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

DIESELtalk

Volume 3 | Issue 4 | September 2015

Bridges raises spectre of road pricing at RTF Conference

The Minister of Transport announced the government is set it begin trials of road pricing for transport operators in a keynote speech to the RTF conference last month.

"Preliminary investigation on heavy vehicles indicates the issues aren't necessarily congestion, but others, such as safety, noise, and wear and tear," says Bridges.

"When thinking about a trial, the focus has been around key ports where heavy vehicles are a relatively high proportion of traffic and, in particular, the routes into Auckland and the Port of Tauranga," he says.


Simon Bridges

"Could location-specific charging improve safety, noise, and wear and tear?" asks Bridges

"This does not be about gathering more RUC from heavy vehicles. It would be about recognising the real cost of heavy vehicles on some roads and the incentives on heavy vehicle operators to minimise their costs," he says.

"A differential RUC could ensure better safety, less noise, and less wear and tear on some roads and lower RUC on other routes," says Bridges.

He also spoke about the two core government policies showing a commitment to productivity gains. Bridges says the government is committed to improving infrastructure from below to above recommended OECD

Continued on page 6

New and used arrivals remain strong in August

New heavy commercial vehicle (over 3500kg) arrivals in August tallied 282 units, the second highest number recorded in the first eight months of the year.

New light commercial vehicle arrivals (under 3500kg) in August tallied 2978 units, the third highest total number to cross New Zealand wharves in the first eight months of the year.



Year-to-date 2101 new heavy commercial vehicles (over 3500kg) have arrived while 21,385 new light commercial vehicles (under 3500kg) have been landed.

Used heavy commercial vehicles (over 3500kg) saw 86 units arrive in August, one more than July.

Used light commercial vehicles (under 3500kg) dipped slightly to 492 units in August from 514 units in July.

Year-to-date used heavy commercials (over 3500kg) tally 660 units, and used light commercials (under 3500kg) tally 3483 units.



Foundationsponsors

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

Turners Trucks & Machinery

CrediFlex COMMERCIAL FINANCE BROKERS

TSIGROUP AUTOMOTIVE & INDUSTRY IT

Vinz Vehicle Inspection NZ

EROAD

TRUCK STOPS

Industrysupporters

oconnor WARREN TRANSPORT
TRANSPORT'S SPECIALIST INSURANCE PROVIDER

Allied Petroleum never run out

Resene Automotive & Light Industrial

Mobil Delvac 1

KIWI TRUCK TYRES Ltd.

SCR SOLUTIONS LTD AdBlue www.scrsolutions.co.nz

NAVMAN WIRELESS

New model is fair says Bus Association boss

Regulatory changes to tendered and contracted public bus services by local government are fair and even-handed to incumbent operators says the head of the Bus Association.

Chief executive Barry Kidd says many existing arrangements are short term, so the longer public transport operating model (PTOM) contracts provide greater certainty and incentives for operator investment in new vehicles.

He says the changes were driven because the public subsidy was growing at a faster rate than public transport patronage.

"Seeing opportunities for efficiencies, Parliament, with consultation with the industry, introduced a new model of public transport procurement," says Kidd.

"This reflects in the Land Transport Management Act 2003 and NZTA's procurement manual," he says.

Last month Auckland Transport announced the first tender called under the new PTOM for its new network bus services in South Auckland.

Under PTOM, about half the region's bus services will be contracted by competitive tender and the balance will be directly negotiated with the current bus operators.

These arrangements differ significantly from the current part-contracted and part-deregulated system in which bus companies receive fare revenues and subsidies.

Kidd says the industry knew about the impending change long ago, and there was significant consultation.

"There has also been consultation with the units allocated individuals operators to ensure the incumbent operators receive fair and even-handed treatment," says Kidd.

"The mix of directly negotiated and tendered units permits some certainty for incumbents while enabling competition.



"Bus operators who are not currently operating in the Auckland market but wish to would prefer more units for the tender while incumbent operators would prefer less," he says.

Kidd says the gross contract model (with all fare revenue going to the Auckland Transport) puts most of the risk for revenue, patronage and patronage growth on Auckland Transport.

He says operators have less revenue risk but less opportunity for upside as well.

"There are penalties for not meeting a range of KPIs and some incentives for achieving patronage and revenue targets, so more operational risk and some incentives to encourage growth," says Kidd.

DIESELtalk asked Kidd how will operator revenue be affected under the new model.

"This depends on the tenders, as that will determine the revenue they receive from the tendered units, and the negotiated units benchmarked against the tender prices," he explained.

Kidd says implementation issues of the new model by local government vary across the country, and the association is working on some with the various regional councils.

Bus Association president Andrew Ritchie declined to comment to *DIESELtalk* as he is currently taking part in the tender process.

The tenders for Auckland's south bus services opened on August 17 and closed on September 28. Notification of the successful tenderers happens early in 2016, and they should be operating the new network services by October 2016.

With the southern tender process underway, invitations will be called progressively for bus operators to tender in other sectors; West Auckland