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

DIESEL talk

Volume 4 | Issue 8 | March 2017

February 2017 arrivals healthy

The total number of new and used vehicle arrivals in February 2017 rose to 25,703 units up from 23,117 in January signalling that confidence remains in the market and that it is on track for another bumper year.

New trucks over 3500kg GVM rose to 361 arrivals in February 2017 from 247 in the previous month.

New light commercials under 3500kg GVM dipped in February 2017 to 2533 arrivals from 2996 units in January 2017.

Used imported light commercials under 3500kg GVM rose to 624 units in February 2017 from 551 units in January.

Used imported trucks over 3500kg GVM, saw 20 fewer arrivals in February 2016, down to 76 from 96 in the previous month.

Imported used car arrivals of 13,841 units in February 2017 is the highest number yet for the year surpassing the January total of 10,578.

New car arrivals dropped slightly to 8112 units in February 2017 from 8496 in January.

Contractors support spot NZTA audits

Two NTZA Class 2 to 5 driver training providers have come out in support of the agency's plan to implement unannounced contractor audits, with one going so far to suggest that it use mystery shoppers.

An NZTA review of 150 training providers found that 22 had "unsatisfactory audit results."


Neil Bretherton


Kate Styles


Tony Newth

Two providers have been shut down after the two-year-long audit of NZTA-approved contractors that conduct testing for the truck, bus, taxi and forklift drivers.

TR MasterDrive general manager **Neil Bretherton** says the evidence highlighted a mix of issues from relatively petty to rather significant.

"I think the training industry survives on small margins, and people want an outcome for the lowest price in the shortest possible time, and that's not our approach," Bretherton says.

"We are more expensive because we offer a quality of training that ensures drivers can operate the equipment, competently, safely, and efficiently."

Bretherton says he would welcome unannounced spot checks from NZTA, and he suggests that the agency should consider using a mystery shopper approach to check on contractor performance, because "if there is an issue we want to know about it.

"Safety is paramount at the end of the day, I do think a 'one strike, and you are out' policy is fair enough, because NZTA should be able to remove people or entities for poor performance," he says.

Bretherton admits in any industry there will always be the cowboy element, but he says because the average age in the transport sector is 55 years, "you are often training very competent and experienced people."

"It'd be good if there were the opportunity for new entrants to the driver training industry to have both a business mentor and professional training in how to be a professional trainer," Bretherton says.

"I believe that NZTA has done the best they can with the resources they have, and while it's been a reasonably sound job, I'd like to see more monitoring and management to drive out the cowboy element," he says.

"The market is demanding cheap

Continued on page 28

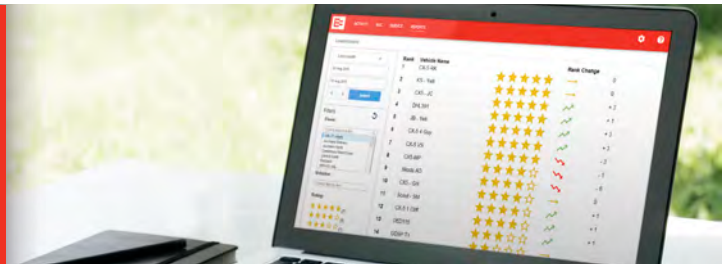
INSIDE

MAN regains number one heavy bus title 3
New IVECO product onslaught 7
New Fuso distributor delivering better 21
A double cab ute alternative 40





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



foundationsponsors

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

EROAD

JLT

TSIGROUP
AUTOMOTIVE & INDUSTRY IT

Vinz
Vehicle Inspection NZ

TRUCK TS STOPS

GOUGH GROUP

Industrysupporters

Resene
Automotive & Light Industrial

Allied Petroleum
never run out

Mobil Delvac 1

viewtech
CAMERA SYSTEMS

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

TELETRAC NAVMAN

MAN regains number one heavy bus title



L to R: Dean Hoverd, PCV NZ national truck sales manager; John Keenan, PCV NZ general manager; Roger Penske, Penske Automotive chairman; and Paul Williams, PCV NZ national bus sales manager

Penske Commercial Vehicles (PCV) secured MAN's return to number one in the over 10,000kg bus and coach market in New Zealand with a 25% share of 2016 sales.

A total of 115 chassis sales, comprising 105 MAN registered chassis plus 10 MAN-powered Designline chassis, returned the German brand to the number one position in the bus and coach market, capping off an exceptional year.

PCV also sold 137 MAN trucks in the over 10,000kg truck market which, when combined with buses, resulted in a total of 252 chassis sold for the year.

This combined total placed MAN in first place in the premium market, and in third place in the overall market for the combined truck and bus segments (over 10,000kg).

The year culminated with the receipt of many MAN Truck & Bus Awards. PCV NZ scooped almost half the accolades for the Asia Pacific region, receiving the Best Improvement, Best Bus Performance and the overall Best Importer awards.

PCV NZ general manager, **John Keenan**, says the awards reflected the increasing presence of the MAN brand in New Zealand.

"We have seen significant growth in MAN products in recent years," he says.

"Underlying that growth is a premium quality and German-engineered product that is performing very well in many applications around New Zealand."

Keenan says: "We have now set our sights firmly on being the number one premium brand in New Zealand for trucks to match our achievement in the buses."

"It's great to have both our recent accomplishments, and the significant investment Penske has made in New Zealand, recognised by MAN in Germany."

MAN has been represented in New Zealand since 1968, and will celebrate its 40th anniversary next year. Keenan says, "Our focus is to keep MAN in a leading position and translate this long market history into tangible benefits for our customers."

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

www.DIESELtalk.co.nz

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

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

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

GROUP EDITOR AUTOMOTIVE TRADE
Scott Morgan
021 240 2402
scott@automediagroup.co.nz

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

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

SUBSCRIPTIONS
Lynne Taylor
027 553 3566
lynne@automediagroup.co.nz

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

automedia GROUP LIMITED

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

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

More than 6400 visitors at final Expo day



People's choice winner Anna Lockley

More than 6400 visitors attended the last day of the transport and heavy equipment expo (THE Expo) at Mystery Creek, which culminated with the truck show 'n' shine competition.

The event's organisers worked closely with the Motor Industry Association, NZ Truck-Trailer Manufacturers Federation and NZ Equipment Suppliers Association to ensure the three-day long exhibition was relevant to the industry.

Event manager **Ammie Hardie** says she is pleased with the positive feedback received by both visitors and exhibitors over the three days.

"We've received such positive feedback about the quality of exhibitors and sales leads that we're confident the event has achieved its goal, bringing industry buyer and seller together," she says.

NZ National Fieldays Society, which owns THE Expo, will give exhibitors and registered industry professionals the opportunity to have their say when a survey goes out later in March.

Organisers say the results will be used to help plan the 2021 expo.

Norwegian hobby photographer **Jan Aslesele**, who is part of an online group that takes photos of trucks from around the world, attended all three days of the event.

He put his annual photography trip to America on hold after Kiwi photographers told him about THE Expo at Mystery Creek Events Centre just south of Hamilton.

Aslesele says the high calibre of trucks in New Zealand is remarkable, describing them as "well-kept and beautiful".

"There is a perfect mix of American, European and Japanese which you don't get anywhere else, it's unique," he says.

The line-up of more 90 highly polished trucks in the show 'n' shine competition travelled from as far away as Invercargill.

Tony Kelly took away the classic truck award for the R Model Mack that he and co-owner **Ned Kelly** have fully restored over the last three-and-a-half years.

Describing it as a labour of love, Kelly says he was "pretty proud and pretty happy to win this".

Equally thrilled was People's Choice Award winner Anna Lockley, who won the crowd over with her golden Kenworth SAR 409.

As a first-time winner, the secret to her success was "a lot of elbow grease, a lot of time and patience to do it."

The Show 'n' Shine award winners were — Curtain-siders, flat decks, tractor units: **Guy Knowles**, livestock and loggers: **Cameron Torr**, classic trucks: Freightways Napier, tippers: **Dean Chandler**, People's Choice: **Anna Lockley**, and tankers and supreme award winner: **Dave Chambers**.



Motor Industry Association CEO and competition judge David Crawford alongside Gulf Oil's Djared Tointon, who presented Tony Kelly with the award for Best Classic Truck.

So much more than trucks...



Your business is so much more than just the truck on the road.

Every kilometre counts, and the clock doesn't stop just because your truck does. That's why you need insurance that thinks as big as you do. Introducing TOTAL Transport and Logistics insurance from Ando. It's a package which has been designed, by thinking about your total business: from driver well-being and family support, to mobile technology, route disruption, loss of use, loss of revenue, and of course, the truck.* We've thought of everything, and then some.

Talk to your broker today.

TOTAL Transport & Logistics

ando.co.nz

ANDO
INSURANCE GROUP

*For more information go to ando.co.nz or talk to your broker.

V001/ORG05353

DIESELtalk FEATURE

Latest and greatest products at THE Expo

Suppliers to the transport and heavy equipment sector put their latest and greatest products and services on display at the Mystery Creek Events Centre March 2 to 4. Here are a few pictures of interest taken by DIESELtalk editor **Robert Barry**.



TransDiesel's impressive corner site



Action Motor Bodies created this Renault Master walk-through truck


EROAD also fielded large inquiry levels at THE Expo



Transpecs' unique trailer caught many eyes



Shiny wheels and other necessary parts



Allied Lubricants kept guests well lubricated


Virtual crane operation in action



Teletrac staff reported high customer enquiry



Creating concrete bowls for Allied



Cat Microgrid system

DIESELtalk FEATURE

THE EXPO 2017



Ground-engaging tools from Cat



New Daily featuring a Scattolini tipper body



RALI's eye-catching raptor-coated Suzuki Jeep



Cable Price presented an array of new Scania models



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

Call us now to upskill with confidence

Upskill with Confidence

Senior SAFEDNZ instructors

EECA Fuel Management Advisors

Fuel Data Specialists

Driver Licencing & Endorsements

Class 2– 5 Driver licencing

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

Health & Safety

Transport Health & Safety Management Systems

Fleet Efficiency

SAFEDNZ Driver & Instructor Training...

Fuel Operation Rating

Compliance

SIDELOADER Certificate of Competence

TRUCK Mounted Crane Certificate

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

New IVECO product onslaught at Mystery Creek

The onslaught of new IVECO product at the transport and heavy equipment Expo (THE Expo) signals the New Zealand distributor's intention to grow its market share across a wider range of segments.

IVECO NZ product, marketing and network development manager, **Kristi Walker**, says THE Expo provided an opportunity for the brand to showcase its breadth of models to buyers.

"IVECO has one of the widest model ranges, spanning from car-licence vans and trucks right through to B-Train capable prime movers," she says.

"The brand experienced record sales growth in New Zealand last year, and our intent is to continue growing share and volume by offering buyers new products, such as the Euro 6 Daily and Euro 6 Eurocargo, combined with our well-regarded heavy-duty ranges."

The latest Euro 6 version of the Daily van and cab chassis range made its debut at the Mystery Creek Events Centre.

As well as a cleaner engine, the Daily also benefits from increased output — up approximately 10% to 134kW (180hp) — while fuel consumption drops by 1% on its predecessor's figures.

IVECO is reducing maintenance and repair costs for 2017 Daily by 3%, due to lower-viscosity lubricants, extended oil-change intervals and tighter construction tolerances.

Other benefits for 2017 Daily include revised interiors, a 3dB noise reduction, revised grille treatment, enhanced onboard connectivity and additional wheelbase and volume options.



Also on public display for the first time in the southern hemisphere, IVECO NZ introduced the 2016 International Truck of the Year winner, the E6 Eurocargo, in ML160 E28/P 4x2 guise.

The latest Eurocargo features a redesigned cabin plus a new engine range, and it boasts a heavy focus on safety. The show vehicle had a roof kit, 4815mm wheelbase, ZF six-speed manual transmission, adaptive cruise control, LED daytime running lamps and a lane departure warning system.

A Eurocargo ML140 4x2 equipped with a Magirus HLF10 Tank Pumper Super Structure with Team Cab added further colour to THE Expo stand, while demonstrating IVECO's emergency service capabilities.

Magirus is a sister brand and a dedicated manufacturer of firefighting appliances using IVECO cab chassis — the display unit is currently undergoing trials with the New Zealand Fire Service.

At THE Expo, IVECO NZ also introduced the Trakker 6x4 to the New Zealand market.

The Trakker 6x4 tipper features a 334kW (450hp) Cursor engine coupled to a ZF 16-speed manual transmission, and for extra traction, there are differential locks on the rear-drive wheels as standard.

IVECO's heavy duty range at THE Expo featured three Stralis models and a Powerstar 6400.

The Stralis range begins with the 268kW (360hp) ATi — available as a rigid or prime mover, making it ideal for urban and intercity delivery — and Iveco showcased the 6x2 prime mover variant at Mystery Creek.

Also on display was the Stralis AD 500 8x4 rigid. With its clear back of the cab and powered by a 373kW (500hp) Cursor engine mated to the Eurotronic II automated manual transmission, this model is ideal for livestock, as a curtain-sider, for logging, as a tipper, or a prime mover.

At the top of the Stralis range is the AS-L prime mover, currently in use as transporters with Triple 8 Engineering's Red Bull Racing and Team Vortex, in the Australian Supercar racing series.

The AS-L has a 418kW (560hp) Cursor Series II engine boasting a five-year / 1,000,000 kilometre warranty. The display vehicle is fitted with chrome trim and bars, demonstrating just how good a European prime mover can look.

For operators preferring a standard cab specification, a Powerstar 6400 rigid is available. This Powerstar has the same engine and transmission combination as the Stralis AS-L, and also enjoys the same engine warranty.

