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

DIESELtalk

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Kiwi ingenuity inspired new side loader

A New Zealand designed 3-crane side loader for transporting lightly-filled or empty containers has been re-engineered and re-launched on to the market by HAMMAR.

The first of the new generation 3-crane side loaders, the HAMMAR 130, has just gone into service with Auckland-based Massam Transport.

Eighteen months ago, HAMMAR New Zealand, a fully owned subsidiary of Sweden's HAMMAR, purchased the 3-crane side loader business of Hamilton-based Tidd Ross Todd (TRT) Ltd, with the aim of redesigning and relaunching the product for local consumption as well as export.

The original TRT concept underwent a complete re-design at the HAMMAR headquarters in Sweden, with input from Massam Transport, before going into production at the local factory in Takanini.

The new 3-crane design, which can carry either a pair of 20' containers or a single 40' container, features a completely new chassis that retains the light weight of the original, yet it is even stronger says HAMMAR. The middle crane now sits in a lowered section in the centre of the chassis, though not integrated with the chassis, which makes for easier maintenance and service.

"We discussed what we would like to see in the revised version, such as increased load capacity, and we're very pleased that almost everything we asked for has been included," says Massam Transport chief executive officer, Ross Massam.

"It should be the most efficient side loader on the road."

Among the features Massam Transport requested was a towing hitch on the rear, so that it can pull another trailer with a single, light 20'

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Fielday's ute frenzy already under way

The pre-National Fieldays marketing campaign for the 4x4 double cab ute segment has already begun with Mitsubishi, Ford, Toyota, Holden, and Mazda all strategically price pointing specific models to drum up business with the rural buyer.

Mitsubishi Motors New Zealand head of sales and marketing strategy Daniel Cook says that a reasonable chunk of the more than 3200 light commercial vehicle arrivals from Thailand in April would have been the new model year 2015 Triton ute.

"We currently have 450 units

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NAVMAN WIRELESS

Creditor compromise approved in Smith & Davies failure

Unsecured Smith & Davies New Zealand Limited creditors have agreed to a payment compromise allowing the company to avoid liquidators.

According to documents lodged with the companies office today, unsecured creditors have agreed to accept an average amount of 26.46 cents in the dollar.

The full amount owed to unsecured creditors is $1.777 million of which $345,526 will be paid out. The related partie – HarvestPro and KFI Leasing – will not receive any monies owed.

According to the compromise, parties suffering the greatest loss include Z Energy which was owed $371,492 and will receive $74,298.

Value Tyres, which was owed $257,741, and it will receive $51,548.

It is not yet known how much Mercedes-Benz Financial and GE Finance and Insurance Limited have recouped from the repossessed trucks, utes, plant and equipment that was seized in April and is currently being marketed by Turners Trucks and Machinery.

The estimated value of the unsatisfied debt to GE Finance was $11.2 million and Mercedes-Benz Financial was more than $12.5 million.

Itochu Corporation was a third secured creditor with a estimated unsatisfied debt value of $1.2 million.

The compromise brings resolution after a troubled period for the company.

After the shutdown of its sister company, HarvestPro, by secured creditors in March, workers at the Auckland branch of Smith & Davies Ltd were informed last week that the company is "shutting its doors."

DIESELtalk understands that the 88-year-old Auckland construction and transport company which is a wholly-owned subsidiary of Kiwi Forestry International, has ceased trading.

Managing director Bob Grove, who purchased Smith & Davies Ltd in 2004 with fellow managing director Graham MacKinnon, denied that the company was being placed in receivership or liquidation when contacted by *DIESELtalk* by phone last week.

McKinnon, who is the nephew of Glyn Tyler-Davies (son of company co-founder Alun Tyler-Davies) was not available to speak to *DIESELtalk*.

On Monday May 4, First Union members at the Auckland branch of Smith & Davies Ltd were instructed to return their work vehicles and surrender any other company property according to the union's general secretary Robert Reid.



Reid says workers were told the company is "shutting it doors" but the status of their employment was not "clarified."

Two other wholly owned subsidiary companies of Kiwi Forestry International – being HarvestPro and logging truck operator Smith & Davies New Zealand Ltd – ceased operation on March 12, when the trucks and forestry equipment of both companies was repossessed by the secured creditors.

Reid says that Smith & Davies New Zealand Limited has not paid out notice or redundancy pay for workers who were covered under the collective agreement. He says the First Union currently has a claim against the company for this money. However, many of the HarvestPro workers in Northland and Gisborne were paid wages.

A number of the Smith & Davies New Zealand Limited forestry trucks and members of staff in Northland were acquired by Stan Semenoff Transport but the First Union says that workers were not notified of the arrangement until more than a week after it happened.

Some of the repossessed forestry trucks, as well as SUV and 4x4 pick up vehicles, are currently being offered to the market on a buy-now basis through Turners Trucks and Machinery.

Smith & Davies joined forces with HarvestPro in 2011 under the umbrella of parent Kiwi Forestry international (KFI), based in Silverdale.

According to the KFI website Smith & Davies MD Graham MacKinnon is listed as the parent company's joint managing director with Zane Cleaver (who was one of the HarvestPro founders) while the other Smith & Davies MD, Bruce Grove is listed as an executive director alongside fellow executive director and company chair Andrew Chalmers, who was a founding director of HarvestPro.

In March Smith & Davies managing director Graham MacKinnon told *Stuff* that he had resigned from the Kiwi Forestry board.

At that time MacKinnon told *Stuff* HarvestPro had not been placed in receivership but its finance company had taken back harvest plant and equipment.

The merger of HarvestPro and Smith & Davies was being "disintegrated", said McKinnon.

Smith & Davies would continue as normal and was not cutting any staff, he said at the time.

According to *Logger* magazine editor John Ellegard in his May 2015 magazine story "The fall of HarvestPro" the pairing of a harvesting business with a logging and civil transport company in 2011 seemed like a good match.

In the *Logger* magazine story Ellegard says it was one of the largest operations of its kind in New Zealand.

Ellegard also says in the story the creation of Kiwi Forestry International was supposed to have taken HarvestPro to the next level.

"By joining with Smith & Davies it would position the newly enlarged business to take advantage of rising international demand and pricing for commodities, combined with the opportunity of New Zealand's sizeable 'wall of wood' forestry stock," says Ellegard.

Smith & Davies was founded in 1927 by Alun Tyler-Davies and his stepfather Len Smith as a two-man operation to cart milk from a farm to the local dairy.

It grew into into a multifaceted transportation and construction company, specialising in bulk and heavy haulage, road construction, site works, log cartage, and metal cartage.

KIWI INGENUITY INSPIRED NEW SIDE LOADER

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container within current length and weight limitations, once regulations allow, thus future-proofing the concept.

The HAMMAR 130 sits on two axles and has a light tare weight of 7.4 tonnes, yet can lift 16 tonnes, making it versatile and more productive. Each unit is tested to 20 tonnes to prove its strength.

Many containers are moved either empty or lighter than 16 tonnes, and in some cases it is inefficient to transport them with a side loader designed for fully loaded containers. TRT came up with its 3-crane side loader solution more than 20 years ago, designed to be pulled by a single drive prime mover, at lower capital costs than larger trailers.

HAMMAR says that while the TRT 3-crane side loader was well proven, with a good reputation, its design and engineering needed to be brought up to date.

Head designer for the HAMMAR 130 project, Claes Andersson, spent time with local NZ operators such as Massam Transport, to get feedback prior to and during the design phase.

Every component was re-designed and engineered with the aim of making it better, more efficient, more robust and easier to use.

"We purposefully used as many existing HAMMAR genuine parts as possible, including cranes, to keep the service and supply simple for our customers," says HAMMAR NZ managing director Fred Sandberg.

The HAMMAR 130 is fabricated in New Zealand from high tensile Swedish steel and cranes, along with some components sourced locally.



The HAMMAR 130 design features include the high rear chassis frame ground clearance, the tilting/extending front and rear stabilisers and its excellent reach, due to all stabiliser legs and cranes having a long outreach. From a safety viewpoint, the cranes can only be used when the legs are firmly on the ground, which is monitored by sensors.

Each HAMMAR 130 comes with a remote control as standard, to allow the driver to move around the side loader for the best possible view.

Only the rear crane slides, to optimise handling between 2x20' and a single 40' container.

Sandberg believes the new HAMMAR has a good future, especially as side loaders are expected to move towards being set up as 4-axle trailers, pulled by 4-axle trucks and registered as an HPMV vehicle, which will also have an impact on RUC charges.

"Such a unit may turn out to be quite expensive to use for moving an empty or lightweight box, so I am convinced this will open up a growing market for the middle and lighter range side loaders," he says.

The addition of the 130 model means HAMMAR is able to offer a more complete range, be more competitive and there could also be opportunities to introduce it to other countries.

