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DIESELtalk

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New transport minister Phil Twyford.

Trucking industry tackles change

More spending on rail and bus networks are among major infrastructure changes promised by the Labour-led Government.

New transport minister **Phil Twyford** told the Road Transport Forum Annual Conference in Hamilton this month "change is necessary".

In his first address as minister, he emphasised the need to invest more in "multimodal" forms of transport, particularly in Auckland.

Twyford says tackling the city's traffic problems is one of "the big pressures" the Government faces and improving public transport is a key solution.

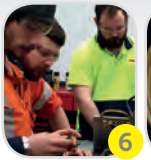
Transport infrastructure, other than roads, has suffered "decades of underinvestment" and Auckland is losing around $1.3 billion a year in productivity because of congestion, he says.

The Government plans to invest $15

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Industry honours 'innovators'

Transport leaders have been recognised for outstanding service to the industry.

Four major awards were presented that the 2017 Road Transport Forum annual conference.

Christchurch-based NZ Express Transport took home the UDC Finance Outstanding Contribution to Training Award.

Tranzliquid's **Jackie Carroll** of Tauranga won the Sime Darby NZ Outstanding Contribution to Health & Safety Award.


Ken Shirley

Waste Management NZ took out the Teletrac Navman Outstanding Contribution to Innovation Award.

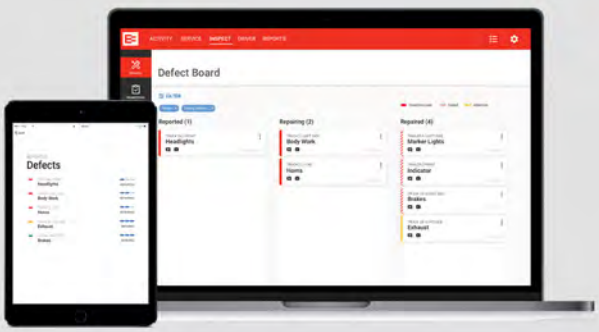
Allied Publications' **Trevor Woolston** was presented with the VTNZ Supreme Contribution to New Zealand Road Transport Award.

Road Transport Forum chief executive **Ken Shirley** praised the award winners, saying they were among the "exceptional innovators" in an "intensely competitive" industry.

"This year's award winners exemplify a people-first approach to the way they do business as well as being open to new technologies and the significant benefits that come with training and professional development," he says.

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Port's master plan a balancing act

Questions about the Ports of Auckland's future remain, despite its plans to revamp the site over next 30 years while the search for a new home begins.

The port's draft 30-year master plan includes the removal of Marsden Wharf and part of a wharf known as "B1" to create nearly a kilometre of new general cargo berth space. The project would need resource consent.

It also includes a proposal to build a five-storey car-handling facility. A resource consent application for that facility is set to be filed next year with the intention to build within five years.

The facility would remove incoming vehicles from public view and include space for a public carpark on top and room for a hotel next door.

Carr and Haslam managing director **Chris Carr** hasn't seen the detail of the plan but says the port is in a difficult position.

"They have been forced into a corner by politicians playing games over many years and have to plan for the future.

"All the talk of moving the port doesn't help because while it might be moved one day, they can't afford to wait and do nothing as it will take 30 years to move the port."

Carr says it's unclear what the Government's plans are.

"Review and consider and consult is what they are saying. That is political terminology for delaying things, which is something New Zealand is very good at."

VIA chief executive **David Vinsen** says the port's plan makes sense.

"Ports of Auckland is stepping forward in trying to meet the requirements of all the different stakeholders while maintaining an operational focus.


Chris Carr


David Vinsen


Barney Irvine


Tony Gibson


Phil Goff

"It's a very reasonable solution for next 30 years to operate effectively and efficiently in its existing footprint.

"Auckland exists because there's a port. They're trying to move with the times using modern technology."

Automobile Association infrastructure spokesman **Barney Irvine** says moving or down-scaling the port would have a major impact on Auckland's traffic network so it's an issue his organisation is following closely.

"We think it makes good sense to look into new approaches but we see the whole thing as a 'slow burn'.

"Setting up a new port, putting in place the required road and rail infrastructure and starting to decommission the existing port would be really difficult and really expensive – so we wouldn't expect any big changes for some time yet."

Ports of Auckland chief executive **Tony Gibson** says the plan tries to balance Auckland's economic, social and environmental needs.

"Our plan provides transparency and certainty about what we need to do to continue delivering for Aucklanders.

"It creates space for freight and gives Auckland Council the time it needs to make a sound decision on where, when and how to move the port.

"Auckland's population is growing and Ports of Auckland needs to adapt to keep pace.

"Our master plan outlines all the projects that we will need to undertake until such time as the port is relocated."

Building a new wharf running east-west along the north end of Bledisloe Terminal is in line with the recommendations of Auckland Council's Port Future Study, Gibson says.

"It will be a piled structure in line with our commitment to no further reclamation but it will reach an extra 13 metres north into the harbour. This 13 metres is essential to the success of the other wharf projects."

Auckland mayor Phil Goff, who campaigned on moving the port during his election campaign last year, has some reservations about the draft plan.

"There are... areas where I'm far more conservative than they are on including the extension of any wharf.

"If they can come back to me and show they are taking infrastructure out of the harbour that it is broadly in line with some marginal work, maybe they will persuade the community and maybe they will persuade me."

Whether the port succeeds depends on it getting resource consent and convincing Aucklanders it is the right way to go, Goff says.

Any proposals will need to be in line with the new Government's recently announced ports review.

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

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Airport shareholders worry about fuel and infrastructure

Aviation fuel supplies were on the verge of running dry at Auckland Airport in September after damage to the pipeline that supplies Wiri Oil Refinery.

Airport chairman **Sir Henry van der Heyden** told shareholders at the company's annual general meeting it had been just a matter of days before reserves ran out.

"In another five or six days we would have been in an embarrassing position. It didn't get to that stage."

Overall, there are 13 operating days of storage at the airport and Wiri.

"The question is how much storage should there be?" van der Heyden says.

"Our storage facilities are probably in a better position than most other airports."

During the crisis, trucks brought fuel supplies down from the Marsden Point Refinery in Whangarei and planes carried extra fuel brought in from other airports.

Despite a raft of cancellations, 97% of all domestic and international flights operated during September.

And van der Heyden says the cost of disruption to the airport was minimal – in the hundreds of thousands – and the airport has disruption insurance.

Several shareholders raised concerns about what the company is doing to improve travel times to the airport, particularly from the north and west of the city.



Auckland Airport chairman Sir Henry van der Heyden addresses shareholders

Shareholder **Guy King** told the meeting he's "very alarmed" that the new Government wants to put light rail out to the airport.

"It's one of the most ludicrous ideas I've heard in many, many years.

"It doesn't take into account people from the North Shore, the east and south."

Airport chief executive **Adrian Littlewood** said the airport company supports mass transit to the airport.

"Light rail seems the preferred mode."

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Training never stops at Gough Group



Gough Group wants to make opportunities available for all of its team to continue to develop their individual capability, whatever their role or level in the organisation.

Whether it's through on-the-job or external training, attending conferences or tertiary studies, each person has the chance to grow their skills and knowledge.

With diverse backgrounds from human resources, sales, operations and marketing, dealer technical training and apprentice management, the learning and development team has more than 50 years' experience with the Gough Group - that's a lot of organisational knowledge.

The team is passionate about learning and knows that investing in staff has a significant impact on the company's overall performance.

Ongoing training ticks so many boxes. Customers benefit from the improved skill levels when team members deliver a much better service and it's good for employee engagement too because it allows staff to flourish in their careers.

Right now, the learning and development team is busy delivering technical training. With a big focus on reviewing and upgrading course materials and with new products coming out all the time, training never stops.



Leadership development has been a strong focus for the past 18 months and phase two of this programme about to be launched.



In the past year, 170 managers and supervisors have completed the programme across 17 locations. It was a massive undertaking but that is how serious Gough Group is about helping its managers and supervisors to build leadership capability.

So what's next for the learning and development team?

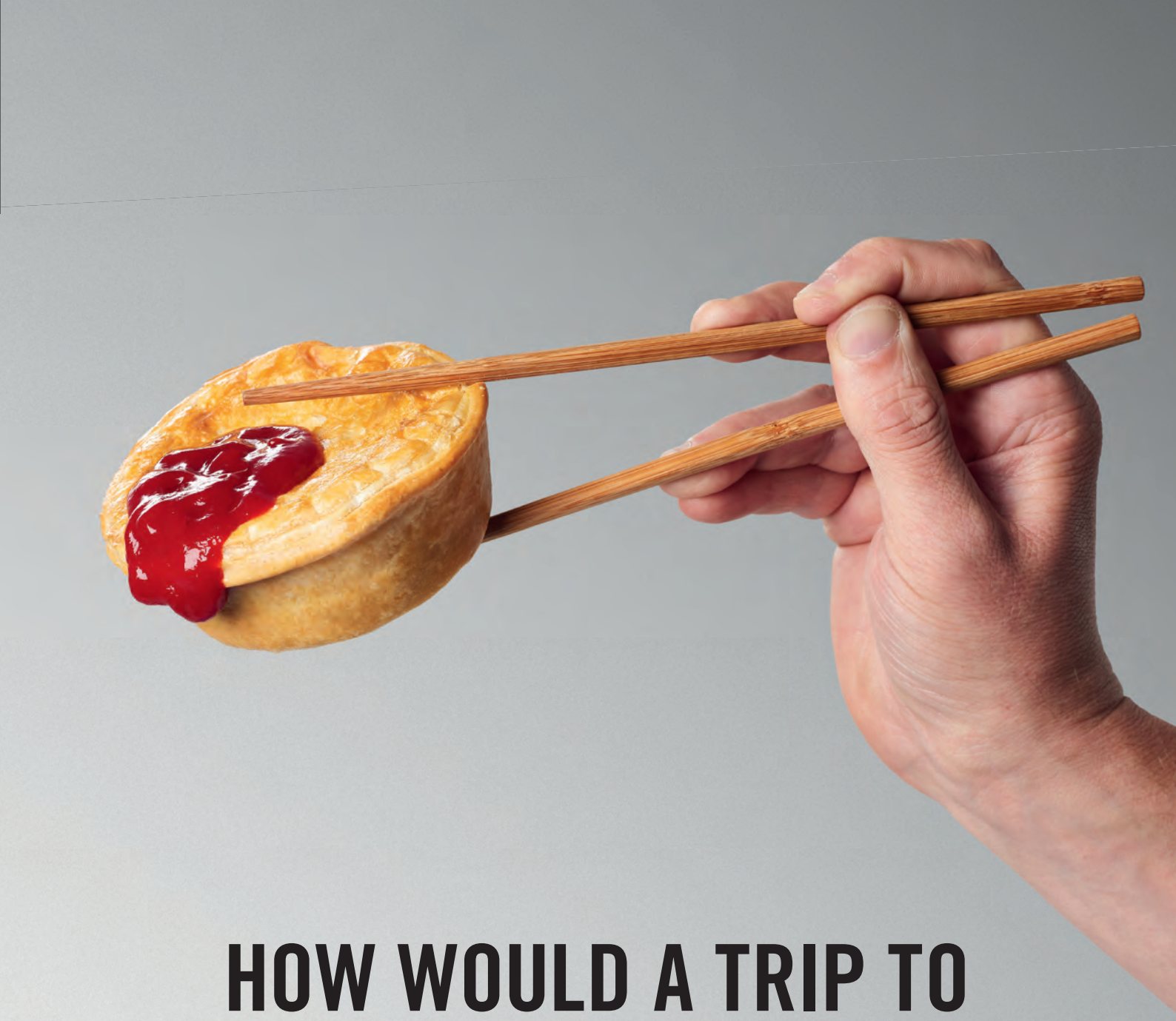
The syllabus has to be quite dynamic because of new technologies and learning techniques. The team is always looking for ways to improve the learning experiences of team members.