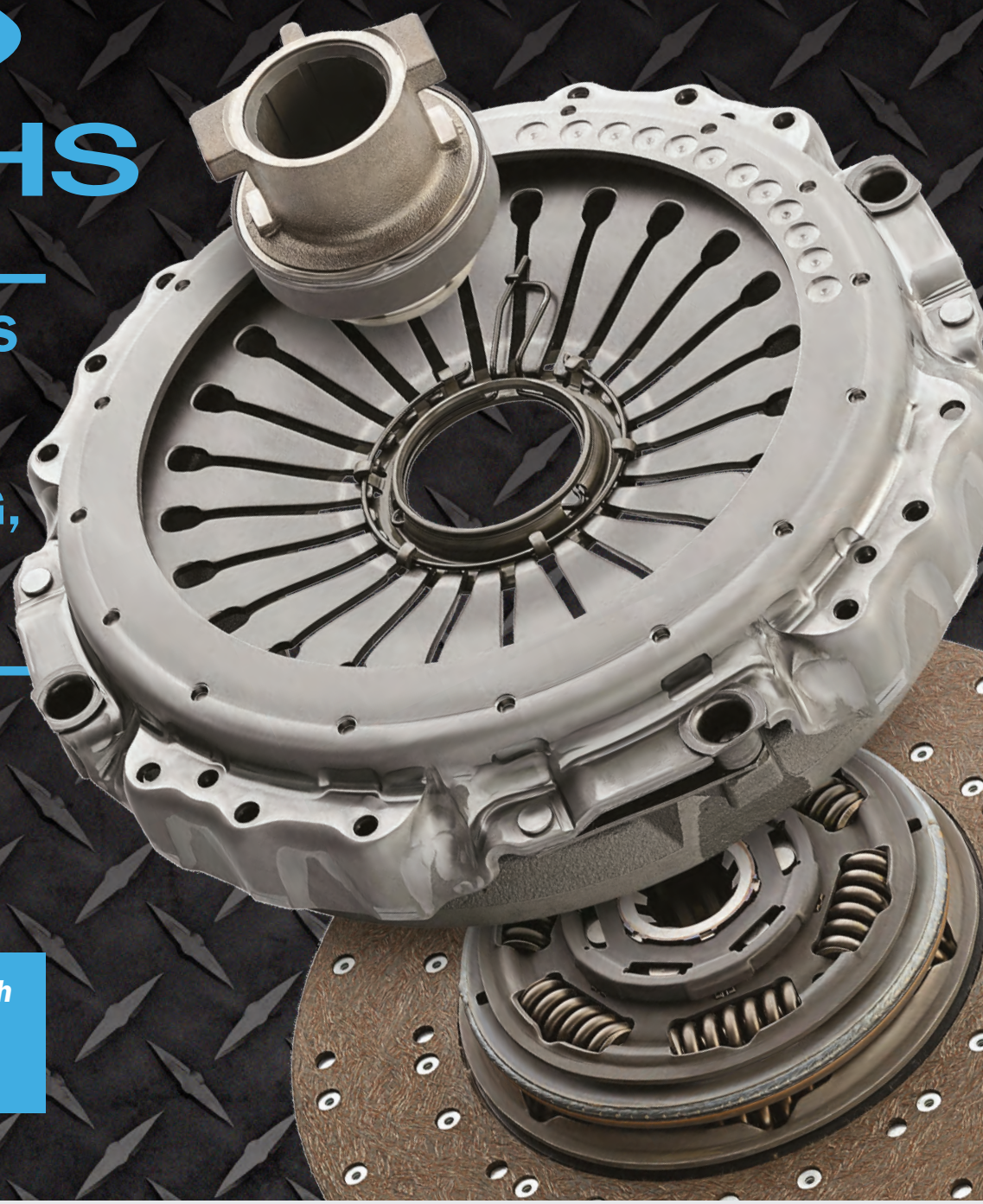
Iveco says that thanks to its spacious cabin and low tare weight, the Powerstar 6400 is increasingly finding favour across a wide range of applications from tipper work to single trailer general freight duties.

More details on IVECO's plans for New Zealand are available on page 17 of this issue, where *DIESELtalk* interviews NZ general manager Ian Walker.

QUALITY PARTS AT COMPETITIVE PRICES

SACHS

MULTISPARES NOW IMPORT SACHS HIGH PERFORMING, TOP QUALITY CLUTCHES.



Sachs clutches are proudly fitted as OE on many genuine vehicles. Now you can keep that original quality through Multispares.

Talk to your local branch or rep for a quote. You will like the pricing.

PARTS TO SUIT:

HINO • ISUZU • MITSUBISHI FUSO • NISSAN UD

DAF • MAN • MERCEDES • SCANIA • VOLVO

FREIGHTLINER • KENWORTH • WESTERN STAR

BPW • HENDRICKSON • IMT • MERITOR • SAF • YORK

Parts Hotline **0800 404 100**

www.multispares.co.nz

MULTISPARES

DIESELtalk FEATURE

OEM PROFILE

Steady as she goes for Hino distributor

Hino Distributors general manager **Michael Doeg** says the brand is comfortable with its overall sales result in 2016, and although light duty truck sales weren't strong, it was happy with its performance in medium and heavy duty trucks.

"We are always looking for improvement," Doeg says.

"Currently, it is a very busy time for the market - customer activity is very high and we have a good strong bank of orders in the pipeline for the first quarter of 2017.

"We are doing very well in the waste, concrete and tipper markets, forward orders for heavy duty and medium duty trucks are good, while I would describe light duty forward orders as okay.

"I believe there is some seasonality to the light duty market and we certainly want to improve our performance in that segment."

Doeg believes this year's result will be in line with the 2016 result.

"I don't expect a big increase or decrease in volume, and I think there will be more activity in the heavy-duty segment in line with the demands from construction and infrastructure," he says.

The built-to-go Hino 300 series tipper and the Hino 500 series heavy ready mix concrete truck are popular, he says, and the distributor is always reviewing the requirements for those products with the factory in Japan.



Another value add-on for Hino customers is the modification centre in Palmerston North. It can tackle simple jobs such as installing a new head unit to more complex truck modifications for specific applications for key customers.

"It's another string to our bow having the modification centre to improve our offer and it's a key part of our business," Doeg says.

"From a Hino perspective, we will be making sure we service the customers as best we can by leveraging our relationship with TruckStops, and we've been reviewing the product line-up with Japan so we now have our own marketing plan in which we will be talking to customers about the benefits of the brand."

Hino is running a marketing campaign until April 30, during which every customer buying a new vehicle will receive a TruckStops service credit to the value of $500 for redemption at any branch in New Zealand.

"We will continue with a similar style of marketing promotion throughout 2017, and we will also have some marketing activity around the three field days events we are attending this year," Doeg says.

As well as having a stand at the National Fieldays at Mystery Creek in Hamilton in June, Hino will present at the Central Districts Fieldays and the Southern Fieldays in Waimumu.

Doeg says they are important focal events for the brand and for the South Island team the importance of the Southland event means attending it is a "no brainer".

Now eight months into his role as Hino Distributors New Zealand general manager, Doeg says making the change "is one of the best decisions I've made in a long time".

"It's the whole gambit, wholesale, retail, and customer service, so all of the challenges I initially anticipated came to fruition.

"But I have a great team around me and while the learning curve has been great, the scope of learning has also been rewarding."

viewtech SURVEILLANCE TECHNOLOGY
Vehicle Camera Systems



viewtech Heavy Duty Camera Systems
From $399+ GST

viewtech Truck-Cams
From $449+ GST





viewtech Digital Wireless System
From $649+ GST

Freephone 0800 888 324 or direct call Darren on 021 992 511
www.viewtech.co.nz

DIESELtalk FEATURE

OEM PROFILE

A different route for Southpac Trucks

Southpac Trucks took a different strategy with the launch of the Kenworth T610 at THE Expo at Mystery Creek this month.

On March 2 Southpac Trucks hosted its dealer awards at Mystery Creek and on March 3 it welcomed all of its customers who enjoyed a special Kenworth T610 beer brewed locally by Black Dog Breweries.

"We decided to take a different approach to the Australian market which conducted small regional launch events for the new T610," Southpac Trucks general sales manager **Richard Smart** says.

"We made a decision that we would launch the T610 at THE Expo so obtaining our first three proper production trucks, verified by Kenworth just after Christmas Day, meant we went to great lengths to keep them under wraps since December 26.

"It was our intention not to pull the covers off these three trucks until day one of the show," Smart says.

"We had nine vehicles on the stand and 21 new trucks located on various body builder and trailer manufacturer exhibitions around the Mystery Creek events centre," he says.

The last new Kenworth truck launch was the T409/K200 series around 2011, which Smart says was due to changes to emissions rules.

"The new T610 is designed so that the forthcoming Euro VI driveline will drop straight into the new chassis but we've got a good few years ahead of us before that change."



Kenworths with a bonnet account for 45% of New Zealand sales, while cabover models at 55% make up the balance, he says.

He believes the new T610 will now make up 35% of total Kenworth sales, targeting market sectors such as line haul, tipping, fuel distribution and general haulage.

The Kenworth T659 will continue to target the logging market, while the T909 meets the requirement of the heavy haulage market, and the T359 is ideal for the ready-mix concrete delivery sector.

Stock units of the new Kenworth T610 will be arriving in May and June.

Thanks to the combined efforts of the Kenworth and DAF heavy truck brands, Southpac Trucks took 19% of the market in 2016.

"I'd like to see us retain the 19% share of the heavy-duty truck segment which we took in 2016 and if we got both brands combined up to 20% market share in 2017, I'd be very happy," Smart says.

"DAF accounts for 30% of the European heavy-duty truck sector and in the American heavy truck sector Kenworth has a 45% share of the Kiwi market and we'd love to have 50%, so there's a challenge for us for 2017."

The DAF heavy truck brand continues to build on its current strengths, particularly for the booming demand for construction and tipper trucks, Smart says.

The need for DAF product is still high in the civil and infrastructure markets, as well as the fuel distribution and delivery sector - although Smart notes that sales of DAF and Kenworth to the fuel market are split evenly between the two brands, depending on whether it's a rigid or tanker application.

"We are working on a specification for DAF tipper trucks in a ready-to-go format and we continue to hold good levels of stock vehicles for people who have an increasing workload and are securing new contracts requiring new plant and equipment."

DAF is also looking at various options when Euro VI emission standards become mandatory in New Zealand, he says.

"DAF export models for New Zealand use a lot of market specific componentry, such as Road Ranger transmissions, so they are looking at many options when we change to Euro VI emissions here."

DIESELtalk FEATURE

OEM PROFILE

The best reliability in every single application

Daimler Truck and Bus New Zealand senior manager **Pieter Theron** says he is looking forward to bringing new customers to both the Mercedes-Benz and Freightliner Trucks brands, as both are launching new products to the Kiwi heavy transport market in 2017.

Mercedes-Benz unveiled eight new-generation models at the transport and heavy equipment expo (THE Expo) in front of more than 110 customers at Mystery Creek this month, and while the Actros prime mover series of on-highway truck was expected, the arrival of the sturdier construction - and logging-focussed Arocs off-highway models – was a surprise.

The German truck manufacturer spent more than €5 billion (NZ$7.6 billion) in the development of the new-generation Actros and Arocs truck lines.

Thanks to the introduction of the new-generation 380kW and 395kW (510 and 530 horsepower) engines in both the Actros and Arocs, Theron expects registrations of the Mercedes-Benz truck range to double in 2017 from the 60 units in 2016, which he says was disappointing.

"We have an extensive range of new-generation Mercedes-Benz truck models available to us, but we've looked at what is going to suit the market and what is going to give us the best reliability in every single application," Theron says.

"The Actros is more of an on-highway style of vehicle, while the Arocs was developed more for the construction and off-high highway applications," he says.

"Arocs underwent more severe testing in the next-generation truck development programme, it has a thicker and stronger chassis as well as hypoid or heavy duty planetary axles for better ground clearance, as well as hydraulic auxiliary drive, which means it's not likely to get stuck, which better suits some New Zealand applications such as logging."



Pieter Theron

Theron says initial reaction to the Arocs from existing customers has been positive, and they understand that the robust unit will better suit New Zealand operations.

Mercedes-Benz sold its first Actros unit at THE Expo, a 2663 model to an existing customer who has a fleet of older units that he wishes to convert to new-generation models, and there are many new customers looking at the brand, according to Theron, who plans to do a great more marketing with the new product line-up.

"More than 55 to 60% of heavy trucks are sold with engine capacity of 500 to 550 horsepower [373kW to 410kW] and it was an area previously not accessible to us, as we had a [358kW] 480-horsepower unit or a [447kW] 600-horsepower unit," Theron says.

"Now that we have a 510 and a 530-horsepower offer in the new-generation trucks, which hits the market sweet spot, we expect to lift our sales volume, our dealers expect to lift the volumes and a lot of loyal customers have been waiting for the new truck," he says.

"We've got our plan and our strategy set and we've invested heavily in dealer net-



work training, as well as driver training for dealers to better show the truck's capability to their customers."

The proven classic Actros truck will continue in production for another 18 months, and Theron says Mercedes-Benz is increasing its order bank for these vehicles for some customers who demand it.

Theron is also restructuring the Daimler Truck and Bus team in New Zealand with the appointment of two new business development managers in February.

The new Mercedes-Benz Trucks business development manager is Shaun Lipschitz, and the new Freightliner Trucks business development manager is Dwayne Lawson.

Freightliner celebrates 75th year

Putting on his Freightliner hat momentarily, Theron told *DIESELtalk* that every new truck ordered and delivered in 2017 will receive the complimentary 75th edition leather upholstery and trim, as well as the upgraded dashboard and sound insulation package, complete with 75th badges on the cab.

Theron says 87 Freightliner trucks were sold in 2016, and he hopes to equal or better than number this year.

Freightliner displayed its new factory-built 8x4 model at THE Expo, as well as its new offer to the ready-mix concrete market

While the Freightliner concrete agitator trucks lead the market in Australia, the product is new to the New Zealand market, but four units were delivered to HWR Group company Allied Concrete, which Theron says has given very positive feedback on the truck's operation and competitive tare weight.

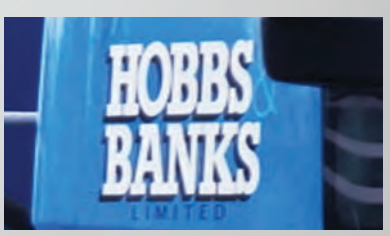
"The bowl is locally built by Gough Engineering, but everything else on the truck comes from the factory, we have an agitator specification which includes an Allison automatic transmission," Theron

Continued on page 22

TWO THINGS ALL OUR CUSTOMERS HAVE IN COMMON

"...Our IVECO livestock and bulk trucks drive up to 100,000km per year and are very **RELIABLE** which is vital if you do these kilometres.

Peter Hobbs
HOBBS & BANKS



"...Rather than talk **RELIABLE** I think about response times. All trucks break down, but with IVECO it's small things, the company backs its product.

Scott Massey
TRANZNORTH



"...IVECO is a good fleet truck and **RELIABLE** which is important when you run from Christchurch to Nelson or Invercargill and back.

Ross Millard
SUMMERLAND



A lot of companies will talk about reliability. We let our customers do the talking.
For award winning Trucks, Vans, Service and Support - IVECO is a name you can rely on.
Phone 0800 FOR IVECO (0800 367 48326)

IVECO
Your partner for sustainable transport

IVECO 21 Vogler Drive Wiri, Auckland	Brendan Taylor 0274 032 036 Auckland, Northland	J J Rocher 027 290 8426 Auckland, Coromandel	Peter Keys 027 524 2929 Waikato, BOP	Waikato IVECO Daily 0800 100 158 Hamilton	Keith Tuffery 027 489 1761 Lower North Island	Star Trucks Int. 03 544 9580 Nelson	Straun Syme 027 434 0846 South Island

IVECO ASSIST 0800 367 483

www.iveco.co.nz

IVE 192

DIESELtalk FEATURE

OEM PROFILE

Penske Commercial Vehicles targeting new markets

The Australasian distributor of MAN truck and bus, Western Star, and Dennis Eagle says it wants to expand into new markets in 2017, and will introduce new products to compete in segments it hasn't yet been represented in.