"It fits perfectly – we have a middle range model, the 140 model, manufactured by our HQ in Sweden, however with the 130 we enter another dimension in the side loader world," says Sandberg. "We are ahead of other countries in being able to offer a choice of side loaders for light and heavy boxes."

LIGHT COMMERCIAL FLOOD CONTINUES

New light commercials continue to flood across New Zealand wharves with 4265 new trucks and vans (under 3500kg) arriving in April.

So far year-to-date more than new 11,570 light commercials have arrived which indicates the strength of the market and the buoyant New Zealand economy.

By comparison new heavy commercial arrivals (over 3500kg) were 244 units in April, with 1007 crossing the wharves year-to-date.

Used light commercials (under 3500kg) by comparison were a tenth of the new figure with 408 arriving in port and year-to-date 1608 have landed on New Zealand wharves.



Used heavy commercial (over 3500kg) arrivals numbered 76 in April and year-to-date 310 have arrived.

It is the rise and rise of the ute that is accounting for the greatest number of light commercial arrivals. Thailand is the commercial vehicle powerhouse where 3270 units arrived from in April, followed by 542 vehicles from Japan, 355 from Korea, 158 from Germany, and 105 from Australia.

Pick up and cab/chassis utility vehicles account for 22% of the total New Zealand market and most of the major mass market brands are now built in Thailand.

Of the 3720 commercial arrivals in April from Thailand the majority were utes ordered by the manufacturers ahead of the peak selling period in May and June around the National Fieldays.

Intelligent battery charger range expanded



Projecta has made its range of 'Intelli-Charge' battery chargers more intelligent and practical for workshop applications.

All models in the 'Intelli-Charge' battery charger range now on sale offer an adjustable charge rate, including the smaller 7Amp, 10Amp and 15Amp versions, increasing their suitability for use by transport and commercial customers, as well as workshops.

The enhancement enables them to produce a charge rate from as low as 1Amp, delivering safe charging for all lead acid batteries, while continuing to offer 7-stage technology and multi-chemistry charging.

Engineered and designed for use on all types of batteries, including Gel, AGM, Wet and Calcium, these chargers provide an opportunity to have just one charger to meet all needs, ranging from cars, motorbikes, trucks and contracting equipment.

By selecting the battery chemistry type, Projecta's Intelli-Charge range adjusts the charge to precisely match the battery, extending battery life and performance.

Intelligent electronics monitoring, coupled with a chemistry-specific charge process, delivers a specific charge that is precisely matched to the battery type, guaranteeing no greater charge than is required and preventing possible damage.

The Intelli-Charge range begins with the IC700 (12Volt 7Amp) model featuring adjustable charge rates of 1Amp, 2Amp, 4Amp, and 7Amp. The IC700W workshop model incorporates all the features and benefits of the IC700, along with projective hard rubber unit end caps to help endure the rigours of workshop life.

Users requiring a faster charge rate can opt for the IC1000 (12Volt 10Amp), which provides adjustable charge rates of 2Amp, 4Amp, 6Amp and 10Amp.

Further up the-range is the IC1500 (12Volt 15Amp), which offers higher adjustable charge rates of 2Amp, 4Amp, 8Amp and 15A, together with a remote control socket that allows the operator to position the charger out of sight, yet retain total control of the unit. The Intelli-Charge remote control unit (Part number: ICREMOTE) is available separately at additional cost.





Fielday's ute frenzy already under way

Continued from page 1

of the new 2015 Triton on the ground and we still don't have enough to meet dealer demand with the mix of models in stock," says Cook.

"Our dealers are excited about the prospects for new Triton sales in May and June, and already we are getting positive feedback from customers who have driven the new vehicle – we are expecting strong sales in May and June around Fieldays.

"We are definitely stocking up for the demand, we have another 1000 units on the water, so there will be at least 300 units delivered every month for the next quarter, we are on target to sell between 2500 and 3000 units this year, effectively doubling last year's Triton sales.

Cook says the last of the old model year 2014 Triton units have been wholesaled to dealers and will be gone by the end of May. From June, he says, dealers will be holding stocks of the all-new 2015 Triton and there will be only one transaction priced model promoted for Fieldays.

The sole transactionally priced Mitsubishi Triton will be the Double Cab GLS 4x4 manual at $44,490 (Usual RRP $57,490) for the month of May and June, and Cook says that customers will have to talk with their dealers about other deals to be had on the other new Triton models.

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

Ford New Zealand communications manager **Tom Clancy** was unable to comment to *DIESELtalk* on the exact numbers of the current Ranger being held in stock by the company, or the number which are now on the water from the Thai factory.

"Demand is still high from the dealers and the customers, we're still selling nearly 500 units a month and we will continue to have the supply to meet that demand before and beyond the National Fieldays, until the new Ranger model arrives in the third quarter," says Clancy.

Ford has already started its 'Hot deals' marketing campaign ahead of the National Fieldays, offering a double cab Ranger XLT 4x4 manual well-side model for a transactional price of $49,990 plus on road costs, as opposed to the RRP of $59,540 plus on road costs.

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

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

On its website, Holden is currently marketing the manual version of its double cab Colorado LTZ 4x4 pick up from $38,990, which carries an RRP of $59,990.

On its website, Mazda New Zealand has price pointed its BT-50 4x4 GLX double cab pick up with a manual transmission to $40,475, plus on road costs. The usual RRP is $52,995 plus on road costs.

"Our dealers are excited about the prospects for new Triton sales in May and June, and already we are getting positive feedback from customers who have driven the new vehicle – we are expecting strong sales in May and June around Fieldays."



Daniel Cook

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RETROVEHICLE ENHANCEMENT

Making the change to waterborne paint



While most heavy commercial vehicle refinishers are yet to consider the merits of waterborne paints, the passenger and light commercial refinishers in New Zealand are embracing the technology in greater numbers.

Heavy vehicle refinishers in the European Union have started using waterborne paint systems under EU mandates to lower the use of Volatile Organic Compound solvents, or VOCs, which are found in conventional base-coats.

The mandatory reduction of the use of these 'traditional' solvent-based paints over the past decades in the European Union and the United States of America has seen waterborne technology from major coating and refinish manufacturers become more efficient and effective.

Ready-to-use conventional base-coats have a VOC solvent content of around 84% (and 16% solids), whereas a typical waterborne base-coat is composed of about 70% water (and 20% solids) and 10% solvent. So the reduction in solvent use in making the switchover is substantial.

While the New Zealand government is yet to make use of waterborne paints mandatory for all refinishers - many in the light automotive sector have embraced the concept of using a product that is kinder to the environment, kinder to their employees, and in the case of the systems provided by Resene Automotive and Light Industrial (RALI) faster to apply, enabling quicker turnaround, and a more efficient and profitable paint shop. Not to mention, happier clients!



RALI offers its automotive refinish clients two professional waterborne painting systems, being Cromax Pro and StandoBlue - the only third generation waterborne systems available in New Zealand. To support the demonstrations and installs of these systems, RALI has set up a fully equipped mobile waterborne tint room in the form of a Fiat Ducato that can come to a potential client's facility and reproduce OEM colour or create a colour-match on site.

RALI northern regional sales manager Kevin Johnson says that when the company first offered the third generation Cromax Pro waterborne paint system to the market a little more than two years ago, it decided that the best way to show clients the complete refinishing system was to take it to them as a mobile unit.

Hence the Fiat Ducato is fitted out as a fully mobile refinishing unit for waterborne paint, which has everything needed to mix and match colour. It is a one stop, mobile refinish tint room says Johnson.



The RALI Ducato is equipped with sanding equipment, paint, colour tools, spraying equipment, and health and safety gear, as well as mixing equipment, and it comes to every site with a fully qualified refinish technician.

In comparison to competitor waterborne base coat systems which can take up to 7 steps, the Cromax Pro waterborne base coat system's advanced technology is designed to improve productivity. The three-step process offers a 30% average saving in application time.

Whenever a customer converts to waterborne paint, as well as taking the client's staff through a comprehensive induction and training process, a RALI refinish technician will remain on site to ensure the transition is seamless.

The biggest behavioural change initiative in the transport industry



HW Richardson Group (HWR) is one of the biggest privately owned transport fleets in New Zealand that has participated in the EECA 'Heavy Vehicle Fuel Efficiency' programme, setting an ambitious target of reducing fuel consumption across its fleet of 939 trucks by 10% which equates to nearly 2 million litres annually.

The company says that in the longer term it would also look at vehicle selection practices, but in the shorter term it would address tyre and vehicle maintenance, deliver SAFED (safe and fuel efficient driving) training to their drivers, and improve fuel data management, as well as speed and idling management, to reach its intended savings target.