While already delivering high-quality technical training through Gough's in-house training facility, there is still work to do in creating a framework for all roles.

With **Margaret Hyland** joining the team in the new role of capability manager, there is now a dedicated resource to focus on the next steps of implementing a structured, integrated training and development framework where all team members have a development plan and visible career pathway.

It's exciting times ahead for the learning and development team at the Gough Group and, through this, all team members in the company.

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Getting your head around AI

AI – what is it and how does it affect my business?

These are two questions Callaghan Innovation's **Jonathan Miller** is often asked.

It's his job to explain artificial intelligence (AI) and how it all works.

His expertise is at the interface between business and science/technology.

While Miller's official title is national tech network manager, his role is really as a champion for several digital technologies, including "demystifying" AI.

"My job is to explain the technology and excite customers to try it. It's demystifying the experience for them."

Artificial intelligence is about computer systems with human-like intelligence.

The field is already having a big impact on the automotive industry. One part, autonomous systems, applies to self-drive vehicles and drones.

It's shaping up as a game changer for the heavy traffic industry especially, although it may not put truck drivers out of work as some fear.

Drivers might still be needed in autonomous (and probably electric) trucks to handle the trickier side of getting vehicles from their base to the highway and later to their destination, Miller reckons.

The self-driving applications would probably work best on the highways, leaving the driver free to do other company related work through on-board communication systems.

Most new or near new vehicles already have some form of autonomy, even if it's just cruise control.



Jonathan Miller

Other parts of AI can involve machine learning, pattern recognition, robotics, language processing and more.

Miller's other interests in the tech field include virtual and augmented reality (VR and AR).

Those are being used now in training automotive students. A example is welding, where a mask and wand simulate the task without anything being scorched.

"Ford is using VR in its prototypes, building 3D computer generated models," Miller says. These can act rather like a flight simulator, helping sort issues and details before a vehicle is actually produced.

AR is already being used

Continued on page 25

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READY FOR WORK

Family firm marks half a century

Innovation and excellence lie at the heart of a family company celebrating 50 years in business this year.

Heavy transport and trailer manufacturer TRT says it prides itself on product innovation, design, engineering excellence, manufacturing skills and industry experience.

It makes a wide range of customised trailers for the New Zealand and Australian markets.

In its early years TRT was known as the home of the logging jinker but now the range of trailers manufactured by its team is extensive.

Its range includes Rows of Eight low loaders, widening low loaders (axle and deck), multiline platforms, house trailers, quad axle and tri axle trailers, construction tippers (tractor towed) and forklift trailers.

TRT's crane trailers are a design innovation for the industry too, carrying all of the ancillary crane equipment to a site for an efficient, safe set up that minimises operator downtime.

"Building the right trailer is about our customer getting a return on their investment that's going to fit their business," manufacturing director **Bruce Carden** says.

"We understand the working conditions in New Zealand and Australia and the challenges faced by operators. We build customer-focused benefits into every trailer that last for the long haul."

TRT specialises in finding the ideal solution for every customer, adding design features and innovative ways to meet the requirements of the loads carried, Carden says.

The company does not outsource any aspect of design and manufacture and has an in-house engineering design team of seven, plasma steel cutting (up to 32mm), HPM-4T CNC horizontal line borer and a 23m long painting booth.

Almost all of the production is completed onsite at its manufacturing plant in Hamilton.

"We choose to manufacture onsite with minimal outsourcing - it's part of what makes us unique," Carden says.

"We own the process and take full responsibility for the quality. We have built this knowledge and capability over our 50 years and we will always continue to innovate, with new technologies under continuous development."

As an ISO 9001 accredited manufacturer, TRT deliv-

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DIESELtalk FEATURE

READY FOR WORK

‘Swap crane’ is one out of the box









New Zealand businesses requiring complex custom adaptations to their trucks need look no further than Waimea Engineering if its latest crane truck is anything to go by.

The Nelson-based business has just completed an innovative conversion of a Hino cab chassis to a crane truck with an interesting adaptation.

Phil Kirk, a director and partner in Waimea Engineering’s parent company, the Trinder Group, says it's what he calls a “swap crane”.

“The crane has hydraulic legs and there’s an auxiliary set of legs on the other end of the deck. This one uses what I’d call an integrated deck - it’s built specifically for the crane and the set of legs that come with it.”

A hydraulic locking system on the deck allows the client to swap the crane from one end of the deck to the other with ease.

“They can lift the deck up if the crane is at the front, unlock it on the hydraulic locks, disconnect the deck from the truck with its hydraulic lines and wiring, then drive the truck out from underneath the deck structure, turn it round 180 degrees so the crane is at the back of the deck, then it clicks back in, lowers itself down and locks back on,” Kirk says.

That whole turnaround takes just six minutes. A warning system in the cab makes sure the four failsafe hydraulic locks that hold it on are all engaged, and two reversing cameras allow a single operator to turn it from one end to the other.

This particular Nelson customer used a Hino truck - though the truck brand depends on the client and could be near-new rather than new - and the crane is a European Palfinger.

“The owner gives us the truck, the crane and legs, tells us what they’re after and what they will do with the finished set-up,” Kirk says.

“We do the design, the plumbing and wiring – we contract the hose to Hose Doctor and the wiring to an electrician and do anything steel, plus we control the project.”

The Nelson operator had 12 or 13 crane trucks working on buildings but Waimea has converted cab-chassis to crane trucks that will do anything from general deliveries to out-of-the-ordinary stuff, “pretty much anything you can lift with a crane.

Because this one can swap round, it’s more flexible”.

Kirk says he’s never seen a structure like it but the company often gets requests for something a little out of the ordinary.

“One of the owner’s operators thought of the idea so they brought it to me and said ‘Can you do this?’ I said ‘right ho’ and we looked at how to do it.

“We do side-tipper fertiliser trailers too - build them brand-new from scratch.

“Any transport solution we can look at - if you want something out of the box, you come to talk to us about how it’s done.”

Waimea has dealt with jobs on small trucks right up to 24 or 26-ton eight-wheelers. And because it is a manufacturing certifier, everything it turns out is certified so the buyer gets peace of mind.

“Waimea Engineering is a subsidiary of Trinder Engineering, which covers all aspects of engineering – Waimea is the transport and machinery side and for the last 18 months we’ve been extremely busy,” Kirk says.

No doubt it helps that, although most of its jobs come from the South Island, the company's proximity to Picton means it can produce an innovative engineering solution for anyone in New Zealand.

DIESELtalk FEATURE

READY FOR WORK

Roadmaster tells customers to Push Off

Those in the tipping industry will be excited by a new design from Roadmaster that increases stability and safety.

The "Push Off" replaces a conventional tipper with a series of hydraulic cylinders that push the front wall of the trailer to the back, ejecting the material out the rear via a hydraulically operated two-piece door.

Even on uneven terrain, an operator can safely eject a load - obviously something a conventional tipper cannot do.

Offloading and spreading can be carried out at speed, thanks to the stability of the non-tipping trailer.

The Push Off system can be tailored to replace any conventional tipping application and will handle even sticky loads.

All moving components are internally mounted within the trailer for durability and safety.



The Push Off semi starts at a tare of 8100kg and has two types of bin that can handle up to 25 cubic metres of material.

One is lightweight, for asphalt, aggregate, earth and other similar materials. The more heavy-duty bin is intended for large rocks and quarry type applications.

Roadmaster is also about to produce the first truck-mounted Push Off bins which will have a capacity of between 13 and 18 cubic metres and are 4.7m-7.5m long.

The first is due around late February 2018.

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ROADMASTER LTD

DIESELtalk FEATURE

READY FOR WORK

Twenty years for Active VMA

Active Engineering Solutions celebrated 20 years in business in April by launching new branding with a new name - Active VMA – a new look and a new focus.

Active VMA began life in 1997 as Active Transport Engineers, a Rotorua-based truck and trailer service and repair operation.

A second workshop opened in 2002, allowing a growing amount of heavy machinery repair work. The company then became Active Engineering Solutions to better reflect the nature of its work.

Its latest evolution resulted in a new name showcasing the changing nature of the company, which now specialises in vehicles, machinery and attachments.

