of automotive technicians? This can only be addressed with knowledge of how many workers are employed as qualified automotive technicians. We are seeking to source this figure as this article goes to print.

What we can do is take the MITO graduate figures for 2012, 2013 and 2014 and multiple these by three. If the ratio of 1 apprentice to 3 trade personnel is correct and we are training sufficient skills then there are only 1827 technicians employed by more than 4000 MTA members.

There will be a higher number of trainees than this, as some are being trained outside MITO's influence, but any which way we look at it, 130 MITO qualified automotive technicians in 2014 is cause for alarm, so yes, count me as being alarmist!

When MBIE refused to reinstate automotive technicians to the essential skills lists they wanted to get our attention. They have now got it! I just wish I asked for the real figures back in 2012 because reducing employers' ability to staff their workshops with skilled migrants capable of training apprentices probably isn't the right way to increase training numbers.

Steven Joyce was on track however with the 'Get Started' apprenticeship program which helped both employers and apprentices.

Back to the issues: It occurred to us to ask our same after sales managers whether they are all achieving a ratio of 1 apprentice to 3 trade personnel. It seems in some sectors of their service operations the ratio of 1 to 3 is being achieved. In others the ratio is 1 to 4. The reasons why the ratio of 1 to 3 wasn't being achieved ranged from producing a workable financial model through to having the technical competency in all departments to train the technicians.

One company was achieving the 1 to 3 ratio in one dealership but not another. They didn't have the skills in the second branch to achieve the ratio.

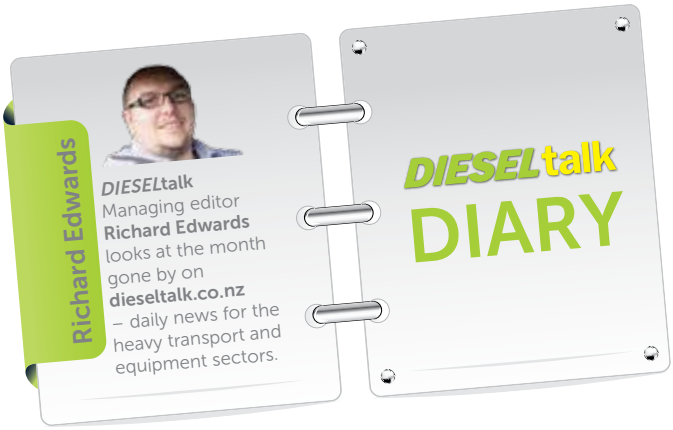
Challenges are also faced by some smaller workshops when it comes to employing apprentices. Speaking with a range of owners from smaller repair shops, the primary concern is making the financial model work. A workshop employing just four technicians competing against the larger branded dealerships, with support from the national distributors, often competes on price.

For some owner operators this means all hands on deck to be productive. In years past government subsidised training schemes paid for the polytechnic training. The apprentice would head off

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Russell Phillips is New Zealand's most experienced automotive recruiter, and has operated a specialist recruitment company since 1991. He reports for *AutoTalk* on the employment market monthly. *www.automotiveemployment.co.nz*



May 1

Gough family power struggle continues

Gough Group deputy chairman and strategic development manager Ben Gough, and his sister Gina Satterthwaite, have successfully appealed a high court judgement that could have seen Ben Gough losing his seat on the board of the company.

Ben Gough and Gina Satterthwaite have a marginally small controlling stake in the equipment and heavy machinery company which was co-founded by their grandfather Tracy T Gough in 1929, and holds the lucrative dealership for Caterpillar trucks and heavy equipment .

May 4

HWR Group fuel efficiency initiative gets ministerial tick

Energy and resources minister Simon Bridges says Southland is fast becoming a hub for the nation's energy efficiency activities and he believes this can play a vital role in growing Southland's economy.

"It's great to see local industry is adopting a progressive approach to developing sustainable and economic energy options."

Last Friday Bridges visited HW Richardson Group, an Invercargill-based heavy vehicle transport business that has signed onto EECA's heavy vehicle fuel efficiency programme.

May 5

All companies will need a New Zealand resident director

Overseas-owned automotive businesses operating in New Zealand may face some more stringent legislative requirements, with changes to our company law that came in late last week.

This law change could potentially affect the new and used automotive and heavy diesel import trade which has a number of wholesale and retail businesses owned and lead from overseas.

UDC Finance is NOT for sale

While the ANZ bank is selling off Esanda Finance in Australia, the bank's asset finance arm in New Zealand – UDC – is 'definitely not for sale'.

Speaking to AutoTalk this afternoon, Tessa Price UDC's chief executive officer says: "The Esanda sales process does not involve UDC in any way."

May 6

Navman says new software improves driver efficiency and safety

Navman Wireless New Zealand has announced its next generation in-vehicle fleet tracking, navigation, and messaging device, the M-Nav 950.

Features include truck-specific warnings and landmark navigation, on-screen signature capture as well as free lifetime map updates.

May 8

ManaBus.Com acquires Naked Bus

ManaBus.Com has announced it will acquire the Naked Bus business, and Naked Bus founder and chief executive Hamish Nuttall will be the managing director of the combined company.

May 11

Isuzu Truck dealers named International Grandmasters

Four New Zealand Isuzu Truck dealers have received the highest dealer award from GM at a function in San Francisco, California.

Ashok Parbhu – CAL Isuzu Hamilton, Micheal McCready – Robertson Isuzu, Jared Morris – Wadsco Isuzu Blenheim, and Gary Clement – Smallbone Isuzu Ashburton, have all been named 2015 GM International Grand masters

Stock effluent management doesn't end at the gate

Waikato Regional Council says dairy farmers need reminding about the importance of good stock effluent management during the upcoming Gypsy Day on June 1.

Thousands of cows will be transported from one farm to another, allowing a greater potential for effluent to spill on to roads creating hazardous driving conditions.

To help reduce the amount of stock effluent produced in transit, the council says its important to prepare animals prior to transport, by not giving them green feed for four to six hours before their journey.