When HWR joined the programme in late 2014, managing director Scott O'Donnell said that it was important to the company that the programme's focus was not solely on fuel efficiency gains, but also making sure staff got home safely every night, and that another key consideration was ensuring the public were not put at risk by the company's transport operation.

"The safe and fuel efficient driving that forms part of the programme aligns with where our priorities lie for both our people and the communities we work and live in.

HWR general manager people development, John McDonald, has worked within the company for 22 years and he says the greatest personal highlight of the programme has been seeing people buying into a new idea, which has been hugely satisfying.

"Seeing professional drivers adopt a different way of driving for good has been gratifying, and the greatest highlight for me personally," says McDonald.

"This programme in continuous improvement has been the biggest behavioural change initiative in the heavy transport industry."

He says the engagement and support from upper management, as well as branch and transport managers who saw the scheme as a 'no brainer,' has been part of the ongoing success of the programme.

McDonald says that many people amongst the teams of drivers were sceptical at first about the implementation of fuel management action plans, and the SAFED training programme within the HWR Group of companies.

"There were a number of more experienced drivers who at first were of the opinion 'you can't teach me anything' but they quickly became the greatest converts, and a couple of those older more experienced drivers have themselves become SAFED driver trainers," says McDonald.

"The programme has helped our drivers to minimise their risk on the road as much as possible, and it was also great to see them all sit down in the lunch room and share their experiences with each other.

"There quickly became a bit of peer pressure amongst them to see who could deliver the greatest reduction in gear changes and fuel burn.

"Long-term I have no doubt that we will also enjoy savings on replacement tyres and a longer life from clutches, brakes, gearboxes and reduced repairs and maintenance."

But McDonald also points out that the programme is not a silver bullet, without ongoing support from management and accurate fuel reporting.

"For the programme to work, and for continuous improvement to maintain gains made, management need to be committed, the fuel reporting needs to be extremely accurate, training

Continued on page 10

For HW Richardson Group, joining the 'biggest behavioural change initiative in the transport industry' was a no-brainer.

Visit www.eecabusiness.govt.nz/heavy-vehicles to find out more.

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New generation Fiat Ducato arrives

Fiat Chrysler has launched two variants of its newly revitalised Ducato van as well as one cab/chassis model in New Zealand.

A long wheelbase Ducato van will retail from $63,990 and an extra-long variant will retail from $67,990. Both are supplied "blind" but glazing is available if required.

Both versions have a medium high roof, twin 270 degree opening rear doors and a wide opening side sliding door, which is wide enough to accommodate a Euro pallet.

The two vans on offer provide a payload of 13 cubic metres with a payload of 2110kg or 15 cubic metres with a 2055kg payload. GVMs are 3500 and 4250kg respectively.

The Ducato cab/chassis will retail from $61,900.

Revamped styling for the 2015 Ducato range brings all-new front end features such as daytime running lights with optional LEDs and a new grille design, as well as a new three-part front bumper.

New rear light clusters have a distinctive "L" shape.

They also improve side visibility and lamp life thanks to pulse width modulation technology and the presence of the double side light.



Inside the revamped cabin there are new seats and technology upgrades, such as the Uconnect five-inch colour touchscreen infotainment unit.

Fiat Professional has designed and developed the 3-litre MultiJet II diesel engine specifically for the needs of the Ducato,

It generates 130kW of power and a torque figure of 400Nm, while CO2 emissions are rated at 203g/km, and combined fuel consumption is rated at 8L/100km.

The 2015 Ducato is available with a six-speed manual transmission or six-speed Comfort-Matic transmission (MTA).

Service intervals are now required at 45,000km.

The 2015 Ducato retains its front-wheel drive configuration with front McPherson-type suspension and rear rigid-axle suspension with leaf springs.

Fiat Professional also says the paint has increased durability with its exclusive new white paint acting as a barrier against UV rays while preserving the quality of the paint over years of use.

A higher level of strength was obtained by further reinforcing the key nodes of the body and door surrounds and by redesigning and improving the hinges, sliding rollers, stops and door seals.

Further improvements have been kerb weight reduction, and increased payload, through the use of composite materials in the rear suspension.

All Ducato versions continue to offer an electronic stability control (ESC) system as standard, but it now integrates a rollover mitigation system to protect the load from unexpected motion, in conjunction with load and centre of gravity detection (LAC), hill holder, anti-slip (ASR) and electronic braking assistance (EBA) systems.

Servotronic power steering continues to be offered as standard, while further driving assistance systems are available on request, such as lane departure warning system with high-beam recognition.

It also offers Bluetooth and MP3 playback and a five-inch colour touchscreen with optional reversing camera.

The biggest behavioural change initiative in the transport industry

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needs to be refreshed so that people don't fall into bad habits, follow up and monitoring is essential," he says.

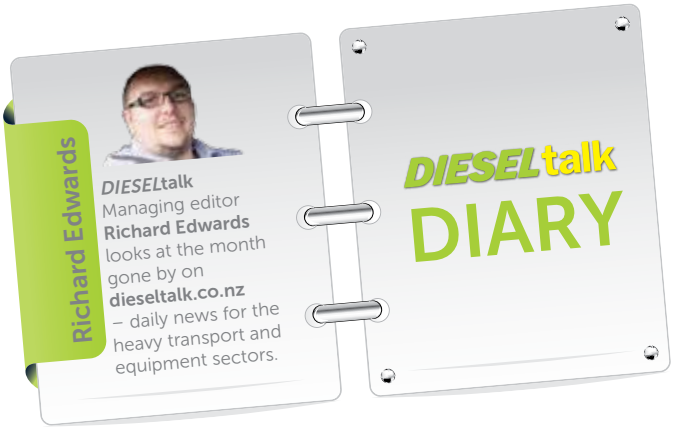
"You must have controls in place to stop you running back down hill, put a chock in behind you, and then another, and then another – continuous improvement is all about maintaining the gains made while seeking to do even better."

According to McDonald, the heavy vehicle fuel efficiency programme started out late in 2014 with HWR subsidiary Southern Transport, and was quickly followed by another 16 transport companies within the group.

He says the company will shortly start fuel efficiency programmes within the concrete and contracting companies.

The trial with Southern Transport identified an overall 7% fuel saving and a 48% reduction in gear changes, but even more importantly the myth that fuel efficient driving would mean a longer trip was proven wrong and completely dispelled.

A post-training review based on 21 trips showed there was in fact a seven-minute reduction in time spent driving on the road.



April 1

Clean Co truck wash now open in Hamilton

The newest branch of Clean Co truck wash opened near the roundabout in Crawford Street, Hamilton less than a week ago offering fully automated friction and hand washes for all sizes of truck and commercial vehicle.

Using the latest automated cleaning technology, Clean Co can tackle any size of vehicle from a Toyota Hiace delivery van to a full sized B-Train.

Owner/manager Greg McQuaid says that provided a commercial vehicle can fit through the entrance way then it can be cleaned, as the operation uses a fully automated high pressure brush wash for the body, while the truck cabs are cleaned by hand to avoid any damage to accessories such as stone guards as well as exterior mirrors, and radio aerials.

April 2

Further restructure of equipment finance arm

Fisher & Paykel Finance, owned by China's Haier Group, may transfer its Equipment Finance Ltd (EFL) unit to its immediate parent in a further restructuring of the charging group after changes including the start of a securitisation programme last year.

EFL, which offers finance for plant, machinery and business equipment, has more than 13,000 business clients and partnerships with more than 250 diverse equipment dealers in New Zealand.

Council asks port to halt wharf extensions

Auckland council chief executive Stephen Town has written a letter to Auckland Council Investments Ltd, the council body overseeing the port company, requesting it to encourage the port company to hold off the wharf extensions until a port study had been completed.

The study is expected to take about 12 months reports *The NZ Herald*.

The Auckland development committee has been considering the scope of a study into the wider effects of the port on the city.

April 7

Transport jobs up

The transport and logistics industry has been highlighted as an area of job-listing growth in data released by Trade Me Jobs.

During the last quarter, listings for jobs in the sector were up 13% year on year.

Big results for equipment sales

Record interest in Turners' recent Trucks & Machinery auctions saw 98% of listed goods sold well over reserve within ten days, exceeding the clients' expectations and netting over $6 million.

The auctions were viewed more than 134,000 times online, with goods also available to view at Turners locations in both Christchurch and Auckland. Items were marketed and sold using a range of Turner's multiple retail channels including online auction and Buy Now.

Turners chief executive Todd Hunter says the interest was impressive.

April 10

Civil contractors body appoints new chief executive

Civil Contractors New Zealand (CCNZ) has announced Peter Silcock as its new chief executive.

CCNZ represents the interests and aspirations of more than 400 members, including large, medium-sized and small businesses in civil engineering, construction and general contracting.