Penske Commercial Vehicles (PCV) New Zealand general manager **John Keenan** says he was very happy with the performance of the brands in 2016, with the registration of 105 MAN buses, 10 MAN bus chassis, 137 MAN trucks, and 24 Western Star trucks.

"In terms of numbers in our segment, we were just ahead of Volvo, and we intend to keep this position going forward."

Keenan says he feels bullish about the resurgent Western Star brand, as forward orders for 2017 currently exceed those taken in 2016.

"The changes in the vehicle dimension and mass regulations have been a great help by opening new opportunities for us, we are now able to offer a long wheelbase chassis 8x4 twin steer Euro 5 Cummins-powered Western Star for logging applications," he says.

While it's not a commonly known brand, Keenan says the distributor wants to get more involved with the local waste industry through its Dennis Eagle brand of vocational refuse trucks.

"Envirowaste has a new Dennis Eagle truck on order, and we are also investigating eco options for this vehicle as it's a high volume but niche market, and our offer is smaller and more nimble than others on the market."



Keenan says the transport and heavy equipment show is an important opportunity to connect with the trucking industry, particularly as Penske took the opportunity to launch three new MAN models.



John Keenan

"THE Expo is an effective conduit to reach our New Zealand customers and discuss their needs," he says.

"It's great opportunity every four years to showcase new technology and equipment and to introduce new models that will ensure PCV continues to grow."

New to New Zealand, PCV says the MAN TGM 6x2 - 4 is targeted at metro curtain-sider applications and features a steering lift tag axle resulting in better manoeuvrability, lower tare weight yielding an increased payload operating in the 18 tonne RUC band, reduced maintenance costs due to lower tyre wear, reduced wear on componentry and improved fuel economy.

Also new to New Zealand are the MAN TGS 26.400 and MAN TGS 26.440 fleet specification models.

The TGS 26.400 features a 298kW (400hp) engine and a 16-speed manual transmission fitted with a Penske-built tipper body. The TGS 26.440 comprises a 328kW (440hp) engine and an MAN TipMatic automated manual transmission.

According to PCV, these TGS models are targeted at price-conscious metro fleet operators looking for the performance, safety and cost benefits.

As for almost all trucks in the MAN range, the TGM 6x2-4 and TGS 6x4 fleet specification models come equipped with electronic stability program (ESP) as standard, a unique safety feature that prevents 44% of all single truck accidents says PCV .

Rounding out the MAN display at THE Expo was a TGX 35.540 8x4 with Penske-built curtain-sider and a TGX 6x4 with the Euro 6 spec 15.2-litre D38 engine that is now available with up to 477kW (640hp) and 3000Nm of torque.

The PCV display at THE Expo also included two of the most popular models from the custom-built Western Star range of serious heavy-duty trucks; a 4800 8x4 logger and a 4900 6x4 tractor unit, both featuring the Detroit DD15 engine with 418kW (560hp).

DIESELtalk FEATURE

OEM PROFILE

High horsepower Volvo thunders into 2017

Production constraints meant Volvo Trucks finished 2015 with 20 fewer New Zealand registrations than its 2014 total of 225 units.

But it held its own last year and has started 2017 in the manner it wishes to continue.

Volvo Truck & Bus national sales manager Clive Jones says the result for 2016 was pleasing, given the market declined by 12%.

"For sure we held our own in the market last year and having some niche products helped with that," he says.

"We lead the 23-tonne market in January 2017 due to the number of vehicles that came through the system later than expected from a very busy factory with unprecedented forward orders.

"We have a stable order book, so the feeling is that our numbers will be better in 2017 than they were in 2016."



Clive Jones

In fact, the number of forward retail orders locked in are the best yet for Volvo trucks, he says. And the Australian market is also buoyant, with the factory in Brisbane looking to ramp up production to 15 units a day in the second quarter of 2017.

"At the moment, getting a build slot is a challenge," he says.

Fonterra continues to be Volvo Trucks largest New Zealand customer by some margin, accounting for more than 20% of its volume, and Jones says the brand has worked hard to maintain that business.

Volvo Trucks is now looking for new markets and Jones admits one area in which the brand underperformed was the logging sector. However, the availability of the high horsepower Volvo FH16 models and the low cab Volvo FMX 540 models is rectifying that issue.

"We pushed hard and we've made some significant sales into the logging sector with our product," Jones says.

"The next area of focus is to provide an entry-level tipper, which will provide the core values and robust driveline of Volvo, but not necessarily all the high specification features."

Jones says the growth of Volvo's high horsepower FH16 models from 2015 to 2016 exceeded 180% because the 50MAX legislation allowing high productivity motor vehicles (HPMV) meant considerable demand from general freight transport operators.

"Once past the 660 horsepower threshold, our competitors cannot match our high horsepower offer of 700 and 750 horsepower engines in the FH16 models, and this has been the contributing factor to our market success," he says.

"Another critical fact to note is that 20% of sales last year were to customers who were new to the Volvo truck brand. Our team worked hard to seek new opportunities."

Bonneted Mack Trucks regaining lost ground

In spite of losing ground to a competitor brand in 2016, Mack Trucks is heading into 2017 with strong orders for its new high horsepower (685hp) bonneted truck in a new 8x4 configuration.

"We were the number one seller of bonneted trucks in 2013, 2014, and 2015, but we lost ground in 2016 as a competitor's logging truck took a big chunk of sales for 29% of the market, so we were four vehicles behind them at number two or 27% of the market," says MTD Trucks general manager **Murray Sowerby**.

"Adding the new high horsepower (685hp) 8x4 truck has opened new opportunities for us in heavy haulage, bulk tipping, as well as fertiliser and grain line haul cartage," says Sowerby.

"We are entering 2017 with more orders for the high horsepower trucks than we sold in the previous period which is encouraging," he says.

"We'd like to see sales somewhere around 70 to 80 units this year and we may pass 100 units in 2018, all going well," says Sowerby.

Sowerby says that as well as being a specialist in construction, concrete, and bulk tipping, the Mack brand is also targeting the container haulage sector because the trucks offer higher horsepower combined with light tare weight.

"We've attracted some new customers in the line haul business, but the real strength of the brand is

Continued on page 28


ISUZU
PLEASE DON'T
CALL IT A FACELIFT
ISUZU
ISUZU
D-MAX
LEARN MORE AT:
WWW.ISUZUUTES.CO.NZ | 0800 ISUZU NZ
ISUZU
D-MAX.
TOUGH.

DIESELtalk FEATURE

OEM PROFILE

IVECO's remarkable turn around

IVECO New Zealand enjoyed 62% growth in 2016, the brand targeted sales of 200 units but landed on 187, an improvement on prior best years which saw 130 and 108 units sold respectively.

"What we've done as a team is remarkable, and we've certainly risen to the challenge," says IVECO New Zealand general manager **Ian Walker**.

Walker says when he arrived at IVECO the team informed him that the product range was the best yet available from both Australia and Italy, but the company wasn't shouting about it loudly enough, so his first goal was to quickly raise the profile of the brand.

But Walker says before the team could start supporting the brand with new products and services some weak spots in the dealer network needed attention, and "we quickly changed that."

IVECO's dealer network was strengthened by the additional of Star Trucks in Nelson operated by **Dale Greaves**, a former Daimler Truck and Bus sub dealer.

Walker says the appointment of Greaves more than six months ago was a coup for IVECO, as he is a well-respected industry operator who has opened doors for the brand to customers who had never considered the product before.

"Dale has sold three Stralis vehicles into a logging fleet, and he has been instrumental in helping us develop the Trakker 6x4 product for the local market. He's been with us for six months and he loves the brand and he's gotten us into customers we've never gotten a foothold into before," Walker says.

He says the renewed strength of the IVECO network and the breadth of the brand's product is recognised by other players the industry.



Ian Walker

"For the first time ever, according to our network manager Kristi, we've got applications from other dealers wanting to be part of the IVECO network in areas where we already have a very good and competent dealership," Walker says.

"They've obviously seen the energy being injected into the network, the investment and the re-energised team members ,and it's important that we keep that momentum going," he says.

"We've put a lot of investment into our people to support the product, and we've hired **Rob Woods** from South Africa as our first ever key accounts manager to work with top companies and get them into our products."

Walker says: "The team keep telling me we've got the best product yet, so we need to get bums on seats, and when you put bums on seats in IVECO product, people love it, and they buy it."

He points out that IVECO New Zealand is now viewed by the factory as a standalone distribution market, and this is allowing the brand to bring in country specific products such as the Trakker 6x4 which is unique to this market, and not available in Australia.

"We will have a full dealer network by the end of 2017 that complements a distributor market strategy, and we will also have a full network distribution–focussed parts and service warehouse for CNH brands up and running by mid-year," Walker says.

"We've had a lot of gaps to cover, and we are certainly getting there."

Walker says a new IVECO Stralis 8x4 product specifically for the New Zealand market is undergoing development for launch in 2019.

"We are working with the Australian team in Dandenong, but we are developing vehicle specifications tailored to the New Zealand market, and we'll have some options and features on the trucks that the Aussie market may not want or need, and we'll also have product testing here in New Zealand too," he says.

Walker says the close proximity of the IVECO Dandenong plant in Victoria, Australia, allows quicker delivery of trucks to New Zealand, and it also means customers can visit the factory to see their new vehicles in the build should they wish.

"We are moving some Stralis production from Europe to Australia and that will shave six weeks off delivery time, as fleet trucks out of Europe can see a delivery time of up to six months," he says.

When asked about sales predictions for 2017, Walker says the brand will definitely exceed the sales tally for 2016, particularly as more new product is arriving.

"The Trakker range was not available in full force in 2016, and we've already sold out of our first shipment for 2017, as the sales team couldn't wait for the official Expo launch before getting vehicles to customers, so if anything is going to hold our numbers back this year it will be supply," he says.

"We are also marketing the newly revised Euro 6 Daily range as an alternative to the six- to seven-tonne box-body urban delivery truck market, which is heavily dominated by Japanese brands."

Walker says: "We believe we have a turn-key drive away solution in the Daily, which is an integral van that drives like a car, has a walk-through option if needed, and offers better safety and comfort than a narrow bodied forward control cab/chassis truck."



DIESELtalk FEATURE

OEM PROFILE

Hyundai taking cautious approach to heavy-duty market

While Hyundai's new Euro 5, 373kW (500hp) Xcient 6x4 prime mover caused much sensation at THE Expo, the distributor is taking a cautious approach before fully launching the model to the market in 2018.


Andy Sinclair

"The plan is that we won't launch the Xcient fully until 2018, when we have two or three on the road doing the necessary kilometres which will allow us to shake down the specification," says Hyundai New Zealand general manager **Andy Sinclair**.

"We specified this truck to what we thought would work for Kiwis, but it's one thing having the spec on paper, it's another thing driving it in real conditions with real people behind the wheel," he says.

Sinclair believes the Xcient, much like the Hyundai passenger car range, will transcend the gap in the market between the Japanese and the European makes.

"I see it as having the same synergy in the middle of the market as the cars do," he says.

When questioned on predicted volume, Sinclair says it is too early for Hyundai Trucks to comment on volume aspirations, especially given that an 8x4 model is at least another 12 months away, and this configuration represents a large segment of sales for the New Zealand market.

"Our volume will be dependent on the truck market segments which we can supply into."

He says that an Xcient 8x4 is available for left-hand-drive markets so he believes New Zealand and other markets like us will have to wait for the factory to make the significant investment in tooling up and engineering right-hand production: "And that doesn't happen overnight."

So why launch a heavy-duty truck into the market now? Sinclair says he sees it as an evolution of the Hyundai Truck journey in New Zealand.

"When we launched Hyundai Trucks into the market in 2009, the only model to fit our market with a Euro emission rating was the previous generation Mighty (HD series), with which we gained some share, but then had severe supply issues going 11 months with no stock at all, which made it hard for us to meet customer expectations," he says.

"Finally, when we did get stock of the previous Mighty (HD Series) we did our best to meet the demands, and we got 50 on the road last year, which led us to the new model Mighty, of which we displayed some early examples at the 2016 National Fieldays."

Sinclair says, "We want this truck business to work, and we want to do it right, so we



showcased the new Mighty more than eight months ago, and we are just now bringing them on to the market, and we will repeat the same process with the Xcient."

"We took the new Mighty model as soon as it was available to us and the Xcient is only just now available in Euro 5 right-hand drive, hence it will be carefully evaluated before officially being released to market next year."

Sinclair says for now the network of Hyundai Truck dealerships and authorised parts and service providers will remain unchanged, as growing a dealer network is always predicated on selling more volume.

"The status quo remains for now, but having an Xcient out on the road doing some mileage should help us identify what extra dealership or parts and service resources in the network that we may require in the future," he says.

In terms of price Sinclair has not confirmed one for the Xcient at this stage, though he says some interesting customer feedback has indicated an anticipated price of more than $230,000.

"We need to price it to fit the market and that is what we will do."

GOUGH

TWL TRANSPORT WHOLESALE

YOUR LOCAL TRANSPORT PARTNER

QUALITY PARTS & EQUIPMENT AVAILABLE FROM YOUR LOCAL BRANCH - NATIONWIDE


Heavy Transport Axle & Suspension Spares


Heavy Transport Parts & Equipment


Heavy Trailer Running Gear


Transport Hydraulics


Brake Consultancy Services


Brake Systems & Components


Transport Accessories


Transport Hardware


Light Trailer Parts & Equipment


Auto Electrical


Vehicle Safety Lighting



Safety Products


Lubricants & Equipment


Filtration


Welding


Workshop Equipment


Workshop Consumables

A RANGE SPECIFICALLY DEVELOPED FOR NEW ZEALAND'S UNIQUE TRANSPORT & RELATED INDUSTRIES.

100% KIWI

PROUDLY SUPPORTING NZ ROAD TRANSPORT SINCE 1966

BRANCHES NZ WIDE
0508 677 704
GOUGHTWL.CO.NZ

Cable Price Scania aiming high

The Scania heavy-duty truck brand finished 2016 with 134 registrations and an 18% market share, which was the same as 2015, but which it wants to grow further in 2017, thanks to some new product innovations and new service offers.

"We want to be recognised as the most efficient, effective and capable heavy-duty truck brand on the New Zealand market," says Cable Price Scania national sales manager **Mike Davidson**.



Mike Davidson

"We've had a good start to the year, our order intake in January 2017 was up 160% year-on-year, and at the end of February overall sales were up 40% year-on-year," he says.

"Our buy and fly promotion which provides a purchaser of a new Scania Truck tickets for two to the Brisbane truck show [conditions apply] had a very good response, and we think it will continue until the promotion finishes on March 31."

Davidson says there are a lot of good things happening around the Scania brand internationally, particularly the arrival of the all-new Scania S-series truck in the Southern Hemisphere, the timing of which he says is yet to be confirmed by the factory.

"We have a very supportive factory, the New Zealand market requires some unique applications which is a real test bed for the product, and if it does well here, it will certainly do well elsewhere in the world," he says.

"Our transport operators really push the truck's boundaries, so you know if you've got it right here, then it will be okay for other markets."