International Telematics signs deal with insurance broker JLT

New Zealand telematics company International Telematics Limited (ITL) has announced a partnership with global insurance broker JLT, to offer general truck and specialised transportation cover for ITL's large and rapidly growing customer base.

JLT Transport (a division of JLT New Zealand Ltd) partners with both National Road Carriers and the New Zealand Trucking Association; so teaming up with ITL offers significant benefits for its customers.

May 12

Minister signals further ACC levy cuts

Further cuts to the ACC levy across the board will be announced in the 2015 Budget.

ACC minister Nikki Kaye says the forthcoming budget will signal further ACC levy cuts of around $375 million in 2016/17 and $120 million in 2017/18.

Truckometer signals possible OCR cuts in June and July

The ANZ Truckometer report released today says it expects the Reserve Bank to cut the official cash rate (OCR) by 25 base points in both June and July.

This will lead to a general easing of interest rates, (good news for car, truck, and equipment dealers), but a fall in the value of the New Zealand dollar (not such good news for the dealers).

Kiwi innovation to solve global shipping challenge

Changes to international shipping rules could see a Kiwi company capitalise on the development of its portable container weighing scale.

Kiwi tech-company BISON launched the portable container weighing device called the Weighing Jack, to meet the needs of exporters who will be required by legislation to verify the weight of every container they ship from July 2016.

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New tractor body urges caution on ECU remapping

The Tractor and Machinery Association (TAMA) says tractor owners ought to consider potential risks before having engine control unit (ECU) remapping performed on tractors, trucks or other self-propelled machinery.

TAMA general manager Ron Gall says that the process is now being offered in a number of regions throughout the country but it can potentially cause damage to machines and affect factory warranties.

Inaugural FUSO diamond dealers announced

Fuso's Whangarei truck dealer Keith Andrews and Seaview parts and service dealer Richard Dalzell have each received the top accolade at the inaugural diamond dealer conference for Fuso truck and bus.

Andrews, a twenty-five year Fuso veteran with two North Island dealerships, was presented – along with his wife Vicki – with the diamond dealer award.

May 14

Tyre recycling and processing plant to be built

A plant is set to be built to add to those finding ways to get rid of New Zealand's used tyres.

Recycling company Ecoversion is planning a new state-of-the-art plant to process 10,000 tonnes of tyres annually. New Zealand currently disposes of 60,000 tonnes annually.

Automatic option for NZ's top selling medium truck

Isuzu trucks has received its first shipment of fully automatic F Series (10,400-23,000kg GVM) models.

The F Series range of Isuzu trucks has been the number one selling brand in New Zealand since 2010 and year-to-date, this model lies in the top spot with a 34.4% market share through April 2015.

Isuzu sales and marketing manager Michael Doeg says that these new models complement Isuzu's strategy perfectly.

EROAD reaches more than 25,000 Units on Depot

EROAD says that this week more than 25,000 units have been connected to its Depot platform (units on Depot).

This figure is up from 13,453 units on Depot as at 31 March 2014.

International Telematics and Imarda to merge

Fleet management technology companies, International Telematics Holdings Limited (ITHL) and Imarda Pty Ltd, have announced an intention to merge and form a new entity named 'Coretex'.

The merger is subject to shareholder approval, which is expected by the end of June 2015.

May 18

Call for inquiry into rail services and sea freight

New Zealand First wants an inquiry into the performance of passenger rail, rail freight and sea freight and especially the effect of these upon regional economic development.

"Something is seriously amiss with integrated rail and sea freight," says New Zealand First transport spokesperson, Denis O'Rourke.

Truckers to benefit from safety improvements

The NZ Transport agency says changes to state highway 22 – at the Paerata Road and Crown Road intersection – will increase safety for truck drivers.

Two of the key safety features include a dedicated truck lane and a new intersection located further south to ensure longer trucks don't block the nearby railway lines while waiting to turn onto SH22.

"This project will have major benefits to the truck drivers who use this intersection on a daily basis," Brett Gliddon, state highways manager Auckland and Northland.

May 19

Gisborne Haulage man released from prison

A former key figure in Gisborne Haulage has been released from prison less than 18 months into his 4-year sentence.

Nigel O'Leary, 58, was convicted and sentenced to four years' jail after pleading guilty to nine charges in late October 2013. The offending was committed to fund his personal interests in Gisborne Haulage and another company, according to NBR.

May 21

Good news as economy expands

It's all good news for the automotive, transport and equipment sector as the economy just keeps bubbling along.

The nationwide measure of composite economic activity increased 1.1% q/q (3.5% y/y), with the North Island economy expanding 1.2% in the quarter and the South Island growing 1.0%.

Thirteen of fourteen regions recorded an increase in economic activity in the March quarter. That's a broad-based economic expansion in operation, says the ANZ Bank in its quarterly review.

International tops Brisbane Truck Show

The 2015 Brisbane Truck Show has been a stunning success for Navistar Auspac and the return of the famous International truck brand.

"We had a big story to tell and new products to show, and it is extremely gratifying to know that we were able to convey that story and show those products, with such an exceptional level of acceptance, to a broad audience," says Glen Sharman, Navistar Auspac director of sales, marketing and business development.

May 22

Budget puts $249m extra into transport

The Government is delivering on its transport priorities by providing an additional $248.9 million for key transport projects over the next four years, says transport minister Simon Bridges.

This brings the Government's total spending on transport in 2015/16 to $4.27 billion, including $3.01 billion from the National Land Transport Fund.

Hilux aims to be number one ute in 2016

Toyota will have a Hilux for every niche of the ute market when the all-new eighth generation model goes on sale at the end of the year.

By announcing this now – prior to the National Fieldays event next month, which attracts thousands of ute buyers with loads of promotional offers – it's clear that Toyota NZ aims to stave off some compulsive ute buyers by dangling a tasty new Hilux on the horizon.

May 22

"Business as usual" budget

It is 'business as usual' for the heavy vehicle and equipment sectors, after the budget was presented yesterday.

This is the view of the head of the Motor Industry Association, David Crawford.

His comment aptly sums up a steady-as-she-goes budget which has been generally well received.