Members of the New Zealand Contractors' Federation and Roading New Zealand elected to join the two organisations in September last year to form CCNZ.

April 13

Factory-backed right-hand-drive RAM trucks coming

Fiat Chrysler says the RAM Truck range will be available in Australia and New Zealand for the first time with full Australian volume compliance standards from the third quarter of 2015.

Fiat Chrysler New Zealand (FCNZ) has signed a contract with Fiat Chrysler Automobiles to be the official factory-appointed importer and converter of the RAM truck range. The first products will go on sale in September this year, when full details of the local range along with prices will be announced.

The RAM Truck range is made in left hand drive only and, therefore cannot be sold in Australia, and only in very limited numbers in New Zealand.

Collaboration to solve Southland truck driver shortage

An on-going shortage of skilled truck drivers in Southland has led to a new collaboration between local transport operators and Southern Institute of Technology.

The SIT transport and logistics training hub will offer specialised training and qualifications for students to develop professional skills by driving trucks in a real world setting.

This facility will become the focal point for a range of programmes and events aimed at promoting careers in the road transport industry.

April 15

Logging company collapses hurts Northland truck operators

A number of Northland trucking firms will loose money after the collapse of Smith and Davies (NZ) and HarvestPro New Zealand, both companies being 100% owned subsidiaries of Kiwi Forestry International.

According to the N*orthern Advocate*, all 120 staff of Smith and Davies (NZ) in Whangarei were terminated on March 16.

Seven Northland trucking firms are owed more than $192,000 and are part of a group of non-secured creditors who are owed $1.7 million by the two logging companies.

EROAD launches fuel tax reporting service in North America

EROAD launched an automated electronic fuel tax reporting service in North America, for trucking firms to file quarterly fuel tax returns required by the international fuel tax agreement (IFTA).

Fuel tax is the main source of revenue for road funding in the United States and Canada, and the IFTA regime ensures revenue from fuel tax relates to the actual journey travelled by each vehicle. IFTA returns are traditionally done manually using a paper-based system.

The electronic IFTA service complements EROAD's electronic weight-mile tax (WMT) service, launched last year in Oregon, and allows EROAD

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to address the entire North American inter-state trucking market, says EROAD chief executive Steven Newman.

April 15

Craig Ross departs Manheim New Zealand

Former managing director of Manheim New Zealand Craig Ross has parted company with the truck and equipment auction service provider.

Manheim Australia spokesperson Mathew McAuley confirmed to *DIESELtalk* today that Ross left the company last Wednesday and says company policy means he cannot make any comment on the reason for the departure.

The current national operations manager Andrew Sherliker will assume the role of acting managing director for the New Zealand business, while Manheim Australia and New Zealand managing director Campbell Jones reviews the future plans and appointments for the operation.

April 17

Fine for Hall's over reversing incident

Logistics company Hall's Direct Limited has been fined $50,500 and ordered to pay reparation of $25,000 after one of their trucks reversed into an employee.

The employee, Peter Lepou, was pinned against a loading bay, fracturing his ribs and spine.

He has since resigned from his job as his injuries are so painful he can't return to the industry.

April 20

High tech fire appliance for Christchurch airport

Christchurch Airport's fire brigade has received the final piece of high-tech equipment in it's fleet renewal programme that began in 2008.

According to *The Press*, the high-tech Austrian-built Rosenbauer Panther is a specialist aircraft rescue vehicle that cost $1.6 million and took 12 months to be delivered upon receipt of the order.

Chief fire officer Peter Moore told *The Press* the new Panther is the only one of it's kind in Australasia and Oceania to have the added extra feature of a 16.5-metre extendable turret with a spike attached that can penetrate aircraft fuselages and pump fire suppressant inside the cabin.

April 21

Christchurch Scania team will do battle in China

A team from the Christchurch branch of CablePrice Scania will head to China in September to compete in a regional semi final of the Scania Top Team competition.

There are six regional semi-finals conducted around the world, with the top two teams from each going on to the final Scania Top Team competition in Sweden in December where the world champions for 2015 will be crowned

The New Zealand national finals of the Scania Top Team competition were held in Wellington on April 18 with the Christchurch team taking out the top spot.

Freight customers looking to their providers for transport emissions reductions

The Sustainable Business Council (SBC) did a freight survey in late 2014 with a number of its members to find out not only what a customer wanted from their freight company, but also to find out what initiatives were already being taken by customers and providers to reduce their carbon footprint and improve sustainable practice.

SBC executive director Penny Nelson told *DIESELtalk* that the results of the 2014 freight survey will be presented to members at a workshop on April 29, but it is clear that reducing transport emissions is a top priority for SBC members, and they are looking seriously at what can be done to make this happen.

Green Gorilla launches quieter dual-purpose rubbish trucks

Auckland waste services company, Green Gorilla, has launched its new Shhhhh dual collection vehicles, which it says are a more efficient and much quieter alternative to traditional refuse collection trucks.

The new Shhhhh trucks are being targeted at Auckland businesses that require a regular collection service, such as institutions, restaurants, cafes and schools.

April 22

Queensland body calls for more truck crash avoidance technology

The Royal Auto Club Queensland (RACQ) has called for heavy trucks to be fitted with more crash avoidance technology in a bid to reduce Australian road fatalities.

New research, conducted by Monash University Accident Research Centre, found autonomous emergency braking technology could reduce the number of heavy vehicle crashes by up to 25%.

RACQ executive manager technical and safety policy Steve Spalding says more than 18% of Queensland road fatalities last year involved heavy freight vehicles.

April 24

Truck batteries again targeted in South Auckland

Truck batteries – alongside lawnmowers and other garden tools – are being targeted in the latest crime trends identified by Counties Manukau Police.

Over the past four months, more than 600 batteries have been stolen from

Continued on page 13

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BEST CRANE MAINTENANCE AVAILABLE

Continued from page 12

trucks and construction machinery across the District. These batteries retail between $300-$400 each and can weigh up to 30kg. The offenders are committing burglaries overnight which are sometimes resulting in 20-30 batteries being stolen at once.

Former council officials face SFO corruption charges

The Serious Fraud Office (SFO) has laid charges against three individuals in relation to allegations of bribery worth more than $1 million involving previous employees of Auckland Transport and Rodney District Council.

Stephen James Borlase (50), Barrie Kenneth James George (68) and one other, have made their first appearance in the North Shore District Court to face crimes act charges of corruption and bribery of an official.

The SFO is alleging that George and an associate, while in various engineering and management roles, either at Auckland Transport or Rodney District Council, received undisclosed payments or gratuities from Borlase, the director of a supplier to Auckland Transport and Rodney District Council, Projenz Ltd. The gratuities often came in the form of cash, travel, accommodation and entertainment.

April 28

Northport targets container business with crane purchase

Northport will purchase a $5 million mobile crane for delivery by the end of the year, giving it the ability for the first time to load dedicated container vessels.

The move will give Northland businesses the opportunity to access international container vessels without having to ship freight by road to or from other North Island ports.

The Marsden Point facility will become initially a low-volume 'feeder' port for container traffic destined for export from North Island ports currently served by container lines.

Ports of Auckland top container port

New Ministry of Transport statistics show Auckland is the best performing container port in New Zealand.

Statistics compiled on the performance of all New Zealand container ports show Ports of Auckland (POAL) is now the best performing container port in the country.

"We have been the fastest port at loading and unloading ships for three years now, but our crane rate (how fast an individual crane works) has lagged behind. This quarter we've caught up with Tauranga on that measure," says POAL chief executive officer Tony Gibson.

April 29

MITO awards more than 50 scholarships

From young automotive technicians to seasoned transport operators, MITO's scholarship programme is funding a year's worth of study for 57 learners in 2015.

This year's scholarships have funded apprenticeships, business diplomas, advanced technical programmes and management courses—all to recipients within New Zealand's automotive, transport, and logistics industries.

"Each year, MITO helps thousands of New Zealand learners gain the knowledge and skills they need to succeed in their careers, and our scholarship programme is a very important part of this," says MITO chief executive Janet Lane.

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Growth continues in new heavy truck registrations

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New heavy truck and bus registrations (over 3500kg) continues to grow with 349 units registered for April 2015, a 7.7% increase on the 324 units registered in April 2014.

Year-to-date there have been 1540 new truck and bus registrations in the over 3500kg segment as opposed to 1471 at the same time last year, prompting one distributor to comment that the new truck market until the end of April was relatively flat. The market growth has so far been driven by the heavy duty truck segment.

To the end of April the biggest market growth has been in new heavy duty trucks (over 23000kg) with 753 registrations year-to-date as opposed to 649. Volvo currently leads the market on 129 registrations followed by Isuzu on 95, and Fuso on 43 year-to-date.