Owner **Ross Schultz** says the new brand focus is about pulling together the three parts of the business and making it easier for customers to understand what it does.

"We also had a desire to ensure people in the forestry industry fully understood we had no association with another similarly named company, also based in Rotorua, which has since ceased trading."



Active VMA's equipment can be found in a range of industries from transport and roading to infrastructure and vegetation and forestry and agriculture.

Converting excavators into log handling and processing machines is a key area of the business and it has doubled its capacity in that sector over the past 18 months.

A converted excavator now leaves the factory every week.

Schultz says the company's aim has always been to create equipment that is "fit for purpose while delivering on expectation" and ensuring no one can tell what has been modified in the Active VMA shop from the original factory build.

"This focus has proven highly successful and solidified the company's philosophy of 'engineering a legacy' – a bold statement and the essence of the new brand," he says.

"We knew there was some confusion within the market about who we are and what we do.

"Since releasing the new branding, we have been able to reach new customers with a clearly defined offering, delivered in a more engaging way and the results have been very pleasing."

One key objective of the rebrand is to educate customers that investing in quality upfront will not only deliver better outcomes immediately but will also result in substantial savings across the lifecycle of a vehicle.

Schultz says the most prominent message is "Smarter, Stronger, Longer", which explains the value Active VMA strives to add and how its design process ensures vehicles are built to endure practically any situation.



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Continued from page 1
billion into the city's transport infrastructure over the next ten years with rapid transit playing a major role.

"We believe a resilient transport system is one where the different modes are well integrated, joined up and connected and supported.

"We know the transport system is about networks, it's about productivity, and changes to one mode can have flow-on consequences.

"We want a transport system that is resilient in the face of shocks and challenges and able to adapt quickly when needed."

Twyford used the half a billion-dollar Northern Busway system, built more than a decade ago, as a good example.

More than 50% of people from the North Shore coming into the city use the busway and that takes four lanes of traffic off the harbour bridge every morning, he says.

"If that money hadn't been spent a decade ago, we would already have had to invest billions of dollars on a North Harbour crossing.

"That is the most graphic illustration I can give you of the principle that modern, efficient rapid transit will allow us to get much more economic value out of the existing transport network."

Building more rail and bus infrastructure in Auckland will be "joined up and utterly connected alongside the road and state highway system".

"We believe it is the only sustainable way to keep the city moving."

This approach, as opposed to a focus on roads, will free up the network by giving people the chance to leave their cars at home, Twyford says.

It's a "congestion-free alternative while allowing traffic to move more freely through the system".

Another key priority for the Government is reducing the country's carbon emissions.

Twyford praised the trucking industry's progress on electric vehicles, saying "it's undoubtedly the future".

However, he also points towards coastal shipping as another solution to moving goods around the country.

"Coastal shipping can be an efficient and cost-effective way to move heavy bulk freight that is not time sensitive."

The Government is also looking at ways to source additional road funding and ensuring Auckland's growth becomes "self-financing".

Supporting a change in legislation for Auckland Council to pass a regional fuel tax of around ten cents a litre is part of that and would help raise around $1.5 billion for the city over ten years.



Bulk and line haul, port, rural and forestry sector groups report back to the Road Transport Forum's Annual Conference

The rest of New Zealand should not "pay all the costs" of Auckland's growth. However, Twyford says he believes rapid transit networks should have the same funding models as state highways.

"I know it's a bold claim. There are significant roading and freight benefits to at least part-funding.

"In the medium to long-term, petrol excise is not going to be a way that we can continue to fund our transport system because of the inevitable electrification of the fleet ... so we need additional sources of revenue."

Twyford also spoke about supporting skills and training in the trucking industry.

He is backing plans to "streamline" the heavy vehicle licensing system which will make it easier to move between licence classes.

The Government is also making driver licensing part of the school curriculum.

Road Transport Forum chief executive Ken Shirley says he's pleased with the Government's approach in this regard.

It will help address the "chronic shortage of drivers" which is a "critical problem" the industry is currently facing, he says.

"It has become so complicated to get a driver's licence... it can be much simpler without in any way compromising safety and it's far too expensive."

A member of the forum also asked Twyford not to forget about a number of roads around the country that are "shagged"

Twyford responded by saying the Government will double its funding of regional roading projects with the aim of making major safety improvements.





Manheim move a big success

Manheim Auctions' new national headquarters is less than 500 metres from its previous site.

But the more modern facilities are making all the difference for dealers, distributors and the public.

The Roscommon Rd site in Wiri, Auckland is home to Manheim's cars, light commercial and trucks, and machinery businesses, with salvage moving in next year.

It complements the company's sites in Wellington and Christchurch.

"We've had to do quite a bit of refurbishment," Manheim New Zealand general manager **Andrew Sherliker** says.

"The road frontage gives us undercover storage for about 300 vehicles. The business has grown signifi-

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cantly in the last three years and we want to keep that going."

The previous premises behind Nissan New Zealand's headquarters, just metres away from the new site, only had room for 20 vehicles undercover, he says.

The new site also gives Manheim room to grow.

"That's probably the most important thing. The last site was pretty landlocked.

"When you do take on additional business, it's not such a hardship. Previously we regularly used off-site storage facilities.

The new facility, has had great feedback from customers.

"They like the facility because they can view vehicles undercover. It makes a whole lot of difference.


Andrew Sherliker

"There's no more wind blowing off the Manukau Harbour."

Sherliker says dealers and distributors are particularly happy with their dedicated auction room, which is separated off from the public auctions.

And the location is perfect for pulling in customers for public auctions, with much of the stock coming from repossessed vehicles.

"If you want to have a decent public presence, this site is great because it's busy at peak times in the mornings and evenings."

But Sherliker says fewer people are turning up to auctions in person these days and more than 70% of Manheim's transactions are done online.

"All the information is there – you can see all the photos during the live auction and interact with the auctioneer if there's something you're not sure about," he says.

"We can provide quality information, giving the buyer confidence.

"The online auctions help in a country like New Zealand when we're spread out across a fair old chunk of land."

Twenty-six partner sites use Manheim's software to upload the vehicles for auction, Sherliker says.

"They tend to be transport and recovery specialists who sell vehicles from their locations.

"It works especially well for insurers."

Sherliker says there is scope for growth in the truck and machinery business, with the recent appointment of **Brad Gardiner** as the division's national sales manager.

"We believe there's a lot of untapped potential in that part of the market. We want to position ourselves so we can start grabbing our fair share.

"It's been very quiet this year because the New Zealand economy has been very strong and people are using, rather than selling, their gear."

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More double-digit truck growth



The truck market recorded another big month of growth in October, up 18.5% year-on-year.

Registrations of new vehicles over 3500kg totalled 531, up from 448 a year ago.

So far this year registrations are a massive 954 units ahead of 2016.

October was also notable for a tight battle between Isuzu and Fuso.

Fuso took the win by just one unit, with the inclusion of two parallel imports recorded as Mitsubishis – up 148.7% from 39 units for an 18.3% market share – and with its push on the Canter model continuing to pay dividends.



Isuzu registered 96 trucks, down 5% from 101 a year ago for an 18.1% market share.

Hino was third on 54 units, down 11.5% from 61 for a 10.2% share, followed in fourth by **Fiat** on 33 units, a 266.7% rise for a 6.2% share.

DAF rounded out the top ten with 32 trucks, up 128.6% from 6% of registrations.

Light trades up 48%

The light truck market has been showing a considerable growth driven by a mix of Fuso Canter registrations and Fiat motorhome chassis.

Fuso registrations were up 220% to 48, representing 26.5% of the market.

Isuzu in second was down 11.6% to 38 for a 21% market share, followed in third place by **Isuzu** on 33, up 266.7% for an 18% stake in registrations.

Hino took fourth on 21, while **Mercedes-Benz** took fifth on 18.

Continued on page 22

NEW HEAVY TRUCKS OVER 23,001KG OCTOBER 2017

MAKE	OCT '17	OCT '16	% Change	% of Market	YTD '17	YTD '16
DAF	32	14	128.6	14.8	217	168
ISUZU	32	25	28.0	14.8	304	270
FUSO	25	11	127.3	11.6	158	82
KENWORTH	20	6	233.3	9.3	190	135
VOLVO	20	21	-4.8	9.3	259	185
SCANIA	17	15	13.3	7.9	125	100
HINO	15	13	15.4	6.9	176	179
MAN	14	6	133.3	6.5	110	82
UD TRUCKS	10	8	25.0	4.6	81	74
IVECO	7	3	133.3	3.2	55	36
OTHER	24	19	26.3	11.1	252	235
TOTAL	216	141	53.2	100.0	1927	1546

NEW MEDIUM TRUCKS 9001-23,000KG OCTOBER 2017

MAKE	OCT '17	OCT '16	% Change	% of Market	YTD '17	YTD '16
ISUZU	25	30	-16.7	29.4	251	325
HINO	18	29	-37.9	21.2	203	181
FUSO	15	4	275.0	17.6	87	139
UD TRUCKS	10	10	0.0	11.8	120	135
IVECO	7	7	0.0	8.2	33	38
OTHER	10	6	66.7	11.8	82	144
TOTAL	85	86	-1.2	100.0	776	962

NEW LIGHT TRUCKS 3500-9000KG OCTOBER 2017

MAKE	OCT '17	OCT '16	% Change	% of Market	YTD '17	YTD '16
FUSO	48	15	220.0	26.5	468	180
ISUZU	38	43	-11.6	21.0	393	444
FIAT	33	9	266.7	18.2	283	158
HINO	21	18	16.7	11.6	195	190
MERCEDES-BENZ	18	16	12.5	9.9	294	242
IVECO	12	6	100.0	6.6	107	75
FOTON	3	1	200.0	1.7	6	26
OTHER	8	14	-42.9	4.4	107	100
TOTAL	181	122	48.4	100.0	1853	1415



Continued from page 21

Medium trucks also up

Medium truck registrations are static year-on-year with a small 1.2% decline in the market to 85 units.