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May 26

'ToolBlacks' take out five medals

The automotive industry was the clear winner at the WorldSkills Oceania 2015 competition in Hamilton, with those in the New Zealand team – the ToolBlacks, taking away five medals, three of them gold.

WorldSkills, dubbed the 'Olympics of the Trades' is an international competition that brings young people from 73 countries together to compete in their respective skill area.

The auto industry was represented by six apprentices in three categories: autobody repair, automobile technology and car painting, with five of the six kiwi apprentices bringing home medals.

Best Bars strengthens support In Australia

Leading automotive accessory company Best Bars Limited is reinforcing its commitment to Australian customers by increasing staff on the ground and strengthening its technical and sales facility in Melbourne.

The appointment of business development manager Paul Borroni brings the commercial and sales and marketing responsibility for Best Bars' business in Australia under his control. Borroni has more than 15 years' relevant experience in the automotive OES towing and accessory industry.

He says: "It's great to see how technically advanced Best Bars is, in both engineering and manufacturing capabilities, which allows us to offer a superior value proposition to customers."

May 27

Meaty subjects for Forum conference

Road Transport Forum members will now have the opportunity to have their say on some of the major issues affecting the road freight industry at the Road Transport Forum annual conference at the Airforce Museum in Christchurch, August 27-29.

The meaty new sessions are on: performance based standards, the new health and safety requirements, and driver training to the programme.

Hellaby Holdings goes on NZ, AU acquisition hunt

Hellaby Holdings' subsidiary New Zealand Trucks has acquired Diesel & Machinery Services (DAMS), a Waikato-based company which provides maintenance, repair and engineering services to the truck industry.

Hellaby has also unconditionally agreed to purchase Melbourne-based JAS Oceania, an Australian national distributor of auto electrical, automotive air conditioning and lighting components to repair centres, workshops, automotive parts distributors and retailers. On June 1, JAS Oceania will become part of Hellaby's Automotive division.

Kennards Hire appoints NZ GM

Kennards Hire has continued its growth by appointing a New Zealand general manager, Hamish Kibblewhite. Kibblewhite will oversee the operations of the 15 Kennards New Zealand general and specialist branches, over the North and South islands.

Mainfreight profit up 7.7% to $83.5M

Mainfreight has increased its annual profit by 7.7% to $83.5 million over the past year, and says its earnings will rise further in the coming year.

The leading transport and logistics group, notes particularly that it has increased profitability in New Zealand.

The Auckland-based company says profit excluding abnormal items rose 7.7% to $83.5 million in the year ended March 31, ahead of its forecast range of $80 million to $83 million.

Turners' profit up 120% to $18 million

Auction, finance and insurance group, Turners Limited – formerly Dorchester Pacific Limited – today posted its full year results for the financial year to March 31, reporting a net profit after tax of $18.1 million (2014, $8.2 million).

Net profit before tax was $19.0 million. While the group has tax losses to utilise, tax is paid on some profits of businesses recently acquired.

Pūhoi – Warkworth highway moves closer

The construction of the Pūhoi – Warkworth Highway that will connect Northland and Auckland has moved a step closer, transport minister Simon Bridges says.

"Cabinet has approved the NZ Transport Agency (NZTA) to move to the next stage of procurement as a 'public private partnership' (PPP) to finance, design and build the project," Bridges says.

NZTA will invite private sector companies to put forward proposals for financing, designing and constructing the highway, with a view to awarding a PPP contract in October 2016.

Truck 'standstills' can be cut by 80%

The number of unplanned truck standstills can be cut by 80%, according to a study conducted by Volvo Trucks.

In the long term, the aim is that unplanned standstills should entirely disappear. One key explanation for this expected trend is online connectivity in trucks, a development that creates entirely new scope for working with preventive maintenance.

Push for transport hub in Queenstown

Queestown's privately-owned bus transport company Connectabus is pushing for a Frankton transport hub as "the only way" to help resolve increasing traffic and parking concerns in the resort town.

Connectabus has been providing a service for visitors and locals in Queenstown for the past 22 years, during which time it has carried over four million passengers.

May 28

EROAD on fast growth path in the US

Listed transport technology and services company EROAD Ltd, has reported a strong full year result today, delivering continued growth in units and revenue, and successfully establishing its North American business in Oregon, USA.

Highlights are:

- Units on Depot (EROAD's secure website) 23,915 – up by 78% on last year
- Revenue at $17.6 million – up by 76% on last year
- Contracted units totalled 25,862 – up by 81% on last year
- Future contracted Income reaches $32.6 million – up by 83% on last year
- Customer retention rate remains strong at 99.2%
- Net profit before tax and listing costs reached $1.1 million
- Full year results largely in line with forecast
- Secured customer contracts in Oregon worth $3.1 million.

May 29

Tool Blacks team for 'trade Olympics'

After capturing five medals in a preliminary competition, including three golds, the automotive sector Tool Blacks members to compete in the world 'work skills' competition, have been selected.

The 15-member team will represent NZ in 15 of the 45 or more trade skills contested at the WorldSkills International competitions in Brazil. Approximately 1300 under-24 year old competitors from 72 countries will battle it out to win gold in their skill categories.

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Self-driving trucks are now reality

Continued from page 8

whereas the Peterbilt system can be activated from standstill and will bring the truck up to road speed without driver input.

The Freightliner 'highway pilot system' relies solely on its cameras to detect lane markings and can currently only function where lane markings are visible to the cameras, it does not have the pre-programmed GPS system offered by the Peterbilt system.

That hasn't prevented Daimler from extensively testing its highway pilot system on public roads in Nevada after getting the state government to ensure its legality for use.

Menzies says the Peterbilt truck was able to navigate around a road course at the Texas Motor Speedway even though there were no lanes marked on the road because the engineers had chosen the safest and most efficient path and programmed it into the truck's system.



Peterbilt claims the GPS system it uses is accurate to within five centimetres says Menzies. The idea is to achieve lane-keeping using both the camera and GPS systems in a seamless integrated manner and switching between the two, so that in construction zones or other areas where lane markings aren't present, the truck can continue to find its way.