Michael Doeg

Medium trucks (9000 to 23,000kg) has flattened, with 281 trucks registered year-to-date a slight drop on the 297 units registered in the previous corresponding period. Isuzu leads this segment with 86 registrations year-to-date followed by Fuso on 50, and Hino on 65.

Light truck (3500 to 9000kg) registrations have also flatlined with 403 units registered year-to-date as opposed to 399 in the previous corresponding period. Isuzu again leads this market segment with 117 registrations, followed by Mercedes-Benz on 50, and Hino on 51.

Heavy buses (over 3500kg) have also taken a step back with 103 registrations year-to-date, as opposed to 126 in the previous corresponding period. That said Isuzu has seen growth with 16 new buses registered this year, as opposed to 6 at the same time last year, and with the arrival of it's dedicated rear-engined bus chassis it expects to do more new business yet.

It is the new light commercial market (under 3500kg) that has seen the greatest growth in the year to April 30. There were 2916 new light commercials registered, as opposed to 2578 in the previous corresponding period.

Year-to-date the market has seen 12074 registrations as opposed to 10623 at the same time last year.

Toyota is the light commercial leader with 2553 units registered, followed by Ford on 2162, Nissan on 1147, and Holden on 1065.

Used imported heavy truck and bus accounted for 157 registrations in April as opposed to 84 at the same time last year, and year-on-year the tally has reached 530 registrations, up from 402.

NEW HEAVY TRUCKS OVER 23,001KG APRIL 2015

MAKE	APR '15	APR '14	% Change	% of Market	YTD '15	YTD '14
VOLVO	46	41	12.2	26.4	129	119
ISUZU	23	21	9.5	13.2	95	79
MITSUBISHI FUSO	15	3	400.0	8.6	43	34
MAN	14	2	600.0	8.0	49	35
HINO	13	27	-51.9	7.5	69	77
DAF	12	10	20.0	6.9	68	57
KENWORTH	11	12	-8.3	6.3	56	48
UD TRUCKS	9	8	12.5	5.2	41	31
FREIGHTLINER	8	5	60.0	4.6	46	32
SCANIA	8	4	100.0	4.6	51	35
OTHER	15	24	-37.5	8.6	106	102
TOTAL	174	157	10.8	100.0	753	649

NEW MEDIUM TRUCKS 9001-23,000KG APRIL 2015

MAKE	APR '15	APR '14	% Change	% of Market	YTD '15	YTD '14
ISUZU	26	11	136.4	36.1	86	60
MITSUBISHI FUSO	18	11	63.6	25.0	50	53
HINO	13	18	-27.8	18.1	65	68
UD TRUCKS	8	5	60.0	11.1	44	34
MAN	2	13	-84.6	2.8	8	40
OTHER	5	8	-37.5	6.9	28	42
TOTAL	72	66	9.1	100.0	281	297

NEW LIGHT TRUCKS 3500-9000KG APRIL 2015

MAKE	APR '15	APR '14	% Change	% of Market	YTD '15	YTD '14
ISUZU	20	21	-4.8	23.0	117	100
MERCEDES-BENZ	16	13	23.1	18.4	50	49
HINO	15	10	50.0	17.2	51	66
MITSUBISHI FUSO	15	16	-6.3	17.2	73	75
FIAT	13	7	85.7	14.9	69	55
IVECO	4	5	-20.0	4.6	10	15
OTHER	4	10	-60.0	4.6	33	39
TOTAL	87	82	6.1	100.0	403	399

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Isuzu leads the charge

Once again market leader **Isuzu Trucks** continued the charge with 74 units registered for a 21% market share and a nearly 40% increase on April 2014 registrations of 53 units.

In second place **Mitsubishi Fuso** also increased its year-to-date tally, with increased April registrations of 51 trucks from 32 a year ago. Year-on-year Fuso is up from 177 units to 183.

Volvo Trucks also enjoyed a better April 2015 with 46 registrations as opposed to 41 in the previous corresponding period. The Palmerston North-based distributor has seen the Swedish truck brand increase its year-to-date sales from 122 to 130.

Hino however, saw a mild decline in truck and bus sales from 55 units in April 2014 to 41 last month, and its year-to-date tally has slipped back from 212 at this time in 2014 to 185 currently.

Mercedes-Benz also slipped back from 25 trucks registered in April 2014 to 18 last month, the distributor is now 20 trucks behind in year-on-year sales.

The Isuzu Truck brand says it registered 21 N-series light duty trucks, 35 F-series medium duty trucks, and 18 Giga series heavy duty trucks. It says with the April result it would expect a slight increase in year-to-date market share.

"April was a good month for Isuzu, exceeding our retail target, and strengthening our position in the market which we can confirm when the registration figures are updated," says Isuzu Truck sales and marketing manager **Michael Doeg**.

"Current pre-sales orders for VC36 Giga are going well, with our current order bank exceeding our initial expectations, and with the first of our production units landing this month we would expect to see increased interest and activity," he says.

Porirua-based distributor Mitsubishi Motors saw 51 Fuso registrations during April.



Mike Davidson

Fuso national sales manager **Mike Davidson** says the distributor is very pleased with this result.

"This was in fact up by 60% compared to April 2014 (32 registrations) and took us ahead of our year-to-date result from 2014.

"We are slightly down on market share on where we want to be (15%) – but the good result in April will help in that respect," says Davidson.

"Fighter models were our star performers in April, with almost half of all Fuso registrations coming from our popular mid-sized truck.

"March saw the first drop in truck and bus sales (against March 2014) since November last year. These were the only two months showing a decline for at least 18 months," he says.

Davidson says that customer enquiry is still strong and the market is still buoyant – but he believes that growth is a little more inconsistent year-to-date.

NEW TRUCK MAKES ALL WEIGHTS OVER 3500KG – APRIL 2015

MAKE	APR '15	APR '14	% Change	% of Market	YTD '15	YTD '14
ISUZU	74	53	39.6	21.2	314	245
MITSUBISHI FUSO	51	32	59.4	14.6	183	177
VOLVO	46	41	12.2	13.2	130	122
HINO	41	55	-25.5	11.7	185	212
MERCEDES-BENZ	18	25	-28.0	5.2	77	97
MAN	17	16	6.3	4.9	67	100
UD TRUCKS	17	13	30.8	4.9	86	65
DAF	13	10	30.0	3.7	71	66
FIAT	13	8	62.5	3.7	70	56
KENWORTH	11	12	-8.3	3.2	57	48
OTHER	48	59	-18.6	13.8	300	283
TOTAL	349	324	7.7	100.0	1540	1471

NEW BUSES OVER 3500KG – APRIL 2015

MAKE	APR '15	APR '14	% Change	% of Market	YTD '15	YTD '14
ISUZU	5			31.3	16	6
MITSUBISHI FUSO	3	2	50.0	18.8	17	15
ALEXANDER DENNIS	2	9	-77.8	12.5	9	44
SCANIA	2	2	0.0	12.5	17	10
DESIGNLINE	1			6.3	1	
OTHER	2	6	-66.7	12.5	43	51
TOTAL	16	19	-15.8	100.0	103	126

NEW LIGHT COMMERCIAL MAKES UNDER 3500KG – APRIL 2015

MAKE	APR '15	APR '14	% Change	% of Market	YTD '15	YTD '14
TOYOTA	620	619	0.2	21.3	2553	2336
FORD	566	544	4.0	19.4	2162	1881
NISSAN	347	119	191.6	11.9	1147	952
HOLDEN	263	253	4.0	9.0	1065	785
ISUZU	220	126	74.6	7.5	844	612
MITSUBISHI	160	158	1.3	5.5	818	728
VOLKSWAGEN	99	88	12.5	3.4	487	409
MAZDA	84	103	-18.4	2.9	403	405
MITSUBISHI FUSO	51	32	59.4	1.7	183	177
GREAT WALL	49	55	-10.9	1.7	204	297
OTHER	457	481	-5.0	15.7	2208	2041
TOTAL	2916	2578	13.1	100.0	12074	10623

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Lift in used truck sales

Used imported light, medium and heavy trucks, as well as light commercials, continue to cross the wharves in reasonable numbers and this is also reflected in the registrations to the end of April.

In April 408 used trucks and vans (under 3500kg) arrived into New Zealand ports, as well as 76 vehicles in the over 3500kg category according to New Zealand Customs motor vehicles arrivals statistics.

In the used imported heavy duty truck segment (over 23,001kg) - **Kenworth** appears to be leading the market, with 5 units registered in April, and 15 year-to-date, followed by **Mitsubishi Fuso** with 3 registrations year-to-date, and **Western Star,** with 2.

In the used imported medium duty truck segment (9001 to 23,000kg) **Hino** is the clear market leader with 3 registrations in April and 13 year-to-date, followed by Isuzu also with 3 registrations in April and 7 year-to-date.