Davidson says Cable Price started testing the local market in 2016 with a new specification tipper in the form of a Scania P440, which was built to be competitive with other industry offers, and demand for this unit has exceeded expectations.

"Some new customers for the P440 Tipper have come out of Japanese brands, and while we have locked in a specification for it with the factory, there are still some

Continued on page 22

New Zealand trucks

"Our workshops are the heart of our company"

SERVICE FOREMAN
HAMILTON

New Zealand Trucks (NZT) currently operate five truck and trailer repair and maintenance workshops in Auckland, Hamilton, Palmerston North, Christchurch and Greymouth. With solid growth plans over the next 18 months, we've got good systems and processes in place, now all we are missing is you!

We are the New Zealand distributors for Hiab Cranes, Zepro Tailifts and Bucher Municipal waste management equipment.

Our Hamilton branch is looking for a Service Foreman Superstar.

We are looking for someone who:

- Is passionate about leading and motivating people
- Has a 'can do' attitude
- Is committed to providing excellent customer service
- Has a great sense of humour
- Encourages teamwork
- Is a good Health & Safety role model
- Is experienced in managing technical staff
- Has a strong work ethic
- It is essential you are Trade qualified
- Wants to work alongside people who have lots of pride and passion for what we do

Your responsibilities will be:

- Supervision and motivation of all Service Technicians/Diesel Mechanics.
- Training and mentoring of all Service Technicians/Diesel Mechanics and Apprentices
- Ensuring safe work practices so our staff go home to their families at night
- Going the extra mile for our Customers
- Managing the workshop workflow and productivity
- Quality control
- Ensuring completion of job cards/time sheets.
- Preparation of Quotes

If you are legally entitled to work in New Zealand, have a positive attitude, are pro-active, highly organised, with sound administration and computer skills and have a track record of achievement, we would love to hear from you.

If you want to work for a company that cares about its people and its customers apply online at http://ab.prevueapspro.com/jobs/ OR

For more information, please contact:
Scott Asplet, Branch Manager
on 027 405 5023

Applications close: 2nd April 2017

No Agencies



WWW.NZTRUCKS.CO.NZ 0800 4 TRUCKS

DIESELtalk FEATURE

New Fuso distributor delivering better

Fuso New Zealand Limited is less than a year old, but the new Kiwi distributor for the Fuso Truck and Bus brand has ambitious plans for growth in 2017.

"We'll have a lot to say this year, and there are a lot of things happening," says Fuso New Zealand general manager **Kurtis Andrews**.

"Our plan for 2017 was to attend the transport and heavy equipment expo (THE Expo) to launch our new Fuso brand, now without the three diamonds, and our new mission statement 'delivering better'," he says.

"We want to get our product range back on to a good footing in the market, and get back to the number two position where we feel comfortable."

Andrews says: "We've achieved number two in the last couple of months, and our aspirations are very important, as we want to see growth in all three market segments, we believe we can be number two in the Canter and Fighter markets, but HD is a little bit different with the European and other competitors.

"Realistically, we won't be number two in the heavy segment this year, but it's still a goal, it's an important market which we need to get our big truck back into in bigger numbers."

He says, "Our main vision is to be a strong number two in the market but remain number one in our customers' eyes, we want to have 100% of our customers happy, there is no point in selling lots of vehicles and having lots of unhappy customers.


Kurtis Andrews

"We want people to walk down the road and tell other people that if there was a problem Fuso took care of it and good care of them."

Andrews says Fuso New Zealand is making a significant investment into training for the dealer network.

The company has employed a trainer to deliver a full new parts and service training programme into the dealer network, which will commence in the next 60 days.

There will also be considerable investment in ongoing marketing programmes and corporate identity.

Andrews says the process of becoming the new Fuso distributor took more than 18 months of negotiation, it wasn't an overnight process, but he was confident of achieving his goal of making it happen.

Now he is focussed on bringing more product to market such as the Canter tipper programme, which he says not only achieved the order target set originally, but tripled it.

"Our dealers presold a large portion of the manual Canter tipper at $39,990, and we are releasing a Duonic version in April at $43,990, which for urban users and rental companies will be a no brainer," he says.

"It's the only type of vehicle in the six-tonne category which has a limited slip differential, disc brakes all round and a 30,000km service interval, it's the truck to have really."

Andrews says he is also looking at the possibility of a factory-built flat deck truck programme, and there are also options for box bodies and refrigerated bodies.

He says going to Japan and viewing the possible built-to-go options for the Canter range and others is, "like being a kid in a candy store, but my product specialist advises caution."

Other new products include the 13-speed manual 280kW (375hp) Fuso HD 6x4 for the tipper market which launched at THE Expo, and the 18-speed manual 350kW (470hp) Fuso HD 6x4 which is also enjoying success in the tipper market.

Fuso New Zealand will fly its new corporate identity flags and taking its unique container showroom to the National Fieldays at Mystery Creek in June, returning the truck brand to the event after its absence last year.



DIESELtalk FEATURE

THE EXPO 2017

Isuzu Trucks focussing on maintaining leadership

Isuzu Trucks New Zealand national sales manager **Dave Ballantyne** says the brand and its dealer network are concentrating collectively on the maintenance of its 17-year market leadership.

Ballantyne took over the role as national sales manager for Isuzu Trucks in September 2016.

He took on the role after 22 years with another European truck brand, which he says he has a lot of respect for, but has welcomed the opportunity for a change.

"The job I've come into is fundamentally the same as my previous role, and just like before, Isuzu Trucks also has many talented and experienced people in the distribution and dealer network to work alongside with. It's been a great move and good to have a change," says Ballantyne.

Ballantyne says he spends a lot of time on the road working with dealers and customers, which he enjoys.

He also notes the high levels of investment by dealers in their premises and people, which he says reflects their confidence in the product and marketplace.

"At the recent dealer conference held in Hamilton just before THE Expo, we asked ourselves as a collective, what do we need to do to keep going?" says Ballantyne.

"We are all trying to lift our game in better looking after our customers, and we are asking ourselves what are some of the value additions that we can provide to the customers," he says.

"As a distributor, we asked our dealer network what does the Isuzu Truck line up need to look like in five years time? Have we got the right configurations and the correct number of them?" says Ballantyne.

"We asked the network what do we need from a product specification and dimension perspective from Isuzu Japan to maintain our market leadership," he says.

"We need to know if any gaps need addressing or if there are any niche markets to service," says Ballantyne.

Ballantyne says the current Isuzu Trucks line is possibly the biggest range in New Zealand covering many applications.

But, he points out that the distributor is very strategic in managing the model mix and variety of inventory to cut down on lead times and better service the dealer network and its customers.

Cable Price Scania aiming high

Continued from page 20

customisation options available, such as an auxiliary brake retarder, a day cab or a rest cab, and the truck can also be painted in the customer's fleet colours at the factory," he says.

"We have a compelling offer on the P440 which includes the five-year ScanPlan service, repair and maintenance programme, as well as the GPS enabled Scania Communicator system at no extra charge, and this is in addition to 12 months free service and an extended warranty of three years and 600,000km."

Davidson says the GPS-enabled Scania Communicator was launched in 2013 and it has become a valuable tool for owners, as they are not paying a third party for the data collection. He says locally the rate of activation is more than 90% because it offers real life New Zealand data for benchmarking, which is greatly valued by customers.

"The factory can tap into the truck's ECU and establish all sorts of benchmarks around the truck, the application, and the driver," he says.

"In fact, our owners are using the Scania Communicator as a tool to incentivise their drivers to perform better, they can track a driver's performance, compare driver behaviour, compare brake applications and use of power and economy modes, as well as comparing anticipation levels, and all of this is monitored in real time."

He concludes: "Operators can compare their star ratings with other fleets, because it's genuine data which gives an insight into their current performance, and shows them where improvements can be made."

The best reliability in every single application

Continued from page 12

says.

"The ready-mix concrete delivery market is a competitive one, and the Japanese brands are quite strong here, but we hope that our offer will gain a good foothold in the sector."

Freightliner offers the choice of Cummins or Detroit Diesel engines, as well as a four-year, 800,000km warranty and competitively structured and priced maintenance plans, which Theron believes offer great value to customers.

LIFETIME EXCELLENCE

TAIL LIFTS



PK HEAVY CRANES &
PC COMPACT CRANES



HOOKLOADERS



TAILORED HANDLING
EQUIPMENT



NATIONAL SERVICE
NETWORK

PALFINGER
LIFETIME EXCELLENCE

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

0800 725 346 | PALFINGER.CO.NZ

GOUGH PALFINGER

6 Analie Place,
Highbrook, Auckland
& Service Partners Nationwide

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

CORETEX
Driving Intelligence

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

Allied Petroleum
never run out

Vinz
Vehicle Inspection NZ

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

TRADE DIRECTORY

The comprehensive guide to every service a dealer could use

DIESEL EMISSION FLUID

CHEMSAFE

SCR SOLUTIONS

SEBCO

DRIVER TRAINING

BAY OF PLENTY POLYTECHNIC

ELECTRICIAN

GOOD ELECTRICAL

EMPLOYMENT SERVICES

AUTOMOTIVE EMPLOYMENT

ENERGY

ENERGY EFFICIENCY AND CONSERVATION AUTHORITY

ENGINEERING

HIAB ENGINEERING SERVICES

INFORMATION SERVICE PROVIDER

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

INSURANCE

JLT LIMITED

O' CONNOR WARREN INSURANCE BROKERS

IT MANAGEMENT SYSTEMS

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

SYSTIME
AUTOMOTIVE MANAGEMENT IT

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

ORION

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

SAM
AUTOMOTIVE SERVICE IT

IT SERVICES

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

LEASE

FLEET PARTNERS

ORIX

PAINT

RESENE

PARTS

TRUCK & TRAILER PARTS

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

PRODUCTS

DPS – DIESEL PERFORMANCE SOLUTIONS

ECU CHIPS

SAFETY

ALI ARC INDUSTRIES LTD

AUTO TRANSFORM

SMARTRAK

SECURITY

VIEWTECH

SHIPPING & LOGISTICS

ARMACUP MARITIME SERVICES LIMITED

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

TELEMATIC

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

CORETEX
Driving Intelligence

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

NAVMAN WIRELESS

TRACKIT

TOOLS & ACCESSORIES

DT SPARE PARTS

FULLY EQUIPPED

GEEMAC

JAYCAR ELECTRONICS

PARTS TRADER

SULCO TOOLS AND EQUIPMENT

TRUCK & TRAILER PARTS

UTE MASTER

TRANSITIONAL FACILITIES

AUCKLAND TRANSITIONAL FACILITY

TRANSPORT MANAGEMENT

MYTRUCKING

TYRES

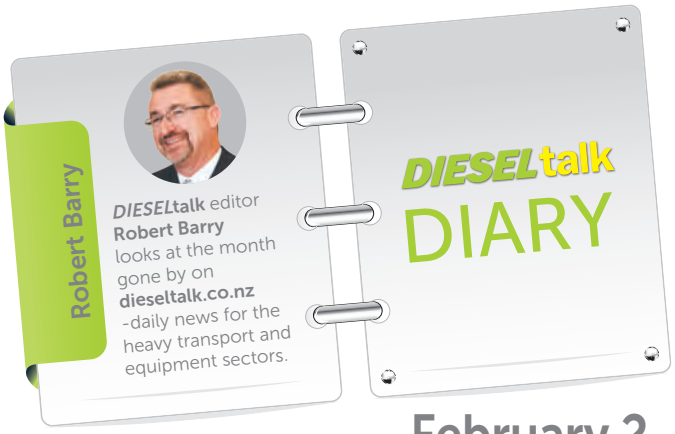
KIWI TRUCK TYRES

SUPERTYRE WAREHOUSE

VEHICLE INSPECTION

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

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



February 1

Farmlands chooses Toyota in preference to Ford

Rural supplies co-operative Farmlands is entering into an exclusive collaboration with Toyota New Zealand, which gives it's shareholders a better deal on new vehicle purchases.

As part of the initial four-year deal, Toyota is also the exclusive supplier of fleet vehicles to the Farmlands Co-operative.

Farmlands current purchasing relationship with Ford New Zealand will conclude on February 28 according to its communications and government affairs manager **Tom Clancy.**

New VDAM rule taking effect

New measurements for heavy vehicles in the vehicle dimension and mass (VDAM) rule 2016 comes into force from February 1, 2017, and therefore, an industry association is warning its membership of the need to be aware of the changes and implications of this.

Malcolm Yorston, the technical manager, for the Imported Motor Vehicles Industry Association (IMVIA), says it's important that wholesalers and dealers are familiar with modifications allowed under the new VDAM rule, and can meet the certifying requirements now that the revised rule is in effect.

Yorston points out that updated information is freely available on the NZ Transport Agency web page 'VDAM: What you need to know' and throughout the NZTA website.

February 2

Demand for air freight on the rise

New data released by the International Air Transport Association (IATA) shows increasing demand for global air freight.

The demand, measured in freight tonne kilometres (FTKs) grew by 3.8% in 2016 compared to 2015.

This is nearly double the industry's average growth rate of 2% over the last five years.

All regions, with the exception of Latin America, experienced positive freight growth in 2016.

February 3

Electric bus trial begins in Auckland and Wellington

NZ Bus began trialling its new BYD eBus in Auckland and Wellington this week as part of its strategy to lead the transition to electric-powered public transport.

"The trial will enable the company to assess whether this fully electric bus, can meet the challenges of New Zealand's landscape and the specific requirements of bus networks in Auckland and Wellington," says NZ Bus chief executive Zane Fulljames.

"We are committed to leading the industry towards an electric-powered bus fleet, as was reflected in our announcement last year to invest NZ$43m in Wrightspeed electric powertrain technology to be retrofitted to buses in our existing fleet," says Fulljames.

February 8

West Coast rail line to remain closed for six weeks

Freight and tourist trains won't be running on the Christchurch-Greymouth rail line between Cass and Springfield for six weeks, due to fire damage.

Damaged bridges, track and signal systems need to be repaired on The Midland line from Christchurch to Greymouth following a 300ha blaze over the weekend.

The fire has damaged bridges, track and signal systems and affected services including the renowned TranzAlpine journey, plus coal and dairy freight services.

Truckometer shows economic growth easing off

The ANZ Truckometer shows economic growth could be easing, with slight falls in January's Heavy Traffic Index and Light Traffic Index.

The Heavy Traffic Index dipped 0.8% but continues an overall trend upward, while the Light Traffic Index fell 0.5% in January, flattening out overall.

"Given mounting evidence that the economy is attempting to grow faster than it sustainably can, we do expect to see growth ease over the course of this year, but to rates that are still more than respectable," ANZ says.

February 10

KiwiRail boosting big ship handling

KiwiRail is expanding its ability to meet growing demand from customers with the completion of two new sidings at its Southdown Freight Hub in Auckland.

A ten day, 24-hour operation over the holiday period transformed two new sidings (short tracks).