However, because trucks have trailers attached they are unable to follow automotive GPS maps says Kahn.

"So we go out there and teach it what lane it needs to be in and how fast it can go around each of the corners, to drive the route as efficiently as safely as possible."

However, a driver will still need to advise the system whether or not its safe to change lanes.

Menzies reports that Peterbilt has built two 'advanced driver assist' system trucks, one being developed for the Walmart chain of hypermarkets.

However the costs of the system will have to be reduced significantly if it is to become commercially viable for mass production, according to Kahn.

The LIDAR laser system fitted to the demonstration truck cost Peterbilt close to USD $15,000 and it will need to be around USD $1000 to be economically palatable to trucking operators, ditto the pricey cameras as well, says Kahn.

Unlike Daimler which has taken its Inspiration Truck and trailer unit on to public roads, Peterbilt has so far restrained its public demonstrations of a tractor unit only in off-highway environments and the Texas Motor Speedway.

Menzies says that both truck brands says the technology is ready to roll when the regulators and motoring public are comfortable with it. Peterbilt seems to be resigned to the fact it will be a while before the systems are approved for widespread use.

Technical skills crisis is worsening

Continued from page 10

to polytechnic for a couple of weeks at a time and the government would pay the training bill and subsidise the wages.

This made the financial model work for the smaller repairer. It also explains why government invested in building 16 world class polytechnics. There was little down side to training for the employer.

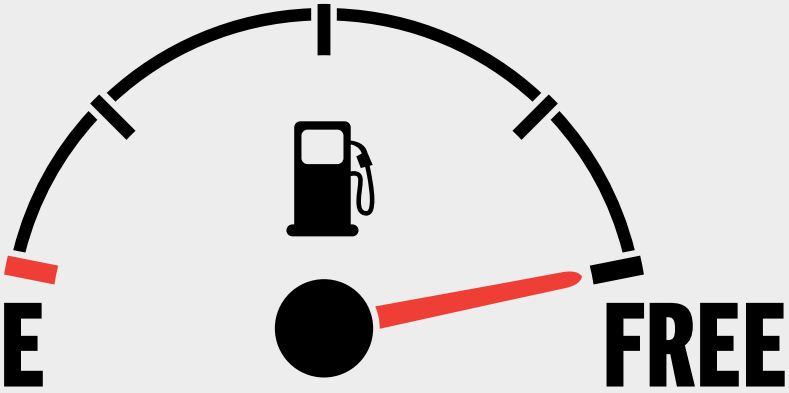
I cannot help but think a return to reviewing the model of government subsidised apprenticeships has merits. How should it look? Perhaps aspects of the current training model and increased polytechnic involvement is the answer? This addresses the issue of reducing the impact for shortages where employers don't have the internal skills capacity to train.

The government subsidies for apprentice wages and training while at Polytech will also help the smaller repairers justify appointing new apprentices. This in itself is probably not enough!

I have observed some of the national distributors training technicians on their own brand moving away from traditional models. I can't help thinking there is an opportunity here to get our polytechnics equipped with brand-specific training equipment and delivering a training model that suits us all.

Perhaps the old apprenticeship system wasn't so broken after all, because this is close to the model that worked many years past.

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New truck market dips but overall sales still up

Vinz
Vehicle Inspection NZ

The new truck market for vehicles 3500kg GVM and over dipped slightly by 4% in May 2015 with 404 units sold as opposed to 422 in the previous corresponding period.

Sales of heavy trucks (over 23,001kg GVM) and medium trucks (9001 - 23,000kg GVM) were down year-on-year but light trucks (3500 - 9000kg GVM) were significantly up, by 39%, on the same period last year.

However, year-to-date registrations of 1944 units is well ahead of the 1893 units registered in the previous corresponding period.

Year-to-date Isuzu Trucks leads the market with 403 units registered, followed by **Hino** on 254, and **Mitsubishi Fuso** on 240.

Volvo is fourth on the table with 145 units registered year-to-date, followed in fifth place by **UD trucks** on 106, and **Mercedes-Benz** on 102 for sixth place on the charts.



Heavy trucks (over 23,000kg GVM) were down 9% from 195 units in May 2014 to 177 last month, but year-to-date 930 units have been registered as opposed to 844 units in the previous corresponding period.

Medium truck (9001-23,000kg GVM) registrations for May 2015 saw the biggest dip, some 25% down on the previous period with 75 units as opposed to 101 in the same period last year.

Continued on page 17

NEW HEAVY TRUCKS OVER 23,001KG MAY 2015

MAKE	MAY '15	MAY '14	% Change	% of Market	YTD '15	YTD '14
ISUZU	26	16	62.5	14.7	121	95
MAN	19	16	18.8	10.7	68	51
HINO	18	26	-30.8	10.2	87	103
DAF	17	13	30.8	9.6	85	70
KENWORTH	15	14	7.1	8.5	71	62
VOLVO	15	26	-42.3	8.5	144	145
MITSUBISHI FUSO	12	16	-25.0	6.8	55	50
MACK	11	5	120.0	6.2	44	21
SCANIA	9	19	-52.6	5.1	60	54
UD TRUCKS	9	12	-25.0	5.1	50	43
OTHER	26	32	-18.8	14.7	145	150
TOTAL	177	195	-9.2	100.0	930	844

NEW MEDIUM TRUCKS 9001-23,000KG MAY 2015

MAKE	MAY '15	MAY '14	% Change	% of Market	YTD '15	YTD '14
HINO	27	20	35.0	36.0	92	88
ISUZU	20	28	-28.6	26.7	106	88
UD TRUCKS	11	15	-26.7	14.7	55	49
MITSUBISHI FUSO	9	14	-35.7	12.0	59	67
IVECO	3	6	-50.0	4.0	13	23
OTHER	5	18	-72.2	6.7	31	83
TOTAL	75	101	-25.7	100.0	356	398

NEW LIGHT TRUCKS 3500-9000KG MAY 2015

MAKE	MAY '15	MAY '14	% Change	% of Market	YTD '15	YTD '14
ISUZU	37	30	23.3	28.0	154	130
MITSUBISHI FUSO	31	14	121.4	23.5	104	89
HINO	23	22	4.5	17.4	74	88
MERCEDES-BENZ	15	13	15.4	11.4	65	62
FIAT	12	6	100.0	9.1	81	61
IVECO	4	2	100.0	3.0	14	17
OTHER	10	8	25.0	7.6	43	47
TOTAL	132	95	38.9	100.0	535	494

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Continued from page 16


Mike Davidson

Year-to-date medium trucks have slipped to 356 registrations as opposed to 398 in the previous corresponding period.