Isuzu was segment leader with 25, down 16.7% for a 29.4% market share.

Hino was second on 18, down 37.9% for a 21.2% stake, followed by **Fuso** on 15, up 275% for 17.6%.

UD Trucks took fourth spot with ten units, followed by Iveco with seven.

Heavy trucks 53% up

Heavy trucks had a strong month, with a 53.2% gain to 216 units.

There was a tie for the market lead with **DAF** and Isuzu each on 32 and 14.8% of the market. For **DAF** that was a gain of 128.6% and for Isuzu a 28% gain.

In third place, **Fuso** was up 127.3% to 25 trucks and an 11.6% market share.

Kenworth and **Volvo** tied for fourth on 20 each, an increase 233.3% for **Kenworth** and a 4.8% fall for **Volvo**.

Slow bus arrivals in October

The market for buses has also been strong this year - up from 563 to 816 units year-on-year – but in October deliveries stalled, falling 56.3% to 49 units.

Ford was a surprising leader in the market, off the back of its biggest Transit mini-buses, up 10% and holding 22.4% of the market with 11 units.

Man was second on seven, up 16.7% for a 16.3% share.

Factory built buses and **Volvo** were tied with seven, followed by **Fuso** on six.

Tractors up a third

Tractor registrations continue to rise, up from 1480 to 1711 overall for the year. For the month, registrations were up exactly a third, by 33.3% to 292 units.

John Deere led the market with 92 units, up 29.6%. Case IH and **Massey Ferguson** tied for second place with on 36 each, up 157.1% and 63.6% respectively.

New Holland was fourth on 26, followed by **Class** and **Fendt** tied for fifth on 19 registrations apiece.

Australian heavy duty truck sales surge

Heavy-duty trucks are leading the continued recovery of Australia's heavy vehicle market.

The total market for trucks and vans was up 13.8% for the month of October, while year-to-date heavy vehicle sales are tracking 10.2% higher than this time last year.

All market segments,

Continued on page 23

NEW LIGHT COMMERCIAL MAKES UNDER 3500KG OCTOBER 2017

MAKE	OCT '17	OCT '16	% Change	Market Share	YTD '17	YTD '16
TOYOTA	1047	819	27.8	23.7	1047	819
FORD	948	839	13.0	21.5	948	839
HOLDEN	334	376	-11.2	7.6	54	61
MITSUBISHI	330	197	67.5	7.5	330	197
ISUZU	259	288	-10.1	5.9	259	288
NISSAN	219	298	-26.5	5.0	219	298
MAZDA	193	155	24.5	4.4	193	155
MERCEDES-BENZ	167	114	46.5	3.8	167	114
VOLKSWAGEN	128	92	39.1	2.9	128	92
FIAT	126	89	41.6	2.9	126	89
Other	664	647	2.6	15.0	944	962
TOTAL	4415	3914	12.8	100.0	4415	3914

NEW BUSES OVER 3500KG OCTOBER 2017

MAKE	OCT '17	OCT '16	% Change	% of Market	YTD '17	YTD '16
FORD	11	10	10.0	22.4	59	16
MAN	8	26	-69.2	16.3	65	93
FACTORY BUILT	7	6	16.7	14.3	26	43
VOLVO	7	16	-56.3	14.3	57	36
FUSO	6	9	-33.3	12.2	50	91
OTHER	10	45	-77.8	20.4	255	284
TOTAL	49	112	-56.3	100.0	816	563

NEW TRUCKS & BUSES MAKES ALL WEIGHTS OVER 3500KG OCTOBER 2017

MAKE	OCT '17	OCT '16	% Change	Market	YTD '17	YTD '16
FUSO	97	39	148.7	18.3	856	440
ISUZU	96	101	-5.0	18.1	1067	999
HINO	54	61	-11.5	10.2	552	574
FIAT	33	9	266.7	6.2	283	159
DAF	32	14	128.6	6.0	227	176
MERCEDES-BENZ	28	29	-3.4	5.3	429	361
MAN	27	2	1250.0	5.1	205	204
VOLVO	27	37	-27.0	5.1	319	222
IVECO	26	16		4.9	200	149
KENWORTH	20	6		3.8	190	135
Other	91	134	-32.1	17.1	926	881
TOTAL	531	448	18.5	100.0	5254	4300



Used trucks also running strong

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Used import truck registrations were also on a high in October, with a 29.6% gain for the segment.

A total of 184 used import trucks were registered, taking the year's tally to 1849 against 1436 at the same time last year.

Isuzu led the market, despite a 2% drop in volume to 49 vehicles, accounting for 26.6% of registrations.

Toyota was second on 38, up 46.2% from 26 a year ago, for 20.7% of the market, followed in third by Hino on 28, up 115.4% for a 15.2% stake.

The used light truck segment continued to make up the bulk of registrations, up 29.1% in October to 151 trucks.

Isuzu was the most popular brand, up 2.3% to 45 units, accounting for 29.8% of light registrations.

Toyota was second with 36 vehicles, up 38.5% for a 23.8% of the segment, followed in third by **Hino** on 23, up 109.1% for a 15.2% market share.

In fourth was **Mitsubishi** with 18, followed by **Nissan** with 14.

The medium used import segment was up 41.7% for the month - but to just 17 units.

The top three brands in the market all recorded the same tally - four vehicles.

The heavy market was even smaller and dropping, down 48% to 13 units. **Mitsubishi** was the leader with three, followed by **Scania** on two.

Four buses were registered, down one, with **Toyota** most popular with two vehicles.

Used import tractor registrations were stable on 100, down just 2% year-on-year.

New Holland was the most popular make with 21, up 250% for a 21% market share.

John Deere took second place on 16, down 23.8% for a 16% market share.

Massey Ferguson was third on 13, followed by **Fendt** on 10 and Same on eight.



USED HEAVY TRUCKS OVER 23,001KG OCTOBER 2017

MAKE	OCT '17	OCT '16	% Change	% of Market	YTD '17	YTD '16
MITSUBISHI	3			23.1	6	3
SCANIA	2			15.4	14	1
DAF	1			7.7	4	4
OTHER	6	25	-76.0	46.2	99	72
TOTAL	13	25	-48.0	100.0	123	80

USED MEDIUM TRUCKS 9001-23,000KG OCTOBER 2017

MAKE	OCT '17	OCT '16	% Change	% of Market	YTD '17	YTD '16
HINO	4	1	300.0	23.5	47	29
ISUZU	4	6	-33.3	23.5	51	32
MITSUBISHI	4			23.5	15	9
OTHER	5	5	0.0	29.4	57	39
TOTAL	17	12	41.7	100.0	170	109

USED LIGHT TRUCKS 3500-9000KG OCTOBER 2017

MAKE	OCT '17	OCT '16	% Change	% of Market	YTD '17	YTD '16
ISUZU	45	44	2.3	29.8	425	342
TOYOTA	36	26	38.5	23.8	353	332
HINO	23	11	109.1	15.2	234	138
MITSUBISHI	18	12	50.0	11.9	196	139
NISSAN	14	15	-6.7	9.3	122	113
FIAT	3	4	-25.0	2.0	21	29
MERCEDES-BENZ	3			2.0	12	8
OTHER	9	5	80.0	6.0	122	86
TOTAL	151	117	29.1	100.0	1485	1187

USED BUSES OVER 3500KG OCTOBER 2017

MAKE	OCT '17	OCT '16	% Change	% of Market	YTD '17	YTD '16
TOYOTA	2	2	0.0	50.0	16	14
FORD	1	2	-50.0	25.0	10	4
OTHER	1	2	-50.0	25.0	45	42
TOTAL	4	5	-20.0	100.0	71	60

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Continued from page 21

except light-duty trucks, posted gains over the corresponding month last year.

Heavy-duty trucks saw the second-best October on record. The segment posted deliveries of 1188 units, up 36.6% (316) on October 2016.

Year-to-date results show heavy sales tracking up 20.9% over those of the same period in 2016.

In terms of actual truck numbers, the sales gap now sits at 1634 more heavy trucks sold year-to-date than in 2016.

Medium-duty truck sales have been the weakest performing segment in 2017. However, year-to-date sales are tracking 2.7% higher than in 2016, up 155 trucks to the end of October.

Sales were solid during the month with 652 deliveries, up 10%, representing more medium trucks delivered than in October 2016.

Light-duty truck sales were the star performer last year and this year is no different.

While October sales of 1045 were down 1.6% (47 trucks) compared to the same month last year, the light truck segment year-to-date is outperforming 2016.

By the end of October, 9477 small trucks had been sold, representing an increase of 601 sales (6.8% up) over the same period in 2016.

Isuzu dominated with 824 sold in October, well ahead of **Hino** on 438 and **Fuso** 336.

The light-duty van segment remains the second strongest growth category in 2017.

Sales were up 11.2% to 525 vans sold for October, with 53 more vans sold than the same month last year.

Year-to-date the tally continues to build on 2016 volumes with 4873 vans delivered to the end of October, compared to 4506 at this time last year, an 8.1% increase.

Mercedes-Benz Vans led the field with 236, followed by **Renault Vans** on 129 and **Ford Vans** 89.

"It was great to see strong heavy vehicle sales in October, with again the heavy-duty truck segment forging ahead as it has done for all of 2017," Truck Industry Council (TIC) president **Phil Taylor** says.

"I feel that we are unlikely to see an industry sales record by the end of this year but we could see the second strongest year on record and that would be very positive news for the road freight transport sector."

TIC chief executive **Tony McMullan** is also delighted.

"All segments are tracking higher than they were at this time in 2016,and that is positive news for the industry."

He expects the year will bring the best sales result since the global financial crisis and will mean a healthy start to 2018.