This new infrastructure will ensure the efficient transfer of freight around the North Island and works with the new mega container ships now calling on the Port of Tauranga.

February 14

Independent testing proves Kiwi fuel quality

An Independent fuel testing report by the Ministry of Business, Innovation, and Employment's Trading Standards department shows Kiwis are filling up their tanks with high-quality fuel.

"Trading Standards carries out independent testing of petrol, diesel and biofuels to give consumers added peace of mind," says manager Stephen O'Brien.

Trading Standards tested fuel from 115 service stations across New Zealand between July 2015 and June 2016, sampling directly from the fuel pump to ensure the fuel was the same fuel going into consumers' vehicles.

Diesel Technic extending Volvo spare parts range

DT Spare Parts is introducing 600 new products in its catalogue which are suitable for Volvo FH/FM/FMX/NH trucks.

There are 3800 DT Spare Parts products listed, replacing more than 7300 reference numbers. DT now offers a total of more than 7400 spare parts suitable for Volvo Truck and Bus.

It provides components for the Volvo model series FH/FM/FMX/NH and F/FL/N, as well as those for Volvo Bus B9/B12/B13 and Volvo Bus B10/B12.

Slip clearance starting on SH1 north of Kaikoura

Clearing the large slips on State Highway 1 to the north of Kaikoura will commence this week.

Over the last two months, engineers and work crews have been sluicing the slips by helicopter, making it safe for machinery and workers to move on-site, and doing the planning necessary to ensure that rapid progress is made

once work begins.

"Throughout this process, the team has developed a work programme that will protect the environment and cultural values of the area while ensuring that we can deliver a more resilient and safer transport network," says transport minister **Simon Bridges**.

February 15

Independent engineer verifies safety of MAN fire appliance

An independent engineer commissioned by the New Zealand Professional Firefighters Union (NZFPU) has refuted concerns from its members that the crew cabins on Type 3 MAN fire appliances did not meet safety standards.

In a report to the NZFPU, Tasman SV Consultants senior engineer Richard (Dick) Joyce concluded that the glass fibre reinforced plastic crew cabin of the Type 3 MAN fire appliance does comply with ECE R29 and in fact provides a greater level of protection than one built from steel.

"I have checked through all of the information provided and carried out some additional research of my own, and I am satisfied that test report No. 200718343 is valid and that the crew cabin, as tested, complies with ECE R29," says Joyce.

Free hazard perception webinar for fleet managers

Road safety charity Brake is running a free webinar for fleet and road safety professionals on the importance of hazard perception.

The webinar will explore hazard perception among drivers, the challenges for fleet managers, and best practice methodologies for addressing the issue.

It is taking place on Tuesday March 14, 2017 and attendance are free.

Board of Inquiry into East West Link project

The NZ Transport Agency is welcoming a ministerial decision to refer its application for designation and resource consents for the East West Link project to a Board of Inquiry.

NZTA lodged its application with the Environmental Protection Authority (EPA) in December 2016.

The EPA reviewed the application and recommended that it be treated as a matter of national significance that should be referred to the Board of Inquiry.

February 16

Board of Inquiry to look at Northern Corridor decision

The NZ Transport Agency has welcomed a decision that will see applications for the Northern Corridor Improvements project considered by a Board of Inquiry.

The environment minister has agreed with an Environmental Protection Authority (EPA) recommendation that the project is nationally significant and a Board of Inquiry is the best process to consider the applications.

"The Board of Inquiry is expected to sit later this year and will provide a robust process that enables the agency to build this project as quickly as possible, with great environmental and community outcomes being considered alongside the best value for money," says **Brett Gliddon**, the Transport Agency's Auckland highway manager.

Mackays to Peka Peka Expressway officially opened

The $630 million Mackays to Peka Peka Expressway was today officially opened by transport minister **Simon Bridges**.

The Expressway is part of the Wellington Northern Corridor, one of the Government's roads of national significance, identified as key to economic growth.

The 18km four-lane expressway stretches along the Kāpiti Coast and includes 18 bridges and 16km of walking and cycle ways.

February 17

Rethink called on scrapping Wellington trolleybus network

A coalition of Wellington organisations led by a former regional councillor is calling for a rethink on the scrapping of the Wellington trolleybus system.

At the Greater Wellington Regional Councils (GRWC) sustainable transport committee meeting on February 14, the coalition of organisations called for a professional study to maintain Wellington's trolleybus network.

"Wellington's zero emission trolley fleet is a strategic asset in a city already committed to phasing out its dirty fossil fuel buses," says former three-term regional councillor **Paul Bruce**.

More chip seal for dusty Northland roads

The NZ Transport Agency is supporting Whangarei District Council to place chip seal onto an additional 2.5km of roads addressing health concerns caused by dust from logging industry traffic.

NZTA and Whangarei District Council will jointly fund extensions to existing sealed sections along an area of Wrights Rd/McCardle Rd which is affected by dust. Each will share the $1.3m cost of the work.

The additional sections, which total 2.5km, are near residential properties where dust is most likely to create a nuisance because of their close distance to the road.

NRC welcoming improvements to Auckland – Northland route

The indicative route just announced for a new motorway between Warkworth and Wellsford will help make the freight trip between Auckland and Whangarei safer and more efficient.

"It will allow heavy trucks to bypass both Warkworth and Wellsford and address the current road's poor safety record," says National Road Carriers chief executive David Aitken.

"With the State Highway between Auckland and Whangarei and towns further north being an economic lifeline, a 'fit for purpose' State Highway link cannot come fast enough," says Aitken.

February 21

Mercedes-Benz Trucks recognises top dealers

Auckland truck dealership Trucks and Trailers has narrowly missed out on a top prize at Mercedes-Benz Trucks Dealer of the Year awards in Melbourne.

It was named Metro Dealer of the Year runner up, with Daimler Trucks in Huntingwood, Sydney taking out the top prize.

Mercedes-Benz Trucks, which has just introduced a new-generation Actros truck range, held a glittering ceremony at the Glasshouse venue, celebrating its best dealership staff.

February 22

First EV motorhome ready by end of year

Campervan rental company Tourism Holdings expects to have the country's first electric motorhome ready for a "show and tell" by the end of this year, according to *NBR*.

Chief executive Grant Webster says the electric motorhome is still in the trial phase, with a chassis arriving from an as-yet unnamed manufacturer in the next few weeks that its design team will then modify.

Having a product that is consumer ready and available to rent is some time away but THL hopes to have something on the road and operational

later this year.

Leave National Land Transport Fund alone: Shirley

The National Land Transport Fund must remain ring-fenced for roading projects, Road Transport Forum chief executive **Ken Shirley** says.

The fund is paid for by road users through petrol excise and road user charges.

Shirley says the future integrity of the fund is under threat after Labour's Mt Albert by-election candidate Jacinda Ardern made comments in a debate suggesting it could be used to help pay for the costs associated with other transport modes.

Heartland profits up

Major automotive lender Heartland Bank's profits are up 14% to $29.1 million for the half year ending December.

The company's motor vehicle loans – through its subsidiary Marac Finance – rose by $27.1 million.

That's a 4% increase, taking the total to $794.5 million.

Overall its loan book grew 7.1% to $3.33 billion.

Transport, logistics and trades jobs help boost Seek listings

Job listings website Seek has noted a 5% increase in jobs advertised in January 2017 compared with 12 months ago.

Among the top performing categories were with the manufacturing, transport and logistics and trades and services sectors.

General manager for Seek New Zealand **Janet Faulding** says the increase has been driven by continued solid job ad growth across Auckland, along with smaller North and South Island regions.

Jail for former MOT manager

Former Ministry of Transport employee **Joanne Harrison** has been sentenced to three years and seven month's jail after pleading guilty to fraud charges.

The Serious Fraud Office brought charges of 'dishonestly taking or using a document' against the ministry's former general manager of organisational development in November last year.

An internal investigation found that suspicious payments totalling about $726,000 had been made to various entities Harrison was associated with

Prison terms for men involved in bribery case

Two men formerly involved in the transport industry will go to prison after being found guilty on bribery charges.

Former Auckland Transport (AT) manager Murray Noone, will serve five years in jail, while roading contractor Projenz managing director Stephen Borlase received five years and six months, the *New Zealand Herald* reports.

The pair were investigated by the Serious Fraud Office, with Noone found guilty on six charges and Borlase on eight charges in December.

Southpac Trucks' parent reports profitable half year

Colonial Motor Company the parent company of Southpac Trucks is reporting mixed results for the half year to December, according to its latest report to the NZX.

It posted a record after tax trading profit of $10.27 million for the six months to December 2016.

That is up 8.9% on the previous year's result, but does not take into account issues like fair value revaluation of property, deferred tax on property depreciation and the fair value revaluation of investments.

February 23

Port Nelson's new logistics centre open for business

The first major building project of a $32 million redevelopment plan announced last year by Port Nelson is open for business.

Transport minister Simon Bridges officially opened the Patterson logistics centre, which is Port Nelson's new 13,000 square metre storage facility.

It is the Nelson logistics hub of QuayConnect, the port's Nelson-Marlborough integrated warehousing, transport, and logistics service.

Increased parcel volumes boost NZ Post profit

More efficient delivery of mail combined with a 7.5% growth in parcel volume in the past six months is growing NZ Post's half year profit.

NZ Post (not including Kiwibank) reports an underlying net profit after taxation (NPAT) of $14 million for the six months to December 2016.

The result for the postal services (mail, parcels and logistics) business, which excludes one-offs, is up $15 million for the same period last year.

February 24

EECA hopes other ports will follow Auckland's lead

The Energy Efficiency and Conservation Authority is announcing another funding round for early adopters of new technology that cuts energy use or carbon emissions.

Funding for both capital and showcasing the technology can cover up to 40% of the project costs to a maximum of $100,000.

A standout project from the previous funding round was Ports of Auckland Ltd (POAL), which received funding to install LED floodlighting, the first New Zealand port to do so.

February 27

EROAD launches US electronic logging device

EROAD is launching its in-cab, hardware-based electronic logging device (ELD) to the US market.

EROAD's ELD was announced today at the American Trucking Associations' (ATA) annual meeting and transport technology exhibition in Nashville.

It is submitting the ELD to the Federal Motor Carrier Safety Administration (FMCSA) for inclusion on the US government's register of providers offering services to meet new rules for electronically recording drivers' hours of service.

February 28

MITO launches collision repair training programmes

Training in New Zealand's collision repair industry has taken a great leap forward with the release of MITO's new training programmes.

The training organisation's new courses include The New Zealand Certificate in Collision Repair and Automotive Refinishing (Level 3), the New Zealand Certificate in Collision Repair (Non-Structural Repair) (Level 4) and the New Zealand Certificate in Automotive Refinishing (Level 4) qualifications.

The programmes have been developed with I-CAR NZ and endorsed by the Collision Repair Association.

New Zealand's news source for road transport, logistics & heavy equipment industries
DIESELtalk
Register for FREE news updates
Receive three-weekly news alerts to your email
www.dieseltalk.co.nz

Contractors support unannounced NZTA audits

Continued from page 1

and fast, and someone will provide it."

Commercial Road Skills general manager Tony Newth says the NZTA decision to conduct unannounced spot audits is great news for the industry, and "should have come sooner."

"We welcome the move with open arms, and we've previously said on multiple occasions that we are happy for NZTA to come in and check on us at any time."

Newth says since establishing his Commercial Road Skills training and testing business more than 14 years ago he's seen a lot more "rogue operators" enter the industry.

He says the retirement of former "old-school" truck drivers who became trainers and assessors has seen the industry lose a lot of its integrity, coupled with the fact that supply and demand have driven some training operators to cut corners and get people into licences quicker than they ought to.

"We are only as good as our last NZTA audit, and we hold dear to that high standard which is expected of us," he says.

The NZ Transport Agency has a range of methods it uses to identify problems with course providers, says operations manager Kate Styles.

"Unannounced audits are one method available and, depending on the information available, this option is currently available and can be used," says Styles.

Styles says auditing of providers is a continuous activity for the Transport Agency, and the focus is on those presenting the highest level of risk.

"The response or solution for each provider is tailored to the severity of the breaches found," says Styles.

"It can range from a warning letter and follow up visits for a minor issue right through to taking action to suspend and ultimately remove a course provider from the system if that is proved to be warranted."

Styles says an unsatisfactory audit can be due to a range of reasons, including minor ones. Reasons will vary depending on the type of course being assessed.

"There are five levels of audit outcome from the Transport Agency which range from a clear pass to a fail. Providers are likely to be subject to improvement plans, as a result of those audits.

"Our approach is to work with providers in the first instance to get them to a level where they can meet our required standards, and we will then escalate our response if they fail to improve their performance," she says.

"If the audit of a provider finds sufficient evidence to call into question the ability of a course participant and the qualification gained, the Transport Agency has a range of options available to it."

She says: "These options range from requiring a person to re-sit either or both of the theory and practical assessments, or in extreme circumstances invalidating the affected class of their licence.

"Invalidating someone's licence requires a high evidential threshold, and requiring licence re-testing has a similarly high threshold for robust information, so are actions we do not take lightly," Styles says.

"However, if we have evidence to show people have not earned their licence by meeting all of the requirements, we will take action."

Bonneted Mack Trucks regaining lost ground

Continued from page 15

the loyalty of the customers, with some of these clients staying with the brand from as far back as 1974."

All New Zealand-bound Mack trucks are sourced from the Volvo Group production facility in Wacol, Brisbane.

Right-hand-drive production is not available at the Allentown plant in Pennsylvania - the brand's American home.

"The Brisbane facility produces product and specifications that are better suited to New Zealand requirements, as our needs are closer to the Australian market than to the United States," says Sowerby.

Sowerby says there is currently a six to seven-month lead time for new orders, but MTD Trucks carries vehicles in stock, or should a need be there, it can change the specification of a unit in the building process to suit a customer's requirements.