Light truck (3500kg-9000kg GVM) registrations saw the greatest increase in May 2015 with 132 units registered as opposed to 95 in the previous corresponding period, an increase of 39% year-on-year.

More than half of Fuso sales for May came from the Canter light truck with 29 units registered, according to Davidson.

Year to date, light trucks have seen an increase form 494 registrations in May 2014 to 535 this year.

Mitsubishi Fuso sales and marketing manager **Mike Davidson** says the distributor was very pleased with its May registration numbers of 57 Fuso Trucks and Buses.

"It was very pleasing to be up 18.7% on our result for May 2014 and we certainly exceeded our sales expectations for May 2015," says Davidson.

Davidson says that Fuso is ahead of the market year-to-date.

"The total market is up 2.6% on 2014, and Fuso is up 6.6% year-to-date," he says.

More than half of Fuso sales for May came from the Canter light truck with 29 units registered, according to Davidson.

"I would suggest the market has levelled off somewhat but at a very high level," says Davidson.

"Our dealers are continuing to report very strong customer enquiries and demand."

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NEW BUSES OVER 3500KG – MAY 2015

MAKE	MAY '15	MAY '14	% Change	% of Market	YTD '15	YTD '14
ISUZU	6	1	500.0	30.0	22	7
MITSUBISHI FUSO	5	4	25.0	25.0	22	19
SCANIA	3	7	-57.1	15.0	20	17
ALEXANDER DENNIS	2	8	-75.0	10.0	11	52
OTHER	4	11	-63.6	20.0	48	62
TOTAL	20	31	-35.5	100.0	123	157

NEW LIGHT COMMERCIAL MAKES UNDER 3500KG – MAY 2015

MAKE	MAY '15	MAY '14	% Change	% of Market	YTD '15	YTD '14
TOYOTA	646	935	-30.9	20.2	3199	3271
FORD	568	556	2.2	17.8	2730	2437
NISSAN	385	188	104.8	12.1	1532	1140
HOLDEN	327	292	12.0	10.2	1392	1077
ISUZU	235	188	25.0	7.4	1079	800
MITSUBISHI	192	206	-6.8	6.0	1010	934
VOLKSWAGEN	120	98	22.4	3.8	607	507
MAZDA	106	151	-29.8	3.3	509	556
HINO	69	68	1.5	2.2	254	280
SSANGYONG	62	65	-4.6	1.9	310	364
OTHER	481	515	-6.6	15.1	2643	2519
TOTAL	3191	3262	-2.2	100.0	15265	13885

NEW TRUCK MAKES ALL WEIGHTS OVER 3500KG – APRIL 2015

MAKE	MAY '15	MAY '14	% Change	% of Market	YTD '15	YTD '14
ISUZU	89	75	18.7	22.0	403	320
HINO	69	68	1.5	17.1	254	280
MITSUBISHI FUSO	57	48	18.8	14.1	240	225
MERCEDES-BENZ	25	27	-7.4	6.2	102	124
MAN	20	34	-41.2	5.0	87	134
UD TRUCKS	20	27	-25.9	5.0	106	92
DAF	17	14	21.4	4.2	88	80
KENWORTH	15	14	7.1	3.7	72	62
VOLVO	15	27	-44.4	3.7	145	149
SCANIA	13	26	-50.0	3.2	85	74
OTHER	64	62	3.2	15.8	362	353
TOTAL	404	422	-4.3	100.0	1944	1893

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Used heavy commercials dip in May

Vinz
Vehicle Inspection NZ

Registrations of used heavy trucks (over 3500kg GVM) dipped slightly by nearly 3% in May 2015 with 151 vehicles registered as opposed to 155 in the previous corresponding period.

Year-to-date the used heavy truck (over 3500kg GVM) market is ahead with 681 registrations as opposed to 557 in the previous corresponding period.

Used light commercials (under 3500kg GVM) had a rise of nearly 5% with 742 registrations in May 2015 as opposed to 709 in the previous corresponding period.

Year-to-date used light commercials are ahead of last year, with 3611 units registered as opposed to 3083 units in the previous corresponding period.

Toyota leads both the used heavy trucks (over 3500kg GVM) and also the light commercials (under 3500kg GVM), with 46 and 361 registrations respectively.

Second place in used heavy truck registrations goes to **Mitsubishi** on 34 units, followed by **Isuzu** on 24, and **Hino** on 19.

Second place in used light commercial registrations goes to **Nissan** on 138 units, followed by **Mitsubishi** on 44 and **Mazda** on 32, followed by Chevrolet and Ford on 30 units each!



Arrivals up and down in May

Arrivals of new light commercials (under 3500kg GVM) in May dropped to 2631 units after the influx of 4265 units in April.