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USED TRUCK AND BUS MAKES ALL WEIGHTS OVER 3500KG OCTOBER 2017

MAKE	OCT '17	OCT '16	% CHANGE	MARKET	YTD '17	OCT '16
ISUZU	49	50	-2.0	26.6	486	377
TOYOTA	38	26	46.2	20.7	369	346
HINO	28	13	115.4	15.2	292	174
FUSO	26	14	85.7	14.1	234	162
NISSAN	15	15	0.0	8.2	147	128
MERCEDES-BENZ	6	3	100.0	3.3	32	17
FIAT	3	4	-25.0	1.6	21	29
CHEVROLET	2	1	100.0	1.1	20	8
DODGE	2	1	100.0	1.1	5	7
SCANIA	2	0		1.1	16	2
Other	13	15	-13.3	7.1	227	186
TOTAL	184	142	29.6	100.0	1849	1436

USED LIGHT COMMERCIAL MAKES UNDER 3500KG OCTOBER 2017

MAKE	OCT '17	OCT '16	% Change	Market Share	YTD '17	YTD '16
TOYOTA	487	428	13.8	43.1	487	428
NISSAN	266	225	18.2	23.5	266	225
MAZDA	98	82	19.5	8.7	98	82
ISUZU	58	61	-4.9	5.1	58	51
MITSUBISHI	43	23	87.0	3.8	43	23
FORD	39	40	-2.5	3.5	39	40
HINO	28	13	115.4	2.5	28	13
CHEVROLET	25	16	56.3	2.2	25	16
HOLDEN	19	25	-24.0	1.7	19	25
FIAT	16	13	23.1	1.4	16	13
Other	51	48	6.3	4.5	51	58
TOTAL	1130	974	16.0	100.0	1130	974

USED TRACTOR REGISTRATIONS OCTOBER 2017

MAKE	OCT '17	OCT '16	% Change	% of Market	YTD '17	YTD '16
NEW HOLLAND	21	6	250.0	21.0	95	65
JOHN DEERE	16	21	-23.8	16.0	139	145
MASSEY FERGUSON	13	14	-7.1	13.0	90	167
FENDT	10	1	900.0	10.0	12	6
SAME	8	6	33.3	8.0	27	27
FORD	7	8	-12.5	7.0	35	43
OTHER	25	46	-45.7	25.0	266	339
TOTAL	100	102	-2.0	100.0	664	792

NEW TRACTOR REGISTRATIONS OCTOBER 2017

MAKE	OCT '17	OCT '16	% Change	% of Market	YTD '17	YTD '16
JOHN DEERE	92	71	29.6	209.1	601	495
CASE IH	36	14	157.1	81.8	170	108
MASSEY FERGUSON	36	22	63.6	81.8	151	129
NEW HOLLAND	26	25	4.0	59.1	149	139
CLAAS	19	19	0.0	43.2	94	103
FENDT	19	22	-13.6	43.2	93	75
KUBOTA	16	16	0.0	36.4	141	132
DEUTZ-FAHR	10	8	25.0	22.7	104	74
TRACTOR	9	9	0.0	20.5	58	59
OTHER	29	13	123.1	65.9	150	166
TOTAL	292	219	33.3	100.0	1711	1480

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Industry facing the future head-on

Driver shortages and the emergence of electric vehicles were major discussions at this year's Road Transport Forum annual conference.

Z Energy chief executive **Mike Bennetts** was the keynote speaker at the two-day Hamilton event and he also brought up the event's theme of "resilience and adaptability".

Bennetts says his company is aware of the need to adapt and change in an environment where natural resources are becoming scarce and more expensive.

The company is looking for "environmentally sustainable" revenue streams as fuel consumption decreases.

Listening to what customers want is a key focus, Bennett says.

The company can be the "heart of the solution and make a difference ... customers will back us".

Career Pathways director **Steve Divers** spoke at the conference about the need for the trucking industry to promote itself as best as it can to attract more people to the job.

Divers is involved with the Government-led Sector Workforce Engagement Programme which aims to attract hundreds more drivers to the industry.

Attracting people is all about increasing the safety and perception of truck driving, he says.

People in the industry need to "show the rest of New Zealand how far we've come, to promote ourselves and show we are compliant".

Divers says it's up to leaders of the trucking business to "sell the industry ... it has an impact".

Getting more young people with licences and on the road is the key, Divers says.

Meanwhile, the transport business itself is still "doing pretty well", financial commentator and journalist **Bernard Hickey** told the conference.

Hickey gave his thoughts on the state of the economy and says all the data shows strong growth.

Statistics show 24,000 new cars are registered each month nationally, including 270 extra cars a day on Auckland roads.


Bernard Hickey

Hickey says some issues to keep watch on under the new Labour-led Government include the role of agriculture in the Emissions Trading Scheme, encouraging rail over roads, re-electrification of the main trunk line, a ban on new petrol and diesel cars by 2040 and carbon neutral targets by 2050.

Waste Management chief executive **Tom Nickels** told the conference he's happy with his company's progress - it now has three electric trucks on the road after launching this year.

"We're convinced electrification is the way to go,"

The trucks will save around 125 litres of diesel a day which equates to around 100,000 litres of fuel saved across the whole fleet.

The company is already converting waste into reusable energy by capturing landfill gas emissions and turning it into electricity.

That electricity will also be enough to power the trucks which travel up to 140km in one day, visiting 1200 homes and collecting up to 16 tonnes of waste.

"This is a revolution and we're very proud to be part of the revolution," Nickels says.

Next year's Road Transport Forum annual conference will take place in Dunedin in September.



Mike Bennetts



Steve Divers



Tom Nickels

Getting your head around AI

Continued from page 8

in motorcycle helmets. A heads-up display (HUD) and an app combine to provide the rider with a visual display in the helmet showing speed, navigational information and distance without the rider taking their eyes off the road ahead.

It's billed as a smart and safer way to ride.

AI, especially autonomous vehicles, will have "a huge impact" on society, Miller believes.

"It will change the way we live and work."

New services, some already being introduced, enable people to no longer own a vehicle but to ride share or car-share with others in their area and probably do their work while travelling.

"Many new services will give people more work and leisure time, making roads safer," Miller says.

Miller says high autonomy may not be far off.

"Leading auto manufacturers are saying level four or five autonomy may be ready around 2020 to 2025."

"If that's the case, the first big improvement will be around urban mobility."

Miller says business models will change. "A survey of auto executives found about 59% think that by 2025 more than half of car owners would no longer want to own one."

That signals big changes, Miller says.

"I think we might see some hybrid solutions in terms of platooning (a leading vehicle directing following ones or 'slaves'.

Miller says intelligent transport infrastructure here is well advanced, along with related autonomous developments, giving as an example in this field HMI Technologies' work (see EVtalk September magazine, P3 & 22).

Driverless forklift technology was developed in New Zealand and is used in factories here.

"There's a lot of talent in New Zealand working on this sort of thing," Miller says.

Jobs will change, but Miller believes that with autonomous vehicles and robotics, humans will still be needed to do the thinking.

"AI provides the tools to make jobs easier and let us concentrate on the problem solving."

People will need training and upskilling to perform new roles, especially as AI will create new employment directions.

Miller says New Zealand has the skills and technology, plus a good regulatory environment, to foster new developments.

"The future looks really exciting."

Adapting to the future

Callaghan Innovations is a government agency – named after Sir Paul Callaghan – helping people adapt to and embrace new technology.

It provides customers with advice, expertise, and funding access to achieve that.

Its chief executive **Vic Crone**, a former Auckland mayoral candidate, is warning business operators they need to adapt.

"In the next decade, about half our jobs will disappear. We can either replace them with higher-value technology enabled jobs, or stand by and watch our economy become irrelevant."

Crone says the businesses that succeed will be the ones prepared to disrupt themselves.

"This is happening in industries all the time. Uber is working on self-piloting cars and drones to ensure it's near the front of the queue when autonomous ride-sharing takes over."

The organisation makes about $140 million annually available through grants in co-funding situations to help with a wide variety of projects.

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Professional purpose for new Merc

I was expecting the new Mercedes-Benz G-Professional 300 CDI to be a little basic, a bit more work-focused than the badge would suggest.

But then, even the brand's vans carry a decent level of creature comforts.

Not the G-Professional.

Electric windows? Nah. Climate control? Manual air-conditioning instead. Airbags? Just two. Flooring? Not really - a painted metal floor with a rubber matt.

The vinyl and fabric seats have a very limited range of adjustment, with an odd driving position that places you very upright with your chest surprisingly close to the steering wheel.

But Mercedes is unapologetic about the vehicle's comfort levels.

This is a truck for work in the trickiest-to-get-to locations with the maximum amount of gear.

Little surprise then that this is essentially the same vehicle specified for the Australian military, not the luxury version driven by rappers and English football players.

The chassis and suspension are reinforced for strength, giving it a payload of 2085kg without a tray. It has a recommended towing capacity of 2210kg (braked) and 750kg (unbraked), and a gross vehicle mass (GVM) of 4490kg (4.49 tonnes). That makes this essentially a ute that can be driven in Auckland's heavy vehicle slip lanes.

Its off-road numbers are also impressive. Fitted with permanent all-wheel drive with a 50:50 front-rear split, the G-Professional has a recommended maximum fording depth of 650mm; an approach angle of 38° and departure angle of 35°; and a break-over point of 22°.



There are three differential locks for when the going gets tough and the vehicle can be shifted into low range on the move. We didn't get the chance to drive the vehicle far off the road but at its launch earlier this year, our editor found it pretty exceptional.

There might be few features inside but outside, it offers a lot.

The tray is optional but pretty much everything else you can see is standard: a snorkel, bull bar, headlight and indicator protection painted in black, radiator and sump shields, 16-inch alloy wheels and all-terrain tyres.

A walk-on bonnet featuring reinforcement (load limit 100kg) and a non-slip coating is available, as is a cyclonic air filter designed to separate dirt and dust from the air before entering the traditional panel air filter under the bonnet. Designed for drivers working in dry, dusty conditions, it includes a replacement snorkel and clear Perspex case for visual inspection of dust build-up.

The fuel tank has a 96-litre capacity, two 12-volt batteries are fitted along with a warning system for tyre air loss. A spare wheel is supplied along with two wheel chocks.

Under the bonnet is a thumping 3-litre v6 turbocharged diesel, similar to those in Mercedes-Benz SUVs.