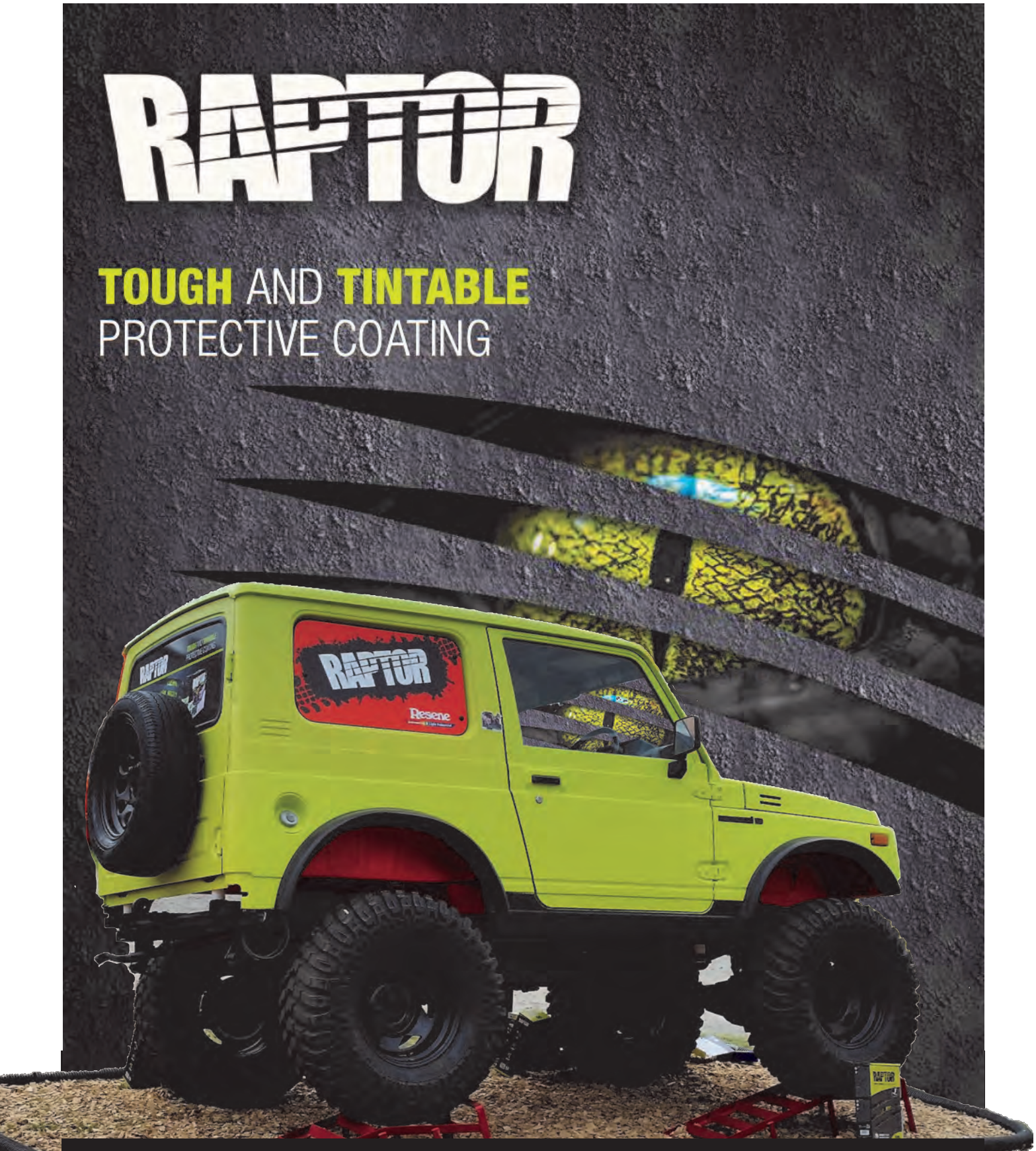
This year MTD Trucks will also be taking a group of 22 Mack promotion winners to the United States via New York to the Allentown Pennsylvania truck production facility, as well as the Hagerstown engine plant, winding up their tour at the North American commercial vehicle show in Atlanta, Georgia.

"The customers liked our 2016 Mack 'Trip to the US' promotion, and I think they are looking forward to what will be an exciting and enjoyable experience," says Sowerby.



RAPTOR

TOUGH AND TINTABLE
PROTECTIVE COATING



As seen at THE EXPO

Resene
Automotive & Light Industrial

0800 108 008

www.rali.co.nz

i-Sigma: High performance and technology in every working condition



developed by **eni** research, **i-Sigma**

A complete line of high performance lubricants for heavy duty vehicles.

Take **i-Sigma Super Fleet 15W-40**, a long-drain multigrade oil specially formulated to meet the requirements of newest turbocharged diesel engines operating under severe conditions.

eni lubricants
a world moving with you

eni

TRANSDIESEL LTD®
www.transdiesel.com / 0800 848 267

What to do about visitor drivers?

I have recently done several media interviews on the issue of visitor drivers and the role they have played in some serious road accidents in recent years. I must admit it is not a debate I derive much enjoyment from.

A recent petition presented to Parliament highlights the tragic and emotive nature of the issue. Petition sponsor Judy Richards tragically lost her son Rhys Middleton in an accident on the Napier-Taupo Highway in February 2016. Rhys was killed when the motorbike he was riding was hit by a car driven by a Chinese visitor with little to no experience of driving on the open road. The visitor was subsequently prosecuted and jailed.

Rhys Middleton's death is just one of a number of tragic and extremely preventable fatalities in recent years which have understandably hardened the attitude of many Kiwis towards visitor drivers who do not have adequate skills to drive on our roads.

In a number of tourist hotspots around the country, the anecdotal evidence of overseas visitors driving dangerously is widespread and there is an ever-increasing library of in-car footage illustrating the issue. Frequent road users, including commercial road transport operators, are fed up and quite frankly frightened at the prospect of running into tourist drivers on many of our roads.

While the Ministry of Transport crash statistics show only a very small proportion of crashes in New Zealand involve an overseas driver, in some specific regions the numbers are indeed significant.

In Westland around 38% of crashes involve an overseas driver, in Queenstown Lakes it is 25% and Southland 24%. For truck drivers and transport companies in those areas, they are very sobering statistics, especially as a commercial driver's exposure is significant because of the high number of hours they spend at the wheel.

On the flip side, however, is the fact that overseas visitors and particularly tourists are absolutely critical to the New Zealand economy. Tourism growth has been a major factor in our relatively stable economic position in recent years and has recently offset the low commodity prices currently having a negative impact on our agricultural sector.

International tourist expenditure accounts for $11.8 billion, 17.4% of New Zealand's total export earnings. The tourism industry is nearly 5% of our GDP and directly employs almost 100,000 people, 5% of our total workforce.

The issue is not just about the numbers, however. The nature of tourism and the kind of travellers New Zealand is now attracting has changed quite dramatically over the years.

Many nationalities that have traditionally been associated with package bus-style tours are now embracing free and independent travel, especially as the middle classes in developing countries grow and have a greater level of disposable income.

Economically, this has been great for New Zealand as more of their dollars are being spent here, rather than going to tour companies based overseas.

But the downside is that the roads in some parts of New Zealand have become more hazardous.

What do we do about it?

Judy Richard's petition calls for the Government to introduce a compulsory driving test for visitors with visas longer than three months. Both the Government and Labour leader Andrew Little have indicated that is not a practical solution.

It is hard not to agree with the politicians. When one thinks about it dispassionately, such a testing regime would require a massive bureaucratic machine to identify, test and provide timely results to millions of visitors each year. It would also break a number of reciprocal arrangements New Zealand has with other jurisdictions allowing Kiwis to drive overseas.

The idea of a 24-hour post-arrival stand down period has also been rejected on practical grounds. Instead, efforts have been made to educate foreign drivers about the dangers and challenges of driving in New Zealand, a code of best practice has been established for rental car companies and a Chinese language road safety guide has been developed.

Unfortunately, this is not an issue with an easy answer. The reality is that the long-term solution requires a global effort to improve the skills of travelling drivers, especially those from developing economies.

What we can do is provide visitors with information about the nature of our roads, conditions and driving rules in an effort to educate them before they get behind the wheel.

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



EVtalk
Keep up with the Electric Vehicle industry news
www.evtalk.co.nz

Driving performance forward with real-time insights

Embracing new technologies to optimise performance and respond quickly to competitive drivers is a force majeure for businesses today as they learn to harness and leverage data insights.

Regulatory compliance is a major obligation as is safety assurance and mitigating workplace risk. In addition, there is a constant need for greater productivity, transparency and efficiency to reduce fuel costs and RUC.

The end game, of course, is to build competitive advantage and customer satisfaction to take on higher margin work and lift profitability.

Using the insights that real-time data collection provides across every facet of a business is its best asset – and its best friend. It eliminates guesswork so managers can make evidence-based decisions and have a 360-degree view of every aspect of the operation.

Whether its transport and freight, construction, forestry or agriculture, businesses need software that can work in sync with existing systems to provide relevant insights into better managing the bottom-line and reducing costs, including compliance costs.

Telematics software does this by increasing efficiencies, productivity and the safety of people and worksites. The system and platform needs to be scalable to fit with different sized fleets and sectors.

We all know the old saying that information is power but for business, information is intelligence that takes away guesswork to improve decisions about the fleet including route optimisation, maintenance needs, asset availability and utilisation.

A comprehensive GPS fleet management platform provides metrics such as vehicle speed, engine performance, driver behaviour, progress towards job completion, time spent on the road, fuel usage, engine idling, unauthorised vehicle use and more.

Real-time fleet analytics data provides immediate insight into the status of drivers and updates traffic conditions, maintenance needs, traffic incidents and policy or regulation breaches as they happen. Whether it's civil construction, forestry, transport or agriculture, the power and the intelligence come together to translate the data into actions.

Integrating GPS tracking systems with other back-office systems provides a complete picture of fleet operations. It can connect vehicle and driver information with payroll, taxation, billing or other data sources. That can be customised, based on what's most important to your business.

Savvy operators are increasingly recognising the benefits of real-time, data-driven insights in the hands of drivers, dispatchers and decision-makers. The result is a highly connected and compliant workforce that makes conscious, moment-to-moment decisions which lead to exceptional customer service and satisfaction – and commercial success.

That spells reputation. While not always front of mind when it really needs to be, a positive reputation is the pass key to doing business and building referrals and a strong customer base.

Every time a vehicle leaves the yard, it becomes a mobile billboard with your name and brand for anyone to see.

While GPS vehicle tracking software is not there to be 'big brother', it does offer tools to monitor driver behaviour on the road, reduce accidents and maintain satisfactory driving habits. When drivers are safe, the company's reputation is safe.

And a GPS tracking solution that includes messaging tools and optimised routing features so drivers can reach destinations on time also means happy customers.

Risk management and mitigation is another critical success factor and for businesses where driving is an intrinsic part of working life, GPS fleet tracking systems offer a holistic approach to safety. They do this through tracking individual vehicles and their hours of use, as well as monitoring driver behaviour such as harsh acceleration, harsh braking, excessive idling, harsh cornering and impact detection.

With the ability to show driver and vehicle behaviour in real time, GPS tracking software helps managers to promote better driver behaviour within company vehicle fleets. Visual event viewers and driver scorecards allow businesses to monitor and replay unsafe driving events that occur on the road, then create reports that summarise unsafe road behaviour.

Side-by-side driver rankings enable healthy competition between drivers to improve their driving safety.

Once poor driving behaviour has been identified, specific training programmes for individual drivers can be arranged. Online driver training programmes can help companies reduce collisions, injuries, costs and liabilities for fleets, and create extra visibility in identifying the drivers most at risk.

A planned maintenance programme is also an essential component of safer driving for work.

With vehicles or machines considered a workplace, employers, owners or managers in industries that involve driving or machine operation need to be on top of maintenance. The maintenance module of a GPS fleet management system allows them to schedule and optimise vehicle and machine servicing and keep their fleets maintained to the highest standards.

All up, a GPS fleet management system is now considered an integral member of the team. It enables people to have the tools they need to make timely, relevant decisions based on easily accessible data that takes in the whole picture to drive the business forward.

Steve Bowden is Teletrac Navman's director of sales for Australia and New Zealand. He is an industry expert in the GPS fleet and asset tracking field. See more at **www.teletracnavman.co.nz**



Customise inspections and be confident your vehicles are safe

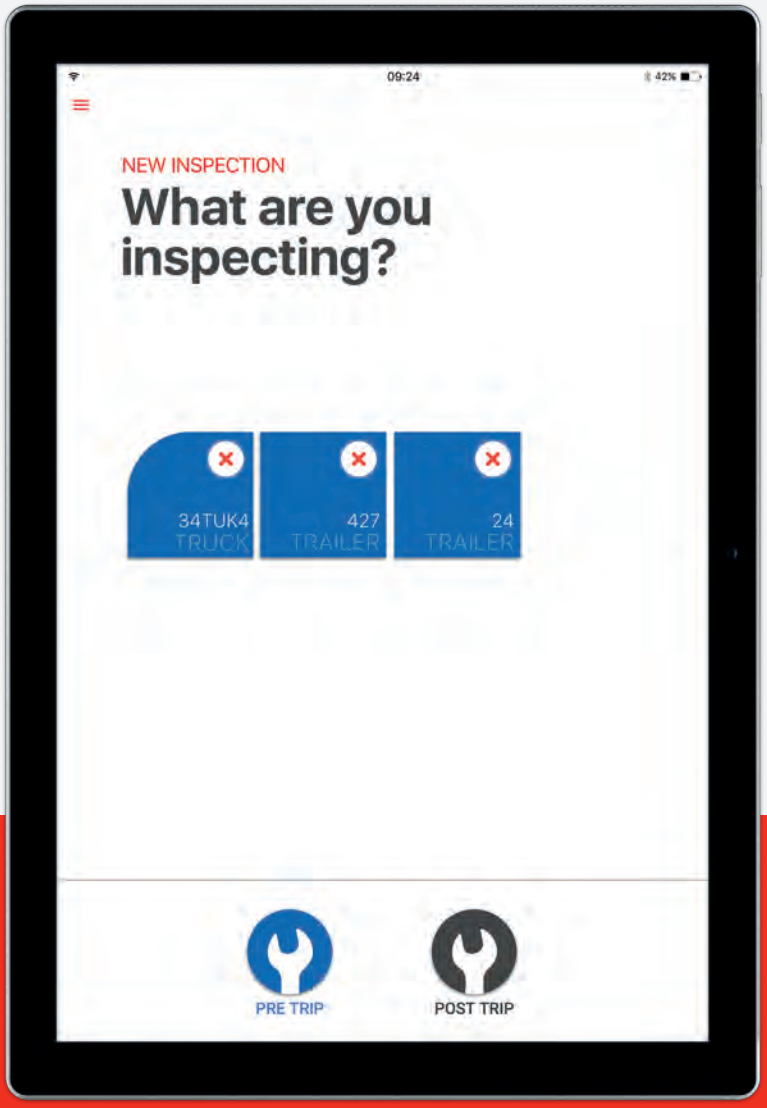
EROAD Inspect is the only mobile vehicle health and safety platform you need to eliminate paper from vehicle inspections, protect your drivers, and stay compliant.

EASY COMPLIANCE
Real-time notifications save you time and money

TAILORED TO YOUR NEEDS
Create configurable inspection templates and assign them to your vehicles

DRIVER FRIENDLY
Guides you through inspections by focusing on one item at a time

FUTURE-PROOF HEALTH AND SAFETY
Interfaces with EROAD web application, Depot



Available now for Android and iOS

Call us on **0800 4 EROAD** or email **info@eroad.co.nz**

EROAD.CO.NZ

Resurgent Fuso brand chasing market leader Isuzu Trucks

The new truck market (over 3500kg GVM) is off to another strong start for the year with 695 units registered year-to-date at February 28, up from 565 units in the previous corresponding period.

The results are driven by the confidence in the New Zealand economy and the demand from the construction, forestry, dairy and infrastructure sectors.