Arrivals of new commercial vehicles (over 3500kg GVM) in May rose to 288

Continued on page 19

USED HEAVY TRUCKS OVER 23,001KG – MAY 2015

MAKE	MAY '15	MAY '14	% Change	% of Market	YTD '15	YTD '14
KENWORTH	2	1	100.0	28.6	17	2
HINO	1	3	-66.7	14.3	5	9
ISUZU	1			14.3	3	3
IVECO	1	2	-50.0	14.3	2	2
OTHER	2	5	-60.0	28.6	21	19
TOTAL	7	11	-36.4	100.0	48	35

USED MEDIUM TRUCKS 9001-23,000KG – MAY 2015

MAKE	MAY '15	MAY '14	% Change	% of Market	YTD '15	YTD '14
HINO	6	3	100.0	60.0	19	7
ISUZU	2			20.0	9	6
NISSAN	2			20.0	7	
OTHER	0	10		0.0	15	37
TOTAL	10	13	-23.1	100.0	50	50

USED LIGHT TRUCKS 3500-9000KG – MAY 2015

MAKE	MAY '15	MAY '14	% Change	% of Market	YTD '15	YTD '14
TOYOTA	46	31	48.4	34.3	188	126
MITSUBISHI	34	13	161.5	25.4	77	33
ISUZU	21	35	-40.0	15.7	116	114
HINO	12	12	0.0	9.0	72	37
NISSAN	8	19	-57.9	6.0	51	57
FORD	3	1	200.0	2.2	7	6
GMC	2	1	100.0	1.5	4	2
OTHER	8	8	0.0	6.0	44	52
TOTAL	134	120	11.7	100.0	559	427

USED BUSES OVER 3500KG – MAY 2015

MAKE	MAY '15	MAY '14	% Change	% of Market	YTD '15	YTD '14
MITSUBISHI	0	7	-100.0	0.0	4	12
FORD	0	2	-100.0	0.0		6
OTHER	0	2	-100.0	0.0	20	27
TOTAL	0	11	-100.0	0.0	24	45

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units following the 244 units that landed in April.

Used commercial vehicles (under 3500kg GVM) dropped to 319 units in May as opposed to 408 units that arrived in April, while used heavy commercials (over 3500kg GVM) rose to 98 units as opposed to 76 units in April.

Year-to-date new commercial vehicle arrivals tally 15,498, being 14,203 under 3500kg GVM and 1295 over 3500kg GVM.

Year-to-date new commercial vehicle arrivals tally 15,498, being 14,203 under 3500kg GVM and 1295 over 3500kg GVM.

This compares to the total figure in 2014 of 29,569 arrivals of new commercials which shows the industry, once again, is on track for a record year of commercial registrations.

Year-to-date used commercial arrivals tally 2328 being 1921 under 3500kg GVM and 407 over 3500kg GVM.

In comparison to the overall figure last year of 6264, it shows that the used industry is lagging behind new vehicles, in terms of achieving only one third of the previous year's arrivals tally at the end of May, instead of nearly half.

USED TRUCK MAKES ALL WEIGHTS OVER 3500KG – MAY 2015

MAKE	MAY '15	MAY '14	% Change	% of Market	YTD '15	YTD '14
TOYOTA	46	33	39.4	30.5	194	135
MITSUBISHI	34	22	54.5	22.5	85	47
ISUZU	24	36	-33.3	15.9	129	124
HINO	19	18		12.6	96	55
NISSAN	10	19	-47.4	6.6	59	63
FORD	3	3	0.0	2.0	8	12
IVECO	3	3	0.0	2.0	6	6
GMC	2	1	100.0	1.3	5	2
KENWORTH	2	1	100.0	1.3	17	2
MAZDA	2	1	100.0	1.3	14	11
OTHER	6	18	-66.7	4.0	68	100
TOTAL	151	155	-2.6	100.0	681	557

USED LIGHT COMMERCIAL MAKES UNDER 3500KG – MAY 2015

MAKE	MAY '15	MAY '14	% Change	% of Market	YTD '15	YTD '14
TOYOTA	361	338	6.8	48.7	1805	1511
NISSAN	138	153	-9.8	18.6	687	653
MITSUBISHI	44	27	63.0	5.9	141	91
MAZDA	32	35	-8.6	4.3	189	129
CHEVROLET	30	13	130.8	4.0	84	67
FORD	30	28	7.1	4.0	139	129
ISUZU	27	39	-30.8	3.6	150	170
HOLDEN	21	11	90.9	2.8	63	51
HINO	19	18	5.6	2.6	96	55
VOLKSWAGEN	8	5	60.0	1.1	29	17
OTHER	32	42	-23.8	4.3	228	210
TOTAL	742	709	4.7	100.0	3611	3083

NEW TRACTOR REGISTRATIONS – MAY 2015

MAKE	MAY '15	MAY '14	% Change	% of Market	YTD '15	YTD '14
JOHN DEERE	44	60	-26.7	30.1	194	275
KUBOTA	22	13	69.2	15.1	57	46
NEW HOLLAND	19	23	-17.4	13.0	95	106
CASE IH	15	14	7.1	10.3	46	59
MASSEY FERGUSON	13	21	-38.1	8.9	58	56
DEUTZ-FAHR	7	15	-53.3	4.8	38	51
CLAAS	6	5	20.0	4.1	27	26
FENDT	5	3	66.7	3.4	16	26
CASE	4	2	100.0	2.7	34	23
OTHER	11	15	-26.7	7.5	88	78
TOTAL	146	171	-14.6	100.0	653	746

USED TRACTOR REGISTRATIONS – MAY 2015

MAKE	MAY '15	MAY '14	% Change	% of Market	YTD '15	YTD '14
JOHN DEERE	11	11	0.0	19.6	54	61
MASSEY FERGUSON	11	10	10.0	19.6	93	63
CASE	7	2	250.0	12.5	22	14
TRACTOR	6	1	500.0	10.7	20	20
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If you think that new CAT bulldozer on your fleet is a big unit, check this out.

Auto Media Group managing editor Richard Edwards is travelling through the USA at the moment, and he took the opportunity to stop off in West Mineral, Kansas, to visit Big Brutus, which was one of the top ten biggest electric power shovels ever built.

It was built for the Pittsburg & Midway Coal Mining Company by Bucyrus-Erie.

According to Wikipedia Big Brutus cost more than U.S $6.5 million in 1962 when it was shipped in 150 railroad cars to be assembled in Kansas. It only was used until 1974 when it no longer became economical to mine coal at the West Mineral site.

At that time it was considered too big to move and so was left in place. It is the largest existing electric shovel, as 'The Captain' which was twice the size of Big Brutus, and one of the two largest land-based mobile machines yet built was scrapped in 1992.

The Pittsburg & Midway Coal Mining Company donated Big Brutus in 1984 as the core of a mining museum which opened in 1985.