It produces 135kW at 3800rpm and 400Nm from 1600 to 2000rpm.And it lets you know it's doing its job, thanks to the lack of sound deadening in the cabin - though we wouldn't call it excessively noisy.

The five-speed transmission is unobtrusive and does the job well. We think the choice of an automatic as the sole option is an excellent move over the standard manual in its closest competitor, the Toyota Land Cruiser LC70. It makes the Mercedes more straightforward to drive and allows you to concentrate more on its size.

The steering feels surprisingly well weighted and responsive for a "truck" and the brakes are decent, although the pedal needs a little force for a good stop.

All-terrain tyres offer reasonable grip but this is not a car to drive quickly round corners. It has a slight roll oversteer tendency - you turn through a corner and on exit the roll and weight of the car begin to influence the rear of the vehicle. The first time can be a little surprising but once you're used to it, it's not an issue.

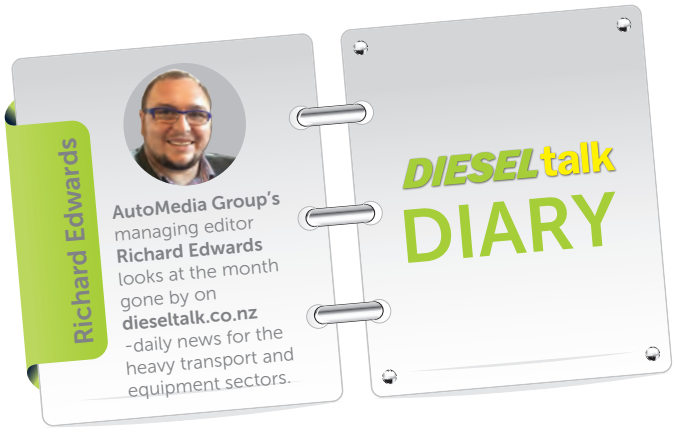
The electronic stability control is very eager to intervene should anything go astray and we didn't find it hard to get the system's light flashing.

So, who is going to buy the G-Professional? At $129,900 and with its size and lack of comfort features, it is unlikely to appeal to lifestyle buyers as the Land Rover Defender did.

The Land Cruiser LC70 is also more comfortable but doesn't begin to match the Mercedes-Benz for load capacity.

This is a truck for those needing to do heavy work in remote locations. Someone has to lay the concrete base for the radio masts that top many of New Zealand's steepest mountain ranges or haul a trailer of sheep down from the top of a high country station. In snow.

Unlike the more luxury G-Wagen variants, don't expect to see this one in Ponsonby.



October 2

Buy an Isuzu, win a trip

Isuzu Trucks is announcing details of a promotion which will see six people win an unforgettable trip to Japan and the home of Isuzu.

"Isuzu Trucks have been helping Kiwis change the way they do business, an accomplishment recognised by 17 consecutive years of leadership," Isuzu Trucks general manager Colin Muir says.

"We want to celebrate this achievement with a promotion which will provide the winners a chance to see the home of Isuzu in Japan, as well as indulge in some exciting activities."

Jet fuel back to normal

A return to full jet fuel allocations at Auckland Airport is a great start to the school holidays for airlines and their customers, energy and resource minister **Judith Collins** says.

T fuel allocation was reduced to 30% after the supply to the pipeline from Marsden refinery to Auckland was disrupted. Fuel allocations were increased incrementally to 50% then 80% as alternatives to transporting fuel to Auckland Airport were found.

"Getting back to 100% fuel allocation is great news for the start of the school holidays. It is the result of the co-operation between government and industry in managing a complex logistical exercise in moving fuel through alternative routes by land, air and sea," Collins says.

Carden in Hall of Fame

Dave Carden has been inducted into the NZ Road Transport Hall of Fame.

The 87-year-old was honoured by the transport industry at an event in Invercargill on September 29.

The Tidd Ross Todd founder and director accepted the recognition with "great honour and pride" and thanked the Richardson Group for its dedication to the national transport industry's history.

Cold water poured on port move

Ports of Auckland's former chairman **Richard Pearson** has joined the chorus opposing NZ First's proposal to move the port to Whangarei.

He's reported as saying the cost of moving freight north would add about $300 or more a container.

That would translate into more business for Tauranga's port, with Pearson adding a merger of the two ports is more a logical step, the *National Business Review* reports.

New Iveco appointments

Iveco Trucks New Zealand has announced two new appointments.

Robert Woods is truck sales manager and Richard Field is daily van and bus sales consultant for the South Island.

Iveco general manager **Ian Walker** says he knows Woods very well from his time managing South African operations.

October 3

E-bus plans explained

Infrastructure plans to help power the country's first fleet of electric buses have been revealed to Island Bay residents in Wellington.

The Greater Wellington Regional Council proposes installing two charging poles in Reef St, where buses currently terminate, to provide fast top-ups for 10 electric double-deckers that will operate between Island Bay and Johnsonville from July.

The Island Bay Residents' Association heard from council staff about details of the new technology, along with artist impressions of how the street will look with the poles in place.

Port levy frustrates truckies

New charges to cover $2.16 million in increased insurance costs at the Napier Port haven't gone down well with truckies, National Road Carriers says.

NRC chief executive David Aitken says it's unfair to penalise members of the road freight transport industry which are not customers of the port.

"Our members are simply delivering or collecting containers and other freight on behalf of importers, exporters and the shipping companies. The road freight transport industry is simply a service provider."

October 4

Hino offers safety first

Hino NZ will offer the first medium truck on the market here with stability control a standard feature.

Vehicle stability control (VSC) in its Wide Cab 500 trucks could be a real life-saver – and the stats back it up.

NZ Transport Agency research says around a third of heavy vehicle accidents involve rollovers. The VSC system senses loss of traction and automatically stabilises trucks by applying braking to each wheel to regain control.

Bus builder signs new deals

British bus builder Alexander Dennis has secured two new deals with Auckland operators.

The deals were both signed at the Bus and Coach Association Annual Conference in Rotorua.

Birkenhead Transport has placed an order for 20 new Enviro200XLB buses and Ritchies Transport Holdings, New Zealand's largest coach operator, has ordered eight Elite executive touring coaches.

October 5

Award winner returns home

Temuka truckie **Johnny Baxter** is finally home after claiming top prize in the on-road section at Volvo Trucks' Fuel Watch Challenge in Gothenburg, Sweden.

He represented New Zealand after winning the national heat in Feilding earlier this year.

Competitors from around the world took part in the challenge, trying to return the best-possible fuel economy figures during 12.5-minute stints on a race track.

October 6

ERoad boosts US sales

A 31% second quarter sales increase in the United States has seen ERoad continue its success overseas.

The company sold 2313 units in the US in the three months to September 30, Businessdesk reports.

That takes its total sales in the US to 9736.

Continued on page 29

Continued from page 28

Canters on the coast

The only question on Tim Mikkelsen's mind after test-driving a Canter 616 City Tipper was how many to buy for his business, Kapiti Hire.

"I didn't realise how highly specced these trucks are – disc brakes, ABS, Bluetooth, full air con, heated mirrors – I was blown away by how quiet and responsive they are on the road," says Tim, who picked up two five-speed manual models at the special offer price that's been running through 2017.

"You just don't think about a truck being $39,900! With that level of spec, plus a limited slip diff, they pretty much sold themselves. Another benefit of the low purchase cost is that we've been able to price our hire rate very attractively, which is fantastic for our customers."

Rock throwers must be stopped

Rocks being hurled from motorway overbridges are endangering the lives of truck drivers and other motorists, Road Transport Forum chief executive **Ken Shirley** says.

Members have reported through RTF's associations an increase in rock throwing incidents.

These include two trucks from the same company having windscreens broken recently at Mangatawhiri and on the Kapiti Expressway, he says.

October 9

Hilux returns to Japan

The Toyota Hilux has returned to the Japanese car market after a 13-year hiatus.

The model returned to the brand's home market last month after demand from users. Around 9000 older models remain on Japan's roads.

"While sales in Japan ended in 2004, there are still around 9000 owners who mainly use the Hilux for work," the model's chief engineer **Masahiko Maeda** says.

Australian sales hold steady

Isuzu remains the top truck brand in the Australian market.

Truck Industry Council September sales figures show the brand continuing its dominance.

The council's T-Mark market segment report puts Isuzu Australia at 786 for the month (up eight units on August) for a 23.8% market share. That's 352 clear of second-placed Hino on 434 (13.1% market share) with Hino 13 units up on August and barely closing the gap.

October 10

Blacklisted fire trucks to return

Fire trucks blacklisted by the firefighters union over safety fears should be back in service by December.

The MAN trucks, which the Fire Service paid $13.5 million for in 2015, have been plagued by problems, *Radio NZ* reports.

Issues have included broken door handles, hinges and faulty throttles.

October 13

Company fined after employee's death

Truck Leasing Ltd has been fined $110,000 after the death of 19-year-old Jane Devonshire.

She was working as a runner on a rubbish truck when its brakes failed, causing it to go over a cliff in Hebe Place, Birkenhead, crushing her in the process, the New Zealand Herald reports.

Devonshire was working for Onyx Group Ltd, which operated the service.

October 17

WorkSafe investigates death

The death of a truck driver at a Tauranga quarry is under investigation by WorkSafe.

Emergency services were called to Tauranga Quarries Ltd in Welcome Bay when a truck and trailer rolled, the Bay of Plenty Times reports.

The driver worked for J Swap Contractors.

October 18

Trucks to go from Port Otago?

Trucks visiting Port Otago could eventually be a thing of the past.

The port is championing rail as a preferred option for getting freight to and from ships, the *Otago Daily Times* reports.

Port Otago marine and infrastructure general manager **Sean Bolt** told the Reimagining Otago Harbour panel discussion that rail is the only way to get trucks off State Highway 88, which connects Port Chalmers to the city.

East–West Link 'a must'

The proposed East-West Link between Onehunga and Sylvia Park in Auckland must go ahead, no matter which parties form the next government, the National Road Carriers Association says.