While **Isuzu** Trucks is getting off to another strong start for 2017 with 85 new truck registrations for February, up from 64 in the previous corresponding period, under a new distributor the **Fuso** brand is resurgent with 63 new truck registrations up for February 2017 from 25 in the previous year.

Third-placed **Hino** had a strong February result with 45 new truck registrations up from 32 in the previous corresponding period, and in fourth-place heavy-duty manufacturer **Volvo** Trucks also saw improvement in its February 2017 result, taking 31 new registrations up from 16 in the previous corresponding period.

Year-to-date **Isuzu** Trucks is up to 145 new truck registrations from 105 in the previous corresponding

Continued on page 35



NEW TRUCKS OVER 23,001KG FEBRUARY 2017

MAKE	FEB '17	FEB '16	% Change	% of Market	YTD '17	YTD '16
VOLVO	31	16	93.8	20.0	50	27
ISUZU	22	22	0.0	14.2	40	38
HINO	15	10	50.0	9.7	31	21
DAF	14	17	-17.6	9.0	25	43
KENWORTH	14	15	-6.7	9.0	29	44
SCANIA	13	10	30.0	8.4	22	17
FUSO	9			5.8	10	
MITSUBISHI FUSO	7	5	40.0	4.5	11	12
UD TRUCKS	7			4.5	16	13
IVECO	5	4	25.0	3.2	8	7
OTHER	18	39	-53.8	11.6	39	63
TOTAL	155	138	12.3	100.0	281	285

NEW TRUCKS 9001-23,000KG FEBRUARY 2017

MAKE	FEB '17	FEB '16	% Change	% of Market	YTD '17	YTS '16
ISUZU	28	13	115.4	36.4	49	24
FUSO	11			14.3	12	
MITSUBISHI FUSO	11	6	83.3	14.3	23	10
UD TRUCKS	11	13	-15.4	14.3	20	25
HINO	6	10	-40.0	7.8	23	22
OTHER	10	12	-16.7	13.0	23	21
TOTAL	77	54	42.6	100.0	150	102

NEW TRUCK MAKES ALL WEIGHTS OVER 3500KG FEBRUARY 2017

MAKE	FEB '17	FEB '16	% Change	% of Market	YTD '17	YTD '16
ISUZU	85	64	32.8	22.7	145	105
MITSUBISHI FUSO	63	25	152.0	16.8	119	37
HINO	45	32	40.6	12.0	87	70
VOLVO	31	16	93.8	8.3	50	27
FIAT	25	10	150.0	6.7	50	40
MERCEDES-BENZ	20	19	5.3	5.3	32	33
UD TRUCKS	19	20	-5.0	5.1	37	38
DAF	15	21	-28.6	4.0	28	47
IVECO	15	12	25.0	4.0	27	21
OTHER	57	62	-8.1	15.2	120	147
TOTAL	375	281	33.5	100.0	695	565



Continued from page 34

period, **Fuso** is up to 119 new truck registrations from 37 in the previous corresponding period, **Hino** is up to 87 from 70, and **Volvo** Trucks is up to 50 from 27, so a very healthy start to the year for the top four brands.

In fifth-place **Fiat** saw 25 new truck registrations in February 2016 up from 10 in the previous corresponding period and in sixth-place **Mercedes-Benz** is up one registration from 19 in February 2016 to 20 units in 2017.

Vinz Vehicle Inspection NZ

Isuzu Trucks bullish about 2017

Isuzu Trucks national sales manager **Dave Ballantyne** says despite the heavy-duty truck market being softer in January and February, he believes there will be growth in that segment this year, while the medium and light duty markets will continue to maintain share but not grow substantially.

After a meeting at a recent dealer conference in Hamilton, Ballantyne says the Isuzu Truck dealer network is also confident the good times will continue.

"In general, the dealers have a feeling that the market will be as good if not better than last year from a volume perspective," says Ballantyne.

"I've been in the South Island recently talking to rural livestock transporters, and they say they are all busy, and they have a high level of confidence in the economy," he says.

Ballantyne says the introduction of the VC36 Giga heavy duty model in a low chassis with air suspension, targeting sales to the livestock transport market, has exceeded the distributors expectations, and he says the ability to offer both a manual as well as an AMT transmission has further broadened the vehicle's appeal.

He notes the built-to-go range of light and medium-duty tippers and rubbish compactors from Isuzu Trucks is also doing well in a competitive market sector.

"Other players in the market have similar product offers, but the market is growing, factory tippers are amongst our biggest selling models, and while the volume has predominantly been for manual models, we are now able to offer an AMT transmission as well in our light and medium-duty built to go tippers," says Ballantyne.

NEW LIGHT COMMERCIAL MAKES UNDER 3500KG FEBRUARY 2017

MAKE	FEB '17	FEB '16	% Change	Market Share	YTD '17	YTD '16
TOYOTA	747	644	16.0	20.0	1445	1113
FORD	713	662	7.7	19.1	1501	1361
HOLDEN	364	249	46.2	9.7	747	529
NISSAN	346	220	57.3	9.3	622	451
MITSUBISHI	282	288	-2.1	7.6	501	480
ISUZU	255	215	18.6	6.8	526	429
MAZDA	186	115	61.7	5.0	340	221
LDV	101	82	23.2	2.7	188	144
HYUNDAI	97	67	44.8	2.6	165	120
VOLKSWAGEN	76	102	-25.5	2.0	199	219
OTHER	567	480	18.1	15.2	1173	1051
TOTAL	**3734**	**3124**	**19.5**	**100.0**	**7407**	**6118**

NEW BUSES OVER 3500KG FEBRUARY 2017

MAKE	FEB '17	FEB '16	% Change	% of Market	YTD '17	YTD '16
ISUZU	9	3	200.0	23.7	22	10
SCANIA	5	2	150.0	13.2	18	9
MAN	4	2	100.0	10.5	6	6
BCI	3		#DIV/0!	7.9	14	
MERCEDES-BENZ	3	3	0.0	7.9	10	12
OTHER	14	12	16.7	36.8	50	68
TOTAL	**38**	**22**	**72.7**	**100.0**	**120**	**105**

NEW TRUCKS 3500-9000KG FEBRUARY 2017

MAKE	FEB '17	FEB '16	% Change	% of Market	YTD '17	YTD '16
ISUZU	35	29	20.7	24.5	56	44
FIAT	25	10	150.0	17.5	50	40
HINO	24	12	100.0	16.8	33	27
MERCEDES-BENZ	16	15	6.7	11.2	23	25
MITSUBISHI FUSO	15	10	50.0	10.5	33	15
FUSO	10			7.0	30	
IVECO	7	6	16.7	4.9	15	11
OTHER	11	7	57.1	7.7	24	16
TOTAL	**143**	**89**	**60.7**	**100.0**	**264**	**178**

Vinz Vehicle Inspection NZ

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

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

Healthy start for used imported trucks

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

UDC
New Zealand's Finance Company

Used imported truck registrations are off to a healthy start in 2017, the year to date tally of 292 units is up from 241 units in the previous corresponding period.

Isuzu Trucks lead the used imported truck market in February 2017, taking 44 units up from 27 in the previous corresponding period.

Hino took second place on the used imported truck registration table with 30 units for February 2017, up from 13 in the previous corresponding period, while third-placed **Toyota** dropped one registration unit to 26 from 27 at the same time last year.

Year-to-date, **Isuzu** Trucks leads the overall used imported truck market with 78 registrations up from 50 in the previous corresponding period, followed by **Hino** on 49 registrations up from 20 in the previous corresponding period, while third-placed **Toyota** has dropped to 47 units from 49 at the same time last year.

In the used heavy-duty truck category (over 23,001kg GVM), **Kenworth** lead the market with four registrations followed by **Isuzu** and **Scania** with two each. Year-to-date there have been 24 trucks registered in this segment up from 16 in the previous corresponding period.

In the used medium-duty truck category (9001 to 23,000kg GVM) **Isuzu** Trucks and UD took three registrations each followed by **Hino** with two. Year-to-date there have been 27 trucks registered in this segment, up from 13 units in the previous corresponding period.

In the used light-duty truck category (3500 to 9000kg GVM) **Isuzu** lead the market with 39 units registered up from 26 in the previous corresponding period, followed by **Hino** with 27 (up from 10), **Toyota** with 26 (up from 24), and **Mitsubishi** 24 (down from 25).



Year-to-date there have been 241 trucks registered in this segment up from 212 units in the previous corresponding period.

Used imported light commercials (under 3500kg GVM) have enjoyed a strong result in February 2017 following on from an equally strong January.

Toyota lead the used imported light commercial market in February with 466 registrations up from 354 in the previous corresponding period, following in second place on the table was **Nissan** with 191 units up from 159 at the same time last year, and third-placed **Mazda** saw 94 registrations up from 45 in the previous corresponding period.

In fourth place on the used imported light commercial table was **Isuzu** with 45 registrations, up from 38 last year, then fifth-placed **Mitsubishi** saw 40 units up from 33 and sixth-placed **Ford** increased

Continued on page 34

USED HEAVY TRUCKS OVER 23,001KG FEBRUARY 2017

MAKE	FEB '17	FEB '16	% Change	% of Market	YTD '17	YTD '16
KENWORTH	4	1	300.0	33.3	7	3
ISUZU	2			16.7	2	
SCANIA	2			16.7	3	
OTHER	4	7	-42.9	33.3	12	13
TOTAL	12	8	50.0	100.0	24	16

USED MEDIUM TRUCKS 9001-23,000KG FEBRUARY 2016

MAKE	FEB '17	FEB '16	% Change	% of Market	YTD '17	YTD '16
ISUZU	3	1	200.0	21.4	7	2
NISSAN	3			21.4	4	
HINO	2	2	0.0	14.3	4	3
OTHER	6	6	0.0	42.9	12	8
TOTAL	14	9	55.6	100.0	27	13

USED LIGHT TRUCKS 3500-9000KG FEBRUARY 2017

MAKE	FEB '17	FEB '16	% Change	% of Market	YTD '17	YTD '16
ISUZU	39	26	50.0	27.9	69	48
HINO	27	10	170.0	19.3	44	16
TOYOTA	26	24	8.3	18.6	47	49
MITSUBISHI	24	25	-4.0	17.1	37	39
NISSAN	7	17	-58.8	5.0	16	31
MAZDA	6	4	50.0	4.3	7	5
FORD	4			2.9	4	
OTHER	7	9	-22.2	5.0	17	24
TOTAL	140	115	21.7	100.0	241	212

USED BUSES OVER 3500KG FEBRUARY 2017

MAKE	FEB '17	FEB '16	% Change	% of Market	YTD '17	YTD '16
MITSUBISHI	3		#DIV/0!	37.5	3	1
TOYOTA	3		#DIV/0!	37.5	6	3
OTHER	2	1	100.0	25.0	5	5
TOTAL	8	1	700.0	100.0	14	9

Your first choice in truck & equipment finance

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

UDC Finance Limited lending criteria applies.

UDC
New Zealand's Finance Company

Continued from page 33

its month on month tally to 35 from 26, followed by **Hino** in seventh position on the table with 31 units registered up from 14 at the same time last year.

Year-to-date, **Toyota** leads the used imported light commercial segment with 870 registrations up from 692 in the previous corresponding period, followed by **Nissan** in second place with 388 units up from 317 at the same time last year.

Third-placed **Mazda** has 177 units, up from 80, fourth-placed **Isuzu** sits at 86 units up from 63, and fifth-placed **Mitsubishi** sits at 73 up from 66 in the previous corresponding period.

Year-to-date the overall used imported light commercial segment sits at 1926 registered units up from 1440 in the previous corresponding period.

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

Ranger juggernaut continues

The popularity of double-cab utes continues as the Ford **Ranger** led the new vehicle sales market in February, followed by the Toyota **Hilux** and the Holden **Colorado**.

The **Ranger** took 664 units; the **Hilux** took 533 units with the **Colorado** registering 351 units.

Monthly registrations of 11,785 new vehicles are the strongest February on record and are up 14.3% (1472 Units) in February 2016.

Commercial vehicle registrations of 3733 units were up 19.6% on February 2016. The pick-up/chassis 4x4 segment accounts for 13% of the overall market.

Toyota remains the overall market leader with 15% market share (1738 units), followed by **Ford** with 11% (1324 units) and **Holden** with 9% market share (1018 units).

In the commercial sector, **Toyota** was again the market leader with 20% (747 units) followed by **Ford** with 19% (713 units) and **Holden** with 10% market share (364 units).

It was another record month for new vehicle sales in February – the best result for the month on record.

"As the 2017 year progresses, market conditions remain unchanged from 2016, with record net immigration, low cost of debt and a strong economy," says Motor Industry Association chief executive **David Crawford.**



David Crawford

Toyota was also the market leader for passenger registrations with 991 units, 12% of the market, followed by **Mazda** on 755, 9% of the market, and **Holden** on 654, 8% market share.

USED TRUCK MAKES ALL WEIGHTS OVER 3500KG FEBRUARY 2017

MAKE	FEB '17	FEB '16	% Change	% of Market	YTD '17	YTD '16
ISUZU	44	27	63.0	26.5	78	50
HINO	30	13	130.8	18.1	49	20
TOYOTA	26	27	-3.7	15.7	47	49
MITSUBISHI	24	26	-7.7	14.5	38	40
NISSAN	10	17	-41.2	6.0	20	31
MAZDA	6	4	50.0	3.6	7	5
FORD	4			2.4	4	
KENWORTH	4	1	300.0	2.4	8	3
OTHER	18	20	-10.0	10.8	41	43
TOTAL	166	132	25.8	100.0	292	241

USED LIGHT COMMERCIAL MAKES UNDER 3500KG FEBRUARY 2017

MAKE	FEB '17	FEB '16	% Change	Market Share	YTD '17	YTD '16
TOYOTA	466	354	31.6	46.7	870	692
NISSAN	191	159	20.1	19.1	388	317
MAZDA	94	45	108.9	9.4	177	80
ISUZU	45	38	18.4	4.5	86	63
MITSUBISHI	40	33	21.2	4.0	73	66
FORD	35	26	34.6	3.5	65	44
HINO	31	14	121.4	3.1	50	23
HOLDEN	19	14	35.7	1.9	32	25
CHEVROLET	15	14	7.1	1.5	34	30
VOLKSWAGEN	10	10	0.0	1.0	20	17
OTHER	52	38	36.8	5.2	131	83
TOTAL	998	745	34.0	100.0	1926	1440

USED TRACTOR REGISTRATIONS FEBRUARY 2017

MAKE	FEB '17	FEB '16	% Change	% of Market	YTD '17	YTD '16
JOHN DEERE	13	7	85.7	24.1	29	18
TRACTOR	7	4	75.0	13.0	9	8
NEW HOLLAND	6	4	50.0	11.1	17	14
CASE	4	3	33.3	7.4	6	10
MASSEY FERGUSON	3	16	-81.3	5.6	16	37
MCCORMICK	3	2	50.0	5.6	3	4
OTHER	18	29	-37.9	33.3	44	62
TOTAL	54	65	-16.9	100.0	124	153

NEW TRACTOR REGISTRATIONS FEBRUARY 2017

MAKE	FEB '17	FEB '16	% Change	% of Market	YTD '17	YTD '16
JOHN DEERE	43	24	79.2	39.1	86	55
CASE IH	10	13	-23.1	9.1	15	19
NEW HOLLAND	9	11	-18.2	8.2	25	23
DEUTZ-FAHR	8	1	700.0	7.3	13	7
MASSEY FERGUSON	7	11	-36.4	6.4	21	18
FENDT	6	1	500.0	5.5	9	9
CLAAS	5	8	-37.5	4.5	8	30
CASE	4	6	-33.3	3.6	11	7
JCB	4	2	100.0	3.6	9	4
OTHER	14	27	-48.1	12.7	38	44
TOTAL	110	104	5.8	100.0	235	216

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

The ULTIMATE RECRUITMENT PACKAGE

Get your recruitment advertising into the media that delivers people you won't have to train

THREE GREAT OPTIONS

1 List your advert (up to half a page) on ***dieseltalk.co.nz*** (with over 35,000 page views a month).

- 4 weeks on ***dieseltalk.co.nz*** opportunities page
- 4 weeks on bottom of *AutoTalk* Alert (12 appearances) with link to your advert on ***dieseltalk.co.nz***
- Adverts are also listed on ***autotalk.co.nz*** on 12 weekly alerts.