In the used imported light duty truck segment (3500 to 9000kg) **Toyota** led the market in April with 44 registrations, followed by **Isuzu** on 33, **Nissan** on 12, **Hino** on 10, and **Mitsubishi Fuso** on 9.

Year-to-date light duty trucks account for 425 regis-

Continued on page 18

USED HEAVY TRUCKS OVER 23,001KG – APRIL 2015

MAKE	APR '15	APR '14	% CHANGE	MARKET	YTD '15	YTD '14
KENWORTH	5	1	400.0	35.7	15	1
MITSUBISHI	2			14.3	3	
WESTERN STAR	2			14.3	2	
DAF	1			7.1	1	
OTHER	4	3	33.3	28.6	20	23
TOTAL	14	4	250.0	100.0	41	24

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

MAKE	APR '15	APR '14	% CHANGE	MARKET	YTD '15	YTD '14
HINO	3	1	200.0	27.3	13	4
ISUZU	3	2	50.0	27.3	7	6
DAF	1	2	-50.0	9.1	3	3
FACTORY BUILT	1			9.1	2	1
OTHER	3	3	0.0	27.3	15	23
TOTAL	11	8	37.5	100.0	40	37

USED LIGHT TRUCKS 3500-9000KG – APRIL 2015

MAKE	APR '15	APR '14	% CHANGE	MARKET	YTD '15	YTD '14
TOYOTA	44	21	109.5	37.0	142	95
ISUZU	33	17	94.1	27.7	95	78
NISSAN	12	5	140.0	10.1	43	38
HINO	10	5	100.0	8.4	60	25
MITSUBISHI	9	4	125.0	7.6	43	20
OTHER	11	8	37.5	9.2	42	51
TOTAL	119	60	98.3	100.0	425	307

USED BUSES OVER 3500KG – APRIL 2015

MAKE	APR '15	APR '14	% CHANGE	MARKET	YTD '15	YTD '14
FACTORY BUILT	7			53.8	7	
MAN	2	3	-33.3	15.4	3	5
MITSUBISHI	2	2	0.0	15.4	4	5
OTHER	2	7	-71.4	15.4	10	24
TOTAL	13	12	8.3	100.0	24	34

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Continued from page 17

trations as opposed to 307 in the previous corresponding period. **Toyota** is sitting on 142 registrations year-to-date, followed by **Isuzu** on 95, and **Nissan** on 43.

It is the used imported light commercial market (under 3500kg) that is experiencing the greatest growth in registrations so far in 2015.

There were 737 used light commercial registrations to the end of April, 2015 as opposed to 538 in the previous corresponding period, and a year-to-date figure of 2869, as opposed to 2374 in the same period in 2014.

Toyota remains the market leader in used imported light commercials with 378 registrations in April 2015 and year-to-date tally of 1444, in comparison to 273 and 1173 respectively at the same time last year.

In second place **Nissan** saw 140 used imported light commercial registrations in April 2015 and year-to-date registrations of 549, as opposed to 111 and 500 respectively in the same period last year.

Third placed **Isuzu** saw 38 registrations in April, 123 year-to-date, in comparison to 25 and 131 in the same period in 2014.

USED TRUCK MAKES ALL WEIGHTS OVER 3500KG – APRIL 2015

MAKE	APR '15	APR '14	% CHANGE	MARKET	YTD '15	YTD '14
TOYOTA	46	25	84.0	29.3	148	102
ISUZU	36	19	89.5	22.9	105	88
NISSAN	14	6	133.3	8.9	49	44
HINO	13	7	85.7	8.3	77	37
MITSUBISHI	13	6	116.7	8.3	51	25
FACTORY BUILT	8	1	700.0	5.1	10	3
KENWORTH	5	1	400.0	3.2	15	1
MAZDA	4	0		2.5	12	10
FORD	3	2	50.0	1.9	5	9
DAF	2	3	-33.3	1.3	5	4
OTHER	13	14	-7.1	8.3	53	79
TOTAL	157	84	86.9	100.0	530	402

USED LIGHT COMMERCIAL MAKES UNDER 3500KG – APRIL 2015

MAKE	APR '15	APR '14	% CHANGE	MARKET	YTD '15	YTD '14
TOYOTA	378	273	38.5	51.3	1444	1173
NISSAN	140	111	26.1	19.0	549	500
ISUZU	38	25	52.0	5.2	123	131
MAZDA	36	22	63.6	4.9	157	94
MITSUBISHI	25	17	47.1	3.4	97	64
FORD	24	19	26.3	3.3	109	101
CHEVROLET	15	12	25.0	2.0	54	54
HINO	13	7	85.7	1.8	77	37
FACTORY BUILT	8	1	700.0	1.1	10	3
HOLDEN	7	9	-22.2	0.9	42	40
OTHER	53	42	26.2	7.2	207	177
TOTAL	737	538	37.0	100.0	2869	2374

NEW TRACTOR REGISTRATIONS – APRIL 2015

MAKE	APR '15	APR '14	% CHANGE	MARKET	YTD '15	YTD '14
JOHN DEERE	44	51	-13.7	32.1	150	215
MASSEY FERGUSON	18	16	12.5	13.1	45	35
NEW HOLLAND	17	17	0.0	12.4	76	83
KUBOTA	13	7	85.7	9.5	35	33
TRACTOR	11	7	57.1	8.0	42	25
CASE IH	9	17	-47.1	6.6	31	45
DEUTZ-FAHR	9	8	12.5	6.6	31	36
CASE	6	5	20.0	4.4	30	21
CLAAS	3	5	-40.0	2.2	21	21
JCB	3	3	0.0	2.2	5	7
OTHER	4	15	-73.3	2.9	41	54
TOTAL	137	151	-9.3	100.0	507	575

USED TRACTOR REGISTRATIONS – APRIL 2015

MAKE	APR '15	APR '14	% CHANGE	MARKET	YTD '15	YTD '14
MASSEY FERGUSON	23	4	475.0	34.3	81	51
JOHN DEERE	9	16	-43.8	13.4	43	50
FIAT	5	1	400.0	7.5	13	5
DEUTZ-FAHR	4	2	100.0	6.0	12	14
TRACTOR	4	2	100.0	6.0	14	19
NEW HOLLAND	3	6	-50.0	4.5	26	24
CASE IH	2			3.0	6	4
DAVID BROWN	2			3.0	7	10
FORD	2	4	-50.0	3.0	10	14
OTHER	13	20	-35.0	19.4	92	86
TOTAL	67	55	21.8	100.0	304	277

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EROAD launches vehicle booking system



EROAD says it's new vehicle booking system uses location data to help organisations make better use of their vehicle fleets.

Users can create and manage their vehicle bookings from any web-enabled device using U Book-it, which integrates with EROAD's web application, Depot.

If a vehicle has an EROAD hardware device installed, the EROAD system automatically populates and updates the U Book-It fleet pool with the vehicle details, which significantly reduces the risk of errors, and lowers administration time and setup costs.

The current booking status for any vehicle in a fleet is shown using real-time location data and the system can automatically cancel a booking if a vehicle pick up doesn't take place. Reminders and booking confirmations are emailed prior to a booking, reducing the risk of no shows for pool vehicles.

The EROAD system is currently used by around a third of local and regional councils around New Zealand to improve fleet optimisation, health and safety, and automate paper-based processes. With the release of U Book-It they are able to make further cost savings by simplifying the booking process, utilising pool vehicles, and using booking and utilisation data to right-size their fleets.

"We developed U Book-It in response to feedback from customers who wanted an easier way of managing their pool vehicles," says EROAD chief executive officer Steven Newman.

"The security and reliability of the EROAD system will enable them to take operational efficiency to a new level by using real-time data to manage vehicle bookings and make material cost savings by right sizing their fleets."

U Book-It utilisation reports display bookings data including vehicle utilisation against set targets, booked hours, cancelled hours and overall usage.

TYRE-TRACKING TECHNOLOGY GETS SMARTER

Carter's Tyre Service believes it has developed a world first-technology to measure the cost per kilometre of tyre wear for the commercial transport industry.

Carter's has developed a unique tool to improve the recording and reporting of tyre wear, by combining the data collected by its service team with EROAD data received multiple times a day. It is now working with Goodyear New Zealand, to validate the system.

"The commercial tyre industry has always struggled with transparency when it comes to reporting back to customers. Our goal is to change that; we don't want operators receiving and making decisions based on incomplete information," says Carter's Tyre Service general manager Matt Carter.

"The biggest issue with data collection has been the manual data entry required to fill out paper log books – a process which is still the norm across the industry. To overcome that problem, and make the job easier and more efficient for our



fleet service team, all we had to do was capture relevant data in an easy-to-use product. In our case, it's an electronic tablet."

Carter's started looking for such a product four years ago. After extensive research, it couldn't find one in New Zealand or offshore that provided the level of data quality it wanted for its customers.