It will benefit all road users and free up the increasingly clogged roads between Sylvia Park, Penrose, Te Papapa and Onehunga, NRC chief executive David Aitken says.

"We don't want to see the link and other major infrastructure projects fall victim to politics."

Electrified trucks and buses

Volkswagen will spend A$2 billion on developing electric power trains for its trucks and buses during the next five years.

It will also use autonomous driving and cloud-based technologies.

VW executives presented the new electric truck and bus initiatives during the company's "Innovation Day" in Hamburg.

October 19

Retired residents battle noise

A sign urging truckies not to disturb Christchurch retirement village residents prompted an outburst from the complex owner who wanted the sign removed from a fence he said was his property.

John Tooby, owner of the $80 million Lady Wigram Retirement Village, used the f-word frequently and called four elderly residents a pack of "bloody kids", the *Christchurch Star* reported.

His tirade was recorded by a journalist visiting tenants to talk about their ongoing issues with trucks on Lodestar Ave.

October 20

Government urged to focus on transport

Industry leaders are urging the new Government to keep pace with fixing the country's transport system.

Road Transport Forum chief executive Ken Shirley says it is key to maintaining economic growth.

"Despite significant investment in recent years New Zealand still faces a major infrastructure deficit that we desperately need to get on top of."

October 24

Stressed truckies back off highway

Delays and problems with the upper South Island's alternative highway have prompted some truck drivers to refuse to use it or quit the industry, Road Transport Forum head **Ken Shirley** says.

"There's a lot of pressure on the truck drivers and some are refusing to work that route and some are just quitting at a time when we're desperately short of drivers," he told *Radio NZ*.

Shirley says the industry is already short of about 2000

Continued on page 30

Continued from page 29
drivers.

East-West link scrapped

Auckland's controversial East-West link project has been cancelled as part of the Greens confidence and supply agreement with Labour.

The $1.85 billion project was projected to improve freight movements around traffic pinch points in the Penrose, Mt Wellington and Onehunga.

Instead the agreement aims to use the National Land Transport Fund to pay for rail infrastructure, cycling, walking and work towards light rail from Auckland city to Auckland Airport.

October 25

New ministers announced

Labour's **Phil Twyford** has picked up the key role of transport minister in the new Government.

The role ties in with his other portfolios of housing and urban development minister.

Green MP **Julie Anne Genter** backs up Twyford as associate transport minister, sitting outside of cabinet.

October 26

Port study 'doesn't change anything'

The new Government's decision to put together a study that will look at the Ports of Auckland's future isn't a concern for the company.

Labour's coalition partner New Zealand First secured the study after it promised during the election campaign to move all port operations to Northport by 2027.

However, Ports of Auckland spokesman **Matt Ball** told AutoTalk the move "doesn't really change anything" in terms of the Auckland Council-owned port's future.

October 27

Bethunes acquires TIL

Bethunes Investments Ltd has announced it will buy New Plymouth-based transport and logistics business Transport Investments Ltd for $200 million.

However, once the purchase goes through, Bethunes will have a new board of directors and change its name to TIL Logistics Group Limited on the New Zealand Stock Exchange.

TIL, which generated revenue of $320 million in the last financial year, operates several brands, including Hooker Pacific, TNL, Roadstar, Pacific Fuel Haul, TIL Freight, McAuley's, MOVE Logistics and NZL.

October 30

SH1 closure hits trucking companies in the pocket

Trucking companies being forced to take the inland route between Picton and Christchurch because of last year's earthquake are forking out millions of dollars in extra costs.

Stuff reports the closure of State Highway 1 north of Kaikōura is costing trucking companies $2.7 million a week.

That is based on added costs like extra fuel and wages making the alternative route between 18% and 25% more expensive, according to the Road Transport Association.

Rail back on the cards for Gisborne?

The new government's focus on the regions and rail could benefit Gisborne.

Gisborne Rail Co-operative spokeswoman Gillian Ward says reintroducing the rail line would benefit the city in terms of freight and tourism.

And much of the preparation for re-invigorating the line is already under way, she wrote in the Gisborne Herald.

Heavy vehicle qualifications need refining: RTF

The Road Transport Forum is working with industry training organisation MITO to make heavy vehicle drivers' qualifications more relevant.

Currently a review is underway to review the number of qualifications from 93 road freight transport qualifications to five.

"Qualifications are a key element in addressing the road transport industry's workforce issues and refining the training programmes that lead to the qualifications to better suit how the industry operates can have a positive effect on staff recruitment and retention," says RTF chief executive **Ken Shirley**.

October 31

Harrison pleads guilty to benefit fraud

A former senior Ministry of Transport manager who stole $726,000 from the organisation has pleaded guilty to benefit fraud.

Joanne Harrison admitted two charges of using a document for pecuniary advantage and one charge of obtaining a benefit by deceit at the Kaikohe District Court.

The offending, which took place in Kerikeri, occurred in 2008 and 2009 when Harrison was working at the Department of Corrections, *Stuff* reports.

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Family firm marks half a century

Continued from page 10
ers consistent high quality, building with high tensile steel that provides the best possible tare to strength ratio.

Its in-house electrostatically applied paint system allows every surface to be protected.

Although trailer manufacture is at the heart of the business, it is only part of its capability.

It also makes other products, including the NL130 Nifty Lift, an insulated elevating work platform, Traction-Air CTI system to manage tyre pressure on and off the highway, and the TIDD Crane, a 25 tonne "pick and carry" crane the company reckons is the safest of its type available on the market.

TRT is a privately owned family company with four business divisions - manufacture and engineering, crane sales and service, heavy transport parts, and heavy mechanical service.

The company's head office is in Hamilton and it has branches in Auckland and Brisbane.

As well as supporting its large commercial customer base across New Zealand and Australia, it is also a recognised supplier to the defence forces and central, state and local governments.

East-West Link – there has be an alternative

National Road Carriers welcomes the decision by the Environment Protection Authority's independent Board of Inquiry that the East-West Link from Onehunga to Sylvia Park should proceed, despite the new Government cancelling the road in its current form a fortnight ago.

The decision shows the new road is justified. Now it needs to be followed up quickly with a constructive alternative solution for the area's increasing traffic congestion.

Prime Minister **Jacinda Ardern** confirmed the cancellation after a meeting with Auckland mayor **Phil Goff** but conceded "there are congestion issues that mean we need to re-look at how we respond to the problems that generated the original East-West link plans".

The link had been planned between State Highway 20 from Onehunga to State Highway 1 at Sylvia Park.

We are keen see alternatives as soon as possible and are happy to work with all parties to help come up with something appropriate.

Traffic continues to increase in the Onehunga, Te Papapa, Southdown area and it currently uses a circuitous route along Nielsen St, Church St, Great South Rd and Sylvia Park Rd between the two motorways.

Some sort of bypass is needed.

We understand the Government is going to encourage more rail freight by installing another line as far as the Southdown/Te Papapa inland Metroport, We back that.

But then the incoming freight has to be distributed from the Metroport, which will require even more than the 6000 daily truck movements that currently pass through the area.

David Aitken is chief executive of National Road Carriers, an industry body that advocates on behalf of the trucking industry.



It is the busiest road freight transport route in the country.

The large commercial and industrial area is home to some of Auckland and New Zealand's largest companies and freight distribution operations, attracted to the area over the past 50 years by the former Auckland City Council with the promise of transport links to the north and south which have yet to materialise.

Metroport alone is handling more than 500,000 containers a year and the Pikes Pt recycling depot caters for 20,000 heavy commercial vehicle trips and many more by light vehicles and private motorists annually.

Whatever replaces the East-West Link will not only benefit the transport industry but all the traffic that passes through the area.

It needs to have direct connection to both motorways to get traffic away from all the urban streets for everybody's benefit.

With Auckland's predicted population growth, traffic volumes in the area are expected to double by 2035.

Church St and Nielsen St are a major route for traffic from the eastern suburbs to the airport, which is also expected to generate increased freight traffic, some of which will go to the Metroport for further distribution.

The urban roads in Onehunga and Te Papapa are going to become increasingly clogged. There is no escaping it.

A bypass link would give Onehunga and Te Papapa their town and residential streets back.

Looking more broadly, continuing debate about the merits of road versus rail freight is missing the point. We are complementary. Freight transport is an integrated service between road and rail available to all companies who need goods shifted.

The inland ports at Metroport Te Papapa and Wiri and development of the Ruakura facility at Hamilton are all about co-ordinating rail and road freight movements, and depend on both rail and the road freight industries working together.

Trucks deliver and collect from these and other major rail freight hubs throughout the country. Customers depend on trucks to deliver the freight from the rail head to the final destination, or to get the freight from its initial source to the rail head.

After Fonterra, rail freight's second biggest customer is the road freight transport industry.

Some of our biggest nationwide trucking companies have made the decision to move non-urgent freight by rail. They will then collect it at its town or city of destination and make the final delivery.

As a general rule, road freight is more cost-effective over shorter distances, but rail, especially with large bulk freight, is cheaper over longer distances.

Customers who have time-critical deliveries – often perishable goods – use road freight but if there is no urgency, rail is often a better option over longer distances.

National Road Carriers welcomes the new Government's plans to build a third main trunk line between Wiri and Southdown/Metroport to shift the growing amount of freight coming in and out of Auckland while not compromising commuter trains.

More freight will be arriving and departing from both rail hubs. Long-term projections by the Ministry of Transport show the overall volume of freight will increase but relative amounts of freight being moved by road, rail and coastal shipping will remain much the same as now.

In 2013, 216 million tonnes of freight was moved by road nationwide and 17 million tonnes by rail. By 2042 those numbers are expected to rise to 335 million tonnes and 25 million tonnes for road and rail respectively.

Less than 10% of the road transport industry's freight is line-hauled over longer distances in direct competition with rail. Most is trucked

Continued on page 34

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Transport changes heading our way

Change is really afoot now.

In my last column I discussed the election policies of the various political parties as they related to transport.

We now have three of those parties in power and already we're seeing the changes they want to bring about.