ENTRY LEVEL

$375 +gst

2 **FOR MAXIMUM IMPACT** go on the front page of our three per weekly news ALERTS (read by 400,000 subscribers each month). Claim attention with a panel on **3** of the weekly ALERTS linked to your ad (up to a half page) on ***dieseltalk.co.nz***

DIGITAL ONLY PACK

$675 +gst





THE WORKS – all of the above 1,2,3

for **$975** +gst

3 **Quarter page** ad in monthly PDF and printed magazine Page 3 (subject to availability) – also listed on website ***dieseltalk.co.nz*** for 4 weeks. Live link from the PDF mag and web to your ad on ***dieseltalk.co.nz***



$475 +gst

Talk to us today – and get the best deal on staff recruitment



DEBORAH BAXTER
deborah@automediagroup.co.nz
027 530 5016

THESE SPECIAL RATES APPLY TO RECRUITMENT ADS ONLY.



Simon Leonow with his son Oscar and their Ford Ranger.

Owner fixes his rough-riding Ranger

An Australian Ford Ranger owner suffering chronic back pain is finding shock absorbers from Monroe are not only improving the ride and handling of his vehicle but also making life at the wheel far more comfortable.

Owner **Simon Leonow** says a replacement set of Monroe Gas Magnum TDT 4x4 shock absorbers has transformed the vehicle but also saved him from spending thousands of dollars to rectify the problem.

Leonow had never replaced the shock absorbers in any of his cars across some 29 years of motoring. He always assumed that OEM shock absorbers were fine and never questioned that a vehicle manufacturer would not be able to provide the best ride from the factory.

But afflicted with chronic back pain, he started to feel every dip and bump on a standard bitumen road, making dirt or off-road driving particularly unpleasant.

"I drove 60,000 kilometres in a new Ford Ranger Wildtrak with some occasional off-road driving, but given my situation I was looking for a solution, varying from just updating my whole car to replacing all of the suspension and fitting a Recaro airbag seat," he says.

"All of this was to try and achieve a more comfortable ride during my daily drive to and from work, but also when four-wheel driving in the Flinders Ranges, beach driving with the family and during the regular towing of a jet ski, XL motorbike trailer, BX trailer or two-tonne ski boat," he says.

But before he made any change, Leonow took the advice of a trade professional and replaced his shock absorbers with a set of Monroe Gas Magnum TDT 4x4 shock absorbers as the first step to solve his problem.

"I was absolutely gobsmacked at the difference it made when I changed the shock absorbers. My first four-wheel drive across some 50 kilometres of sandy beach was no longer a jarring and painful ride," he says.

"The Monroes just soaked it up and smoothed out everything. I got out regularly and just stood up, no more hunching over and slowly straightening up after a big, painful drive."

"My Ford Ranger performed equally impressively across some worn out dirt tracks and corrugated roads. It was totally different, the car had been transformed."

Leonow says had he made the many changes recommended by friends, aside from replacing his shock absorbers, he would have spent thousands of dollars unnecessarily.

"I got so many conflicting suggestions from people to solve my issue and after getting simple practical advice from one installer, I just thought I will start with upgrading the shock absorbers and go from there.

"It wasn't a big investment and I am sure that anyone would clearly notice the improvement the first time they go off-road, drive on a worn road or when towing something heavy. I just wish that I had done this a long time ago."

Monroe replacement shock absorbers are designed and manufactured in Australia for a constantly expanding range of standard and raised height, normal load and heavy duty load four wheel drives.

Visit the online catalogue at **www.monroe.com.au**.



At 5370mm long the Vito is an imposing vehicle

A double cab Ute alternative: Vito Crew Cab

While it awaits the 2018 arrival of the all-new X-Class 4x4 pick up, Mercedes-Benz Vans New Zealand is launching a new variant of the Vito Van which will appeal to buyers looking for a vehicle for both work and family use.

While the market for a European Van which believes it is a large family station wagon might be small, we can see both Kiwi tradesmen, small business owners, and transport operators appreciating the practicality of a vehicle that can carry five people, but also tools, equipment, or parcels.

Did we mention it's also a Mercedes-Benz vehicle with a five-star safety rating, and a service interval of up to 40,000km.

The long-wheelbase Vito Crew Cab 114 as tested by *DIESELtalk* offers individual seating for five people in two rows, separated by a steel bulkhead with glass window, allowing the vehicle to carry both humans and cargo in safety and comfort, yet still giving the driver a reasonable outlook through the rear-view mirror.

It's an impressive beast particularly in the optional shade of Obsidian Black metallic which is an additional $1785. Our test vehicle was also fitted with the driving assistance package, $1915, a rigid trailer coupling $1478, 17-inch 5-spoke alloy wheels, $2385, and the roof rails which are an additional $600.

Adding these features to the manufacturers list price (including GST) of $63,190 raised the price as tested (including GST) to $71,353.

The driving assistance package mentioned above includes safety features such as collision prevention assist, blind spot assist, rain sensor, and lane keeping assist. It's an investment that we believe is simply a no brainer for a light commercial vehicle that may be driven by multiple drivers, particularly given the cost of both lost productivity and vehicle repairs, not to mention potential recuperation time from sustained injury.

Powering the Vito is a 2.2-litre turbocharged four-cylinder diesel engine, allied to a seven-speed automatic transmission which sends drive to the rear wheels.

The Euro VI emissions rated OM651 engine offers 100kW @ 3800rpm and 330Nm at 1200 rpm which gives it sprightly acceleration off the line, even when heavily laden.

Thanks to the Eco stop/start system Mercedes-Benz Vans quotes fuel consumption of 6.1-litres per 100 kilometres and C02 emissions of 161gm per kilometre.

The Vito is 5370mm in length, without the roof rails it is 1910mm high, and including the side mirrors it is 2244mm wide. The internal load length with the metal bulkhead in place is 1894mm, which was enough space for us to slide a larger-sized two seater sofa into the rear compartment, and yet still close the rear tailgate with a few mm to spare.

It has a towing capacity of 2500kg braked or 750kg not-braked, it's un-laden weight is 2145kg and gross vehicle mass is rated at 3050kg.

The rear view camera fitted to the Vito has two settings, a wide view for reversing and a narrower view



The bulkhead window provides good visibility



Daytime running lights are a standard feature



Great ergonomics and easily used.



Seats – Each seat has an individual lap and diagonal belt



Roof rails are a $600 option

to assist the driver to line the tow ball up with an awaiting trailer hitch.

Driving impressions

It was somewhat ironic that we ended up taking this test Vito to Mystery Creek in Hamilton for the 2017 transport and heavy equipment Expo (THE Expo) where it ended up in the exhibitor car park adjacent to three other similar Benz models.

The Vito is very car-like to drive, and anyone familiar with the current Mercedes-Benz switch gear set up will be at home at once when climbing up and into the driver's seat.

Pushing the automatic selector wand up, gives you reverse, pushing it down gives you drive, and pressing the button on the end of the wand puts the car into park mode. Pressing the parking brake with your left foot engages it, but to release, you need to pull a lever to the bottom right of the steering wheel.

Mercedes-Benz continues to combine both the indicator and wiper function on a large stalk to the left of the steering wheel, and a smaller lever adjacent operates the cruise control and speed limiter functions.

The seats are very comfortable over long distances, and thanks to the installation of the rear bulkhead as well as a full roof lining over the extended passenger compartment, not only is this particular variant much quieter on road than a standard delivery van, the air conditioning unit is more effective and sound quality from the audio and Bluetooth telephony is also very good.

Ride comfort when laden or not is good, and the road noise levels are muted, even though our test vehicle was shod with the larger 17-inch alloy wheel and lower profile tyre combination, rather than the standard 16-inch steel rims with higher profile tyres.

The Vito is a stable and neutral handling vehicle, its lower centre of gravity in comparison to most high-riding double cab pick-ups means it can hold a fair bit of speed around the corner without upsetting the occupants or the load, but it is by no means a sports car.

Under the bonnet the 2.2-litre engine is working hard to maintain momentum but it never sounds especially stressed thanks to the 330 Newton Metres of torque and the seven-speed transmission shifts quickly and quietly, it also offers an Eco mode and a manual mode, but for most of our test we left it in the comfort mode.

We covered 472 kilometres in the Vito at an average speed of 45 kilometres per hour and consumed 8.2-litres of diesel per 100 kilometres travelled.

So, while nowhere near the manufacturers figures, given that we'd been on a mixture of urban and extra urban journeys we felt this was still a reasonable consumption figure, and particularly as the vehicle was nearly brand new with fewer than 3000km on the odometer.

All commercial vehicles are a compromise, there is never one perfect vehicle to suit all applications but we feel the Vito Crew Cab will be the answer for people who don't want a Ute but need a practical and capable work horse for fleet and family use.







It's not a facelift; it's a rolling change!

The quiet achiever in New Zealand's light commercial sector, the Isuzu D-Max, has been revamped for 2017 with restyled headlamps and front grille, an improved engine, and transmission and specification upgrades.

But don't call it a facelift, Isuzu Ute New Zealand says - the forthcoming 2017 RT 87 D-Max series of 4x4 and 4x2 utes is simply a running change to the model line-up.

The biggest running change is under the bonnet. Isuzu Ute New Zealand boss **Murray Greenhalgh** reckons the revised Isuzu-truck derived 4JJ1 engine is now much smoother and quieter than before, but hasn't lost its 3500kg towing capacity.

More noise insulation has been part of the RT 87 series upgrade for all double cab D-Max models but not the single cab/chassis variants.

The Isuzu 4JJ1 series 3-litre turbocharged inline four-cylinder engine is now Euro 5 compliant, running both exhaust gas recirculation (EGR) as well as a diesel particulate diffuser (DPD) in the exhaust system, which traps particulates and converts nitrous oxides to carbon dioxides and water.

To make the engine Euro 5 compliant, Isuzu changed the fuel injectors, altered the design of the pistons and the injection cycle, and added the DPD unit into the exhaust system.

Changes to the ageing but reliable diesel engine mean torque output has increased from 380Nm at 1800rpm, to 430Nm at 2000rpm, and Isuzu Ute is upgrading the manual and automatic gearboxes from five-speed to six-speed transmissions for better responsiveness and greater fuel economy.

Hill descent control is now a standard feature across the entire D-Max range, and all models also have a reversing camera.

The LX models receive a new 7-inch DVD touchscreen head unit and now have eight speakers, while LS and LS-Terrain models have a new Panasonic 8-inch touchscreen head unit with built-in GPS navigation and a USB power outlet for passengers in the rear seats.

Isuzu Ute is fitting projector headlamps with daytime running lights to the D-Max LS and LS-Terrain variants, as well as a shark fin antenna in body colour, and the LS-Terrain is also getting an upgrade to 18-inch alloy wheels all around.

To further enhance the LS and LS-Terrain models, the manufacturer also fits a new chrome Isuzu decal sticker on the tailgate.

In total, there are 13 different variants of RT 87 D-Max on the way, with seven colours for buyers to choose from. Price increases vary from a few hundred dollars up to $1000, depending on the model and the amount of new content added.

The MU-X seven-seater wagon is also receiving the new engine and transmission update, but as yet Greenhalgh is unable to confirm when it will get the same front styling and interior changes as the pick-ups.

Australia is also taking the RT 87 D-Max with the 3-litre engine but the specification between that market and New Zealand's is quite different, Greenhalgh says.

"The RT 87 vehicles that are coming to New Zealand are market specific and have a building code solely for us but they are ADR compliant," he says.

"Our vehicles are in built now, and the first shipment of RT 87 models will be arriving into New Zealand at the end of March and beginning of April."

Spectacular 2016 sales year

Last year was a spectacular sales year for the Isuzu Ute brand and its growth of 39.2% overall was ahead of expectation and "genuinely surprising for us", Greenhalgh says.

"We started the year with an aim to see if we could reach number three in the 4x4 ute market and we touched that milestone briefly, but we finished the year in third place in the 4x4 ute market overall.

"I'm very pleased that we had forward ordered plenty of stock which allowed us to fulfil market demand, because if you haven't got it, you can't sell it."

Asked if he expects another year of more than 30% growth, Greenhalgh is cautious.

"We would like to see growth but I'm not sure what the market's going to do this year because it's an election year and we have variables to contend with.

"Certainly at the moment the market is buoyant but we'd all be surprised if the same level of growth from 2016 continued in 2017."

ISZ12317_DT

GET UP TO $3,000 WORTH OF ACCESSORIES

WITH ANY NEW ISUZU TRUCK



Buy any new Isuzu truck before the end of April, and get your choice of up to $3,000 worth of accessories. To find out more about this great offer, talk to your local dealer or **visit isuzu.co.nz**

N Series	F Series	Giga Series
$1,000 worth of accessories	$2,000 worth of accessories	$3,000 worth of accessories

All prices GST exclusive. Promotion offer ends 30 April 2017. Terms and conditions apply.



ISUZU

TRUCKS YOU CAN RELY ON

RENAULT

L'énorme Renault Master Auto Upgrade



Purchase a 13m³ Renault Master manual (L3H2) and we will upgrade you for free to a 17m³ Renault Master auto (L4H3). Call today for savings of over $12,500.

PAY FOR	GET
• Long wheel base	• Extra long length
• Manual transmission	• Auto (AMT) transmission
• Single rear wheels	• Dual rear wheels
• 2500kg tow rating	• 3000kg tow rating
• 1500kg payload	• 2000kg payload
• Single sliding door	• Dual sliding door

Renault, Europe's #1 Light Commercial Vehicle brand for 18 years straight!

info@renault.co.nz **0800 renault** **renault.co.nz**

*Terms and conditions apply, subject to stock availability, whilst stocks last and based on the RRP. Not in conjunction with any other offer.