In 1987 the American society of mechanical engineers designated Big Brutus a regional historic mechanical engineering landmark.

Big Brutus can dig from 6-21 metres deep - which was plenty of capacity in the area where the coal seams were relatively shallow. It took a team of just three people to run the machine.

It stands 49 metres high and weighs just short of 5000 tonnes. The bucket holds 150 tons. Its tracks allow it to travel 6 metres per minute.

"If you think it looks big outside, on inside it is comparable to the size of a medium sized warehouse," says Edwards.

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RETROVEHICLE ENHANCEMENT

Fieldays directory

A number of Japanese, Chinese, Korean and European truck brands will return to the Mystery Creek events centre for the National Fieldays which is being held from June 10 to 13.

Last year around 120,000 people flocked into the Agribusiness event which has been running for more than 46 years and pulls many millions of dollars into the Waikato region and beyond.

Around 70% of new heavy truck sales in New Zealand are sold to customers from the Taupo region north, so many distributors regularly make the pilgrimage to the National Fieldays as it provides exposure to a large section of their market.

Last year the distributors all said they saw high levels of enquiry on new products and given the current state of the economy and the buoyancy in the heavy truck and light commercial market, there is plenty of optimism that 2015 will be little different.

Setting up shop at Mystery Creek for the four-day long event is an intensively time consuming and expensive exercise for the truck brands, so no doubt levels of inquiry need to be high to justify the investment of manpower and money.

DIESELtalk spoke to the truck distributors to put a directory together for this issue, to find out the location of their stands and what particular vehicles would be on display and what deals or incentives would be marketed to Fieldays visitors.

MARKET LEADER RETURNS



Isuzu New Zealand will return to site i9 and i10 at the Mystery Creek events centre for 2015.



Micheal Doeg

Sales and marketing manager Micheal Doeg says the company will have a number of new trucks on display including the all new VC36 Giga, as well as medium duty FVZ, FSD, FYH models and light duty NQR, NLR, and NPS models.

For the months of June and July, Isuzu Trucks will be offering a free fuel promotion where new truck buyers will receive free diesel up to the value of $10,000.

All N series buyers will receive up to $2000 worth of diesel, buyers of FR, FS, and FT models will receive up to $3500 worth of diesel, Giga series (excluding VC 36 460Hp and 530Hp models) will receive up to $5000 of diesel and buyers of the all-new Giga VC 36 460Hp and 530Hp models will receive up to $10,000 of diesel.

FUSO CANTERS INTO MYSTERY



Fuso national sales manager Mike Davidson says the three-diamond brand will certainly be at the National Fieldays and will share space with the passenger and light commercial vehicles.



Mike Davidson

"We will share the very large site occupied by Mitsubishi Motors New Zealand on the J30-34 site," says Davidson

"The truck line up will be very Canter focussed this year, featuring our new 5.5 tonne Canter Tipper (with limited slip diff) – it's the only factory tipper in its class with this feature.

"This model will be promoted on-site and in other press advertising," says Davidson.

"Our popular 4x4 Canter single cab will also be featured as it's a very capable and versatile vehicle fit for multiple applications."

HINO RETURNS TO THE SAME



"Hino Distributors will return to thee same site at Mystery Creek as last year, being site number J40," says sales and marketing co-ordinator Wendy Smaling.

"We haven't confirmed the exact models that we are going to have on site but there will be a mix of our light, medium and heavy duty trucks there.

"We hoping to have one of our 917 Tippers there which is a factory built tipper that can be used in many applications," she says.

Smaling also says that Hino will be running a Fieldays pricing special on the 917 Tipper at $54,000 plus GST that will continue through until the end of June, while stocks last.

YOU WON'T MISS THE HYUNDAI



Hyundai Motors New Zealand will once again have the large pavilion at the same site as last year which is located next to the Village Green, says fleet marketing activator Tom Hill.

Hill says while he can't supply specific details on the vehicles to be

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displayed, the company will present a good selection of HD trucks and iLoad vans in the commercial section of the pavilion.

When *DIESELtalk* questioned Hill about any forthcoming promotion on the range of Hyundai trucks and light commercial vehicles he responded by saying that Fieldays deals would be available, and buyers just need to ask the sales staff on the stand.

A FULL RANGE OF TRUCKS AND EQUIPMENT FROM CABLE PRICE



Cable Price national marketing manager brand and communication, Steve Young, says the company will present a full range of its products at stand E105 – E107 which is located opposite the Volkswagen site.

"We'll be in our usual spot on the corner of E and I Roads, and we'll have special deals and give aways, too.

"We will have a full range of products on display including Hitachi excavators and wheel loaders, John Deere wheel loader and skid steers, as well as Scania trucks," says Young.

100% FOTON TRUCK AND UTILITY



Last year Foton trucks and utes had to share space with the offerings from Fiat Chrysler New Zealand but this year the Chinese truck brand will have its own stand.

Sales manager Bruce Clarke says stand F98 will be a 100% Foton stand, and this year a Foton light duty truck with a free alloy tray will be the highlight of the stand.

"We are promoting the Foton truck with alloy tray for $35,209 plus GST, plus on road costs. We think it's a very good deal which should attract plenty of customer attention," says Clarke.

The Foton Tunland single and double cab utes will also be on display.

Clarke says Foton are offering $2000 off the retail price of the single cab Foton Tunland ute models.

A 4x2 Foton Tunland single cab will be on offer from $19,991 plus GST, plus ORC plus tray, and a Foton Tunland 4x4 single cab will be on offer from $24,339 plus GST, plus ORC, plus tray.

UD TRUCKS WAVES THE FLAG



UD trucks sales manager John Gerbich says the company is not actively marketing any specific promotions for the National Fieldays' but it will certainly have a presence at site G14.

Four UD trucks will be on display for customers to browse at, including a MK 1125, a PK 16280, a CW 26380, and a GW 26420.

Utes and LCV at Fieldays

With the pick up/cab chassis market accounting for more than 20% of the new vehicle market, it would be hard to ignore the number of manufacturers with such a vehicle in their line up who will be attending the National Fieldays, with the notable exception of two.