These range from shifting the Ports of Auckland through to more spending on rail, abandoning the east-west link in Onehunga and local fuel taxes, to a greater emphasis on safety in road investment.

The greater focus on transport must be welcome, even if some readers will find particular policies run counter to their own views.

And I think the wider view of transport as a whole, rather than a focus on roading, is also welcome.

It fits well with the Chartered Institute of Logistics and Transport's (CILT) view of transport as a whole.

And who could criticise greater focus on road safety, at a time where we have already surpassed last year's road toll and there's still a few weeks to go?

The new associate minister in charge of transport safety, **Julie Anne Genter**, wants the roading budget to be reprioritised in favour of safety at the expense of investing for more traffic.

That will cause angst in some quarters and it will be interesting to see how it pans out.

Genter also wants to focus on the "Vision Zero" approach already used overseas in places such as in Scandinavia. That's all about making the roads more forgiving for the driver who makes a mistake, and not only means safer roadsides and better engineering but also reduction of speed limits on some parts of the network.

That will impact on anyone who is a driver and will also be interesting to watch.

In 2005 a Wellington lawyer wrote an article with the headline "It was the road's fault, Your Honour".

She was commenting on an Australian case that appeared to open the door for roading authorities to be liable for faulty roads, but I think the headline was a bit tongue in cheek. However, we could be seeing exactly that defence being raised in the future.

The CILT has a new chairman, **Cormac McBride**, who intends to follow the same theme of change within the organisation.

He is a consultant who is an expert in the application of IT to transport, through things like Intelligent Transport Systems and autonomous vehicles. He is focusing on partnering with the people, trusted brands and academic and government organisations across the logistics and transport industry, and how the organisation can best serve them.

We recognise the importance of growing public awareness and profile, about what we can already offer members, as well what they say they need. We trust this will encourage new members – if you are interested see **www.cilt.co.nz** or email **info@cilt.co.nz.**

We are also looking to set up a formal direct information channel to allow our members to provide key decision-makers with relevant evidence on specific topics without crossing the line into lobbying.

In October we held our annual awards dinner. Our premier award, the Sir Bob Owens Award for Outstanding Contribution to the Logistics and Supply Chain Industry and the Community, went to emeritus professor **Chris Kissling** for his lifetime of service to the industry.

Another highlight of the awards for me was the presentation of certificates to the 11 future leaders of our industry who graduated from our "Leaders for the Future" programme run by leadership expert and past institute president **Jo Brosnahan**.

The programme is tailored to meet the needs of leaders working within a broad range of transport and logistics roles. It provides a leader with opportunities to build leadership capabilities through their own personal development and by learning from the experiences of others, including senior members of the industry.

It also focuses on issues that will be faced in leading an organisation into a future full of daunting problems. The 2018 programme is now open for applications. See the CILT website for details.

Also open for application, with details on the website, is the Transport Research and Educational Trust's annual grant.

This year we are offering a $5000 grant for a research project on a transport or logistics related subject.

As long as the project meets the trust's aims of promoting, encouraging and coordinating the study and advancement of transport in New Zealand, and is within its educational and charitable purpose, there is no limit on its nature nor the industry, branch or discipline involved. Applications close on December 20.

We all have to adapt in a time of change. CILT offers ways of preparing you and your organisation to do just that.

Murray King is a fellow of the Chartered Institute of Logistics and Transport, a past president of CILTNZ and a member of its national council for many years. He is a transport consultant in the daytime.
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The Chartered Institute of Logistics and Transport

No rest for new Government

After the most drawn-out election in 20 years, the new Government would have reasonably expected a bit of a honeymoon period to get its collective feet under the desk and its priorities sorted.

Unfortunately, it doesn't really have the luxury of doing that.

A number of very pressing issues need addressing and, after so many election campaign promises, many interest groups will have high expectations. Some will learn the lesson that it pays to be very careful in what you wish for.

On a number of social fronts, as well as in environmental areas such as water quality and climate change, there is considerable work to do.

Infrastructure will obviously be a focus with Auckland's booming expansion presenting plenty of growing pains although the country as a whole faces a significant infrastructure deficit.

The direction of transport policy will also be under an incredible amount of scrutiny. Some big decisions are just over the horizon if campaign promises are to be fulfilled – light rail for Auckland and Wellington, the future of the East-West Link and other roads of national significance, and what will become of the Ports of Auckland.

It has also recently become obvious the new Government must deal with the increasing road toll.

The trend over the past 20 to 30 years has been a steady reduction in fatalities and a general improvement in the accident rate. That inevitably led to a general feeling we were heading in the right direction, not only in terms of the fatality rate but also in terms of road safety policy.

Unfortunately, over the past four years the road toll has started to trend back upwards and questions are now being asked about whether existing road safety policy is as relevant as it used to be.

There were 282 road deaths up until October, 15% more than at the same time last year, making 2017 on track to become the deadliest year on the roads since 2010.

The public is starting to ask whether the drive towards making our transport corridors more efficient and our roads more productive has come at a cost to people's safety.

New Zealand is not alone in facing an increasing road safety problem.

Road fatalities in the United States rose for the second straight year in 2016 with 37,461 people dying in vehicle collisions, the most since 2007. Across 2015 and 2016, traffic deaths spiked 8.4 percent and 5.6 percent respectively.

In Australia a recent spate of tragic accidents prompted the Australian Trucking Association to issue a plea for transport operators to address the issue of driver distraction and emphasised the importance of talking to drivers about minimising their distractions.

Ken Shirley was appointed Road Transport Forum chief executive 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@rtf.nz



Although we are not alone in renewing concern over road safety, there are countries that seem to be getting on top of the problem.

Sweden, for example, has the world's safest roads, with only 2.8 per 100,000 Swedes dying on the roads each year. The United Kingdom is not far behind with 2.9 per 100,000.

Compare those numbers with New Zealand's 6.9 per 100,000 people and it is obvious we need to take a good look at what they are doing.

In Sweden and the UK, planning and infrastructure development have played a large part in reducing accidents.

Since the 1970s, roads in Sweden have been purposely built to prioritise safety over speed and productivity. Low urban speed limits, pedestrian zones and barriers separating cars from bikes and oncoming traffic are now standard.

Our obsession with policing speed might also not be quite as useful as once thought.

Former Australian MP and road safety campaigner **Robert Solomon** also attributed the success that Sweden and the UK have had in lowering road deaths to the rigorous driver licence testing standards both countries have in place.

He contends a bad driver driving at 80kmh is more dangerous than a good driver driving at 120kmh.

He also makes the point that in Australia it is extremely rare to see a poor driver pulled over in the cause of driver education. It is only when one is speeding that the authorities are interested. That same argument rings true on this side of the ditch as well, in my opinion.

The new Government and its officials must therefore bore down through the data and crash reports to establish the underlying causes to the increasing road toll.

Then they should fully investigate the reasons behind the positive results coming out of countries such as Sweden and the UK.

Road users, including the truckies, which at the end of the day spend more time on the road than anyone else, expect results.

East-West Link – there has be an alternative

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around large urban areas or in areas where rail does not operate.

Statistics from the Ports of Auckland and Tauranga for the year ending March 31 2017 show the variables between road and rail freight.

Auckland handled more than 950,000 containers but only 87,000 were by rail. Many of the rest were on short-haul trips around the greater Auckland area.

In contrast, Tauranga handled 1.085 million containers with more than 46 percent of those on rail freight longer haul journeys.

Better rail services and improved road access for freight vehicles to the rail hubs means fewer clogged urban roads. That way everybody wins.

It can't happen soon enough.



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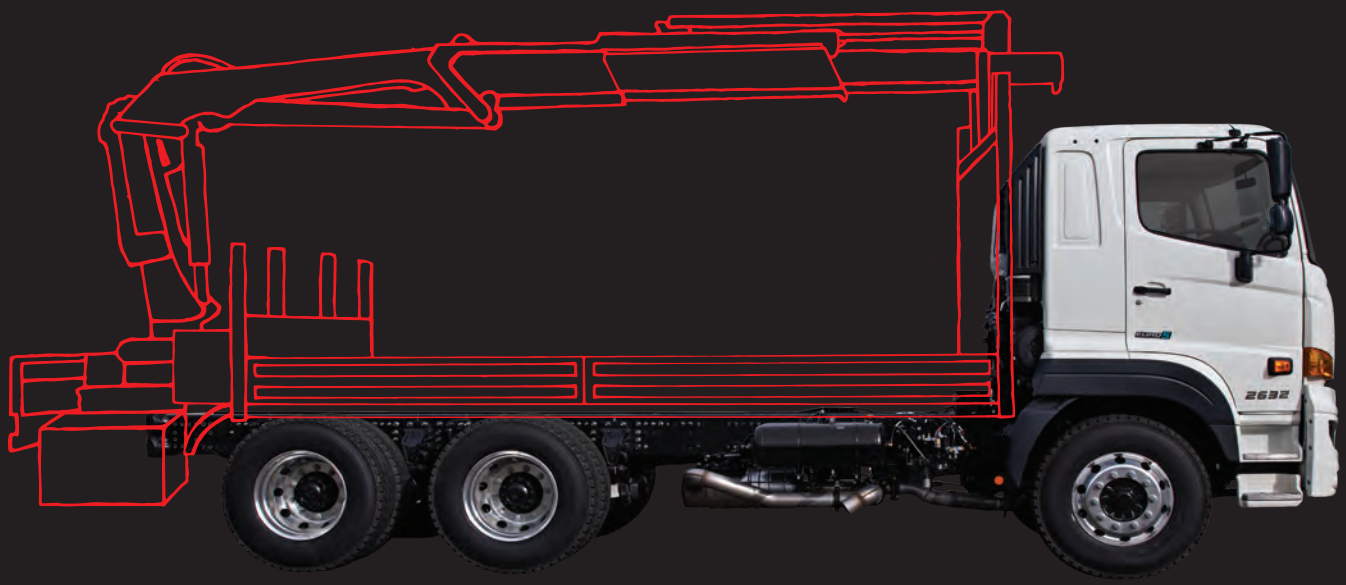
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