Therefore Carter's decided to develop its own system. The company hired two full-time software developers for the project, which has now been rolled out across the business.

"We will continue to work with our developers to improve the product, based on direct feedback from our staff and customers," says Carter.

Carter's new cost-per-kilometre tyre-tracking system combines a number of elements for the first time, to offer unprecedented levels of data precision.

The tablet mitigates possible human error and eliminates guesswork, with the tool requiring specific data fields to be entered so nothing can be missed. These are customised, so only

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Don't leave profit in the job if you don't have to!

According to Navman Wireless construction solutions systems specialist Jim French, GPS fleet tracking is no longer the sole driver of telematics use in the construction, mining, quarry and gas industries.

Not leaving value margin and profit in the job, improving employee health and safety, and building a better business case for future work projects, is now driving greater use of telematics within these industries.



Jim French

Today, contractors are using telematics to better utilise their assets, monitor the routine service and maintenance of the assets, direct unneeded machinery and equipment to other jobs when necessary, monitor the workflow of a project more effectively, reduce their exposure to fringe benefit tax, increase their off-highway collection of road user charges, and provide greater health and safety benefits to their employees.

"Our clients have given us a very simple message," says French. "They want to know much more than just where the vehicle is now located.

"The clients want to know how they can use the data generated by the multiple telematics systems within their fleets of heavy equipment to improve productivity, profit, competitive edge, and health and safety while driving down costs."

French says that through an AEMP standard data feed the Navman Wireless Qtanium Connect system provides a single interface across a fleet of mixed vehicles, with OEM-installed fleet management devices.

Those OEM brands offering an AEMP feed from their software include Caterpillar, Komatsu, Volvo, Case New Holland and others, but if the piece of equipment owned by a client doesn't have a telematics interface, then Navman Wireless can supply one.

French says the Qtanium Connect system appeals to contractors because it centralises many systems into one, which means they don't have to learn multiple packages.

Qtanium Connect can also be integrated with multiple enterprise software packages such as Viewpoint, says French.

With a 22-year career in construction behind him, French says his role is to help contractors avoid leaving money on the job by showing them how to better utilise their assets through Qtanium Connect.

"At the start of any job you want to stay on top of your processes, you don't want to find yourself coming up to a deadline and throwing money at it to get it finished on time," he says.

"The Qtanium Connect system will allow you to monitor the fleet, stay on top of scheduled maintenance, monitor start and stop times, geo fence speed restrictions if necessary, and give you a much better picture of what is happening on the job site.

"You can reduce the risk of breakdowns by scheduling preventative maintenance at 250 engine hours, 500 engine hours or 750 engine hours, for example."

As a project progresses, French says using Qtanium Connect can flag issues such as machinery which is parked up and not being used, it can prevent unnecessary hiring of equipment, it can pin point if start up and stop times are consistent and if not, then flag these as well.

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compatible and/or approved tyres can be fitted to a vehicle. Also, the tread-depth measurement tool won't work without physically contacting the tyre. To ensure further accuracy, a customer account can only be activated by taking a photo of a vehicle's license plate.

A crucial difference between Carter's system and those that already exist on the market is that they are combining the data their service team collects with EROAD data, which is received multiple times a day. This provides the most up-to-the-minute measure of cost-per-kilometre available.



"Once recorded by the Carter's service team, the tyre data is electronically fed into our database. There, it is combined with the customer's real-time EROAD data, such as distance, fuel use, and servicing requirements," says Carter.

"We are then able to make a detailed cost per kilometre calculation, without any need for manual data entry. The result: more robust data that gives our customers greater confidence in the accuracy of their costs and pricing."

The tool also addresses one of the transport industry's biggest fears: a wheel-off. If wheel nuts haven't been re-torqued within the allocated period after re-fitment, Carter's and the vehicle owner will be notified.

To ensure the Carter's service team complies with individual customers' onsite health and safety requirements, each site's details are programmed into the tablet.

Putting real time data in front of the driver to change behaviours

Globally the use of telematics is growing in the transport industry, particularly in markets such as Australasia and the United States says International Telematics Australasia general manager Stephen Brown.

Brown says that telematics covers a broad definition but in local terms it can be used to described GPS tracking or electronic monitoring of road user charges but he says more transport operators are beginning to realise the functionality available to them.



Stephen Brown

"Managing data can be time consuming but the end result can be more than worth the effort in terms of fuel savings, accident reductions and the reductions of repairs and maintenance in the long term for a transport operator," says Brown.

"We are only scratching the surface of the technology available to us in New Zealand, and the early adopters are coming out with some significant savings.

"The industry is busy, no doubt about that, so we asked what could we do as a supplier to make life simpler for our clients," says Brown.

"The idea struck us to put the real time data in front of the driver behind the wheel of a truck so that they could change their behaviour on the road."

International Telematics developed the ibright CHECK-MATE system which consists of the in-cab unit and reporting suite and complements the ibright eRUC system already widely used today.

The ibright CHECK-MATE unit sits within arms reach of the steering wheel displaying the electronic hubdometer readings for the driver's daily log book, but its also a actively monitoring the driver's behaviour at the same time and gives real time feedback on their driver's behaviour..

During the course of the working day the ibright CHECK-MATE unit gives the driver feedback on their performance which includes scoring vehicle-over speed, cornering, idling, acceleration and braking characteristics. Drivers can see and hear their performance being monitored in real time and warning messages will flash up on the in cab unit.

Brown says the ibright CHECK-MATE system can be used to support driver incentive programmes and highlight driver training requirements, as well as supporting more fuel efficient driving, reduced tyre wear and other vehicle running costs.

International Telematics sees future convergence and integration of technology platforms becoming the industry standard, as customers will want to have flexibility across many platforms and not just be tied to one provider.

In June International Telematics will launch ibright DRIVE which is an Android based tablet/smartphone application that brings a fleet's internal operations and third party applications together on a single platform.

The driver can access any integrated application with a single sign on but selected apps such as *Facebook* or *YouTube* can be locked down to restrict access. The system will also link to any third party apps such as *Google* maps or e-mail.

Features of the ibright DRIVE system include NZTA approved electronic log books, pre-drive checks, messaging, job workflow, driver forms, and turn-by-turn navigation.

Brown says while legislative change in the US has driven purchasing of such products, he feels that the flexibility of such a product will have great appeal to New Zealand transport operators looking for greater efficiencies from their fleet.

DON'T LEAVE PROFIT IN THE JOB IF YOU DON'T HAVE TO!

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French says that integrity and transparency of data from Qtanium Connect is incredibly valuable to contractors and subcontractors because the costs of the job can be managed without conflict, but even more importantly at the end of the project they have the data to be able to more accurately tender on the next project.

"If there is any dispute over the hours a machine has worked on a project, the telematics data will help quickly alleviate this.

"Building a picture of a job through data can assist a contractor in decisions to change how a project is progressing, for example switching from a scrapers to articulated or rigid trucks when it's obvious from the data collected, that one method is becoming less efficient than the other," he says.

"You can build a database of projects undertaken, and within this the system allows you to manage the project, and to manage the individuals. You can take a top level enterprise view of the project, or a job view, or a machine view – the system allows you to drill down as much information as you need.

"If you use a system such as Qtanium Connect to stay on top of the job from day one, and be consistent with your processes and reporting, then you won't leave any profit in the job, and you build a much better business case for the next one," he says.

Greater growth forecast for commercial telematics

A new report by Allied Market Research has revealed the global commercial telematics market is expected to reach US$49.12 billion by 2020.

The transportation and logistics segment is observed to have the largest share in the total market size by revenue in 2015, and will remain the largest revenue-generating end user segment, given the need for vehicle diagnostics and vehicle tracking etc.

Fleet/asset management as an application segment, is the highest revenue-generating solution, contributing about 50% of the total commercial telematics solutions market revenue.

The study titled, *Global Commercial Telematics Market (Type, Application, End- User and Geography) - Size, Share, Global Trends, Company Profiles, Demand, Insights, Analysis, Research, Report, Opportunities, Segmentation and Forecast, 2013 - 2020*, includes an analysis of drivers, restraints, opportunities and competition, in the key geographies which include Australia, Asia-Pacific (APAC), North America, Europe, Latin America, and the Middle East.

In economies such as Brazil and China, government legislation mandates the adoption of telematics given the rising concern of vehicle tracking and safety and security, thereby driving the demand for telematics solutions.

The telematics industry has grown from traditional navigation services to broadened scope in vehicle tracking, monitoring, fleet management, location-based services and traffic and weather information. The report segments the market by type such as, OEM and aftermarket.

Among these, the OEM is expected to grow at a higher rate given the technological alliance between telematics service providers and device manufacturers due to its varied application in many verticals including healthcare, insurance and logistics.

Aftermarket, a segment categorised on the basis of type of telematics, is expected to grow swiftly and remain the largest revenue generator, contributing to over 50% of the total market revenue throughout the forecast period (2014-2020).

Key findings of the study:

- The need for vehicle tracking, safety and security, government regulations would continue to drive the global commercial telematics market over the analysis period (2014-2020)
- Fleet/Asset management solution is one of the most prominent solutions present in the market. It led the market with a share of almost 50% of the global telematics market, followed by insurance telematics solution and expected to remain dominant in the analysed period; and
- Asia-Pacific as well as Latin America and the Middle Eastern area is forecast to be one of the most lucrative markets, in terms of growth given the supportive government regulations and the growing automotive market.



The report also outlines the competitive environment of the commercial telematics market, providing a comparative study of the key organic and inorganic strategies that the market leaders are adopting to achieve an edge over their competitors.

In addition to the product launches, the companies are adopting alliance and partnership as key strategies to gain a higher market share. Companies such as AT&T, Harman and TomTom have collaborated with different industry experts to gain access to the market and technologies.

Companies profiled in the report include Verizon, Harman, TomTom, AT&T, Vodafone, Ford, BMW, Telefonica, Mix Telematics and Trimble Navigation Ltd.

City slickers

***DIESELtalk* editor Robert Barry spent a week in the double cab Volkswagen Amarok 4x2 Highline automatic, as well as the Holden Colorado 4x2 LT automatic. Here are his impressions of the two pick ups aimed at tradespeople and city slickers who don't need 4x4 capability.**

Amarok Highline

It's not often you get an almost bog standard ute to drive, as most of the new vehicle distributors will add a number of accessories to a utility vehicle before its sent out to the motoring press for review.

This reflects the nature of the ute market as many fleet and private buyers will add a number of factory or aftermarket accessories to customise the vehicle to meet their particular needs, nudge bars, canopies, roof racks, tow bar packages, accessory mats, tray liners and the like can add thousands of dollars to the initial purchase price.

Surprisingly, the grey Amarok 2WD Highline TDi presented to *DIESELtalk* for review was remarkably unadorned with accessories, save for the deck lid over the rear tray which had been expertly painted in the same metallic grey colour as the rest of the body, and a plastic liner had been fitted to the tray bed.

All Amarok models come with tow bar preparation as standard, although our test car didn't have one fitted. Instead front and rear park distance control was fitted, which made parking in the city and confined spaces a great deal easier. And if you really do need it, there is the option of a reversing camera with the R55 RCD 510 audio unit for an additional $1000.

You get a good amount of specification in the Highline, including dual zone climate air-conditioning, Bluetooth telephony, cruise control, fog lamps, daytime running lights, remote central locking, multifunction display, enough cup and bottle holders to keep the troops happy, and three 12volt power outlets for cellphones, GPS units, and iPods.

There's a pocket for sunglasses, more storage compartments under the front seats and even two-cupholders in the rear tray.

The Amarok Highline in 4x2 format





retains the same high-riding suspension package as the four-wheel-drive models so it's visually very similar, and it's also powered by the same twin-turbocharged 2-litre 132kW diesel engine, with the automatic versions enjoying the higher torque figure of 420 Newton metres.

There's also a difference of 80kg in unladen weight between the 4x2 and 4x4 automatic Highline models, and while that might not seem much on paper, at the steering wheel it's quite noticeable that the 4x2 model feels much more lively off the mark.

Volkswagen don't quote an acceleration time from zero to 100km/h but I do attribute the lively performance to less weight and the brilliantly smooth and responsive 8-speed automatic transmission.

Despite having heavy duty 3+2 leaf springs on a ladder frame chassis, the Amarok 4x2 has a very comfortable ride quality when unladen, and once up to motorway speed, its also a very quiet and comfortable cruiser.

There's plenty of room in the cabin for five occupants, and the three rear passengers have an elevated bench seat for a better view of the world ahead. The bench seats have an 1/3 - 2/3 split upwards to provide extra storage space, or the backrest can fold down as one piece. There is a small storage area for small items behind the bench seat too.

Front occupants in the Amarok Highline 4x2 enjoy comfort front seats with height adjustment on both.

More and more double cab utes such as the Amarok are doing double duty as a work vehicle during the week and becoming a family car at the weekend, so it's comforting to know the vehicle has a Euro NCAP five-star safety rating. There are ISOFIX points in the outer rear seats to accommodate child safety seats, so this truly is a family-friendly vehicle.

To sweeten the deal even further, Volkswagen New Zealand has just announced fixed price dealer servicing for all Amarok models up to six-years of age, which makes the vehicle wallet-friendly as well.

Facts and figures: Volkswagen Amarok 4x2 Highline TDI

- Price: $54,990
- Warranty 36 months/100,000km
- Service interval: 20,000km or 12 months
- Safety: Driver and front passenger airbags, head protection airbags
- Crash rating: ANCAP five-star
- Engine: Inline four-cylinder twin turbo diesel 2-Litre
- Transmission: 8-speed automatic
- Thirst: 8.1L/100km
- Dimensions: (L) 5254mm, (W) 2228mm, (H)1834mm,
- Towing capacity: 3000kg (braked)
- Payload: 962kg
- Unladen weight: 2078kg
- Spare tyre: Full size alloy wheel
- Fuel tank capacity: 80 litres

Colorado LT

When the Holden Colorado was first launched in June 2012, it was widely criticised by the motoring media for a lack of refinement in terms of noise, vibration and harshness inside the cabin, as well as a poor ride quality when unladen.

Happily, the engineering team at Holden must have taken this commentary on board, because the model year 2015 Colorado range was launched in December last year, and there were some very significant improvements.

While the 147kW / 500Nm Duramax four-cylinder 2.8-litre turbo diesel engine is as lusty and responsive as ever, now its presence isn't quite so keenly heard and felt within the cabin of the LT grade models, and the ride quality is also greatly improved.

Colorado LT is also fitted with reversing sensors which I feel ought to be mandatory for vehicles of this nature

The six-speed automatic transmission has active select manual control, but for most of our test drive we just left the lever in D and let the gearbox does its job quietly and imperceptibly.

Just as the rear-drive only Amarok mentioned earlier was lighter, lither, and more economical than its all-wheel-drive sibling, the same is true of the Colorado LT 4x2 – its 3.5% more fuel efficient at 8.8L/100km than the equivalent 4x4 model.

The LT grade Colorado is one step down from the top of the range all-singing all-dancing LTZ, but its certainly not a stripped out billy-basic model arriving with 16-inch alloy wheels as standard as well as front fog lamps with a chrome surround. The same high-riding suspension package as the 4x4 LT is retained, and the braked towing capacity is rated at 3500kg.





Payload across the entire Colorado range (barring the luxury focussed 2015 LTZ) is rated at one tonne.

Holden has fitted trailer sway control on the 4x2 Colorado LT which is part of the electronic stability programme, which also incorporates traction control, hill descent control, and hill start assist, which are all very useful features when towing a heavy trailer.

Recognising its likely use as a workhorse during the week and a family load-all at the weekend, the Colorado LT 4x2 is equipped with a full suite of front and full length curtain airbags and has a ANCAP five-star safety rating.

Cabin specification includes manual air-conditioning, the Holden MyLink infotainment system with Bluetooth telephony, a seven-inch touch screen, a six-way manually adjustable driver's seat, carpets, grey cloth upholstery with matching door trims, plus there's the requisite amount of cupholders, bottle holders, storage cubbies, and 12 volt power outlets.

The leather wrapped steering wheel has remote controls for the audio, phone, and cruise control functions, plus the LT has full electric windows and remote central locking.

Just like the Amarok, you can flip up the back seat squabs for more luggage capacity when needed. Many tradespeople like to lock their toolboxes within the cabin for obvious reasons, and I'm mildly surprised that the rear windows didn't have a privacy tint.

Our test vehicle retails for $47,990 and options added included a tow package $1100, as well as front and rear heavy duty rubber floor mats for $90 and $170 respectively, bringing the total to $49,350 plus on road costs and dealer delivery charges.

Facts and figures: Holden Colorado LT 4x2 automatic

- Price: $47,990
- Warranty 36 months/100,000km
- Service interval: 15,000km or 9 months
- Safety: Driver and front passenger airbags, full curtain airbags
- Crash rating: ANCAP five-star
- Engine: Inline four-cylinder turbo diesel 2.8-Litre
- Transmission: 6-speed automatic
- Thirst: 8.8L/100km
- Dimensions: (L) 5347mm, (W) 1882mm, (H)1780mm,
- Towing capacity: 3500kg (braked)
- Payload: 1000kg
- Kerb weight: 1969kg
- Spare tyre: Full size alloy wheel
- Fuel tank capacity: 76 litres

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