This year Nissan and Mazda will be noticeable by their absence. A Nissan New Zealand staff member told *DIESELtalk* that the company felt the large investment in Fieldays benefitted only a few dealers, and it wants to pursue marketing activities such as the upcoming launch of the new NP300 Nissan Navara that will benefit its entire dealership network.

After many years of attendance at the National Fieldays, Mazda New Zealand says it experienced difficulties in procuring a suitable site for this years event, so the company decided that it would also forgo the event, and concentrate its effort on other marketing activities to the benefit of its entire network as well.

Volkswagen will once again have a large presence at National Fieldays showing off its Amarok ute and range of commercial delivery vans.

Toyota and Holden will be represented by local Waikato dealers, Ford New Zealand is hosting another mammoth display, as is Hyundai which will not only have its huge two-storey pavilion but will also be the official vehicle supplier to the event.

The Ssangyong and LDV distributor will have stands at Mystery Creek, as will the Foton ute and Great Wall distributor, and Renault New Zealand will also fly its light commercial flag too.

Mitsubishi Motors and Isuzu ute New Zealand will also have a big presence at this year's event with targeted marketing on certain models as well as finance offers.

SSANGYONG AND LDV RETURN IN FULL FORCE

Great Lake Motor Distributors, the importers of SsangYong SUV and LDV light commercial vehicles, will return to the Fieldays in full force.



Marketing manager for GLMD, Samantha Farr, says that SsangYong will be found on site I2 – I4 and LDV will be next door on site I6.

There will be a full range of SsangYong SUVs and Utes, including the brand new Tivoli crossover. There will also be a full range of LDV Cargo Vans, passenger vans and cab/chassis with dropside for people to view.

"At Fieldays we provide one-off specials on all SsangYong and LDV vehicles on site only," says Farr.

DARK LABEL VOLKSWAGEN



Once again the Volkswagen brand of passenger and light commercial vehicles are at stand E108 to E110 for the National Fieldays.

"We will have the first Amarok Dark Label in the country on our stand, as well as a decked out Amarok called "Rokky" used by the Hunters Club," says Volkswagen marketing manager Ben Montgomery.

"We will also have Stoney Creeks' Amarok and an Amarok which was used to support the IHC calf scheme on display amongst other vehicles," says Montgomery.

"As for deals, we have released an accessory upgrade including 20" DTM scorpion alloys, a sports lid, and sports tray liner worth $7,000 which customers can get free.

"But the best bet is for people to come visit us on stand to see what we can do for them on the day. Any published offers will be available on our website." says Montgomery.

NEW RANGER ON DISPLAY



The new Ford Ranger arrives in New Zealand in quarter three, but one will be displayed on the Ford stand C99 to C103.

"We are providing a special preview of the new Ford Ranger at Fieldays this year," says Ford corporate affairs manager Tom Clancey.

"It is the same vehicle that was globally revealed at the Bangkok Auto Show, a NZ spec XLT 4WD Double cab."

Ford has already started its 'hot deals' marketing campaign ahead of the National Fieldays, offering a double cab Ranger XLT 4×4 manual well-side model for a transactional price of $49,990, plus on road costs, as opposed to the RRP of $59,540 plus on road costs.

ISUZU UTES RETURNS TO MYSERY CREEK



Isuzu utes will have it's stand at site J6 to J12.

Isuzu marketing manager Gareth Lowndes says all models will be displayed including – LS-T Double Cab, LS Double Cab, LS Space Cab, LX Single Cab Chassis, LX Space Cab Chassis and MU-.X

Lowndes says offers will include a lease on an LS double cab manual 2WD

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for $399 plus GST per month or an LS double cab manual 4WD for $499 plus GST per month. Terms and conditions apply.

The brand is also offerring zero deposit 7.9% Finance on all Isuzu D-Max and MU-X models, but terms and conditions apply.

HOLDEN ONTO FIELDAYS DEALING



Holden says it will occupy three sites at Mystery Creek from E78 to E82.

The Colorado 4x2 Manual/ Auto LS, LT, LTZ and Colorado 4x4 Manual/ Auto LS, LT, LTZ crew and space cab models will all be on display.

Corporate affairs manager Neil Waka says there will be deals cross the range, as well as the 'no wallet, no worries' retail campaign, which offers no deposit, and no repayments until 2016 (terms and conditions apply).

TOYOTA CONTINUES TO PUSH HILUX

Inspite of releasing details of the new Hilux which will land in the last quarter of 2015, Toyota will return to Mystery Creek with a number of Hilux models on display at its stand located at C71 to C75 and L2 to L4.



Toyota is no stranger to doing a Fieldays deal. It is currently marketing the Hilux 4WD SR5 double cab wellside manual model for $48,900 plus on road costs, and the automatic version from $51,990 plus on road costs.

Normally the RRP on these vehicles is $62,790 and $65,290 respectively, plus on road costs.

NEW TRITON GUNNING FOR DOUBLE FIGURES



A big focus on the Mitsubishi stand at Mystery Creek (J30 to J34) will be the all-new Triton ute which was launched in April. The company says it wants to double its sales from 1500 units a year to 3000.

The sole transactionally priced all-new Mitsubishi Triton will be the Double Cab GLS 4×4 manual at $44,490 (usual RRP $57,490) for the month of May and June, and Mitsubishis head of marketing Daniel Cook says that customers will have to talk with their dealers about other deals to be had on the other new Triton models.

Cook says that Fieldays can also drive sales of the Pajero, Challenger, and Outlander SUV, and that there certainly is a flow-on effect from customers coming into the Mystery Creek stand or local dealerships to view the Triton, but he says the bulk of sales will be the ute as farmers are conditioned to buy at this time.

VIVE LA FRANCE



Renault New Zealand will have a full display of its light commercial range, from the compact Kangoo, to the mid-size Trafic, and the large Master delivery van on its site located at J39 to J41.

The French light commercial brand leads the European market and is capturing a following amongst New Zealand fleets looking for a competitive alternative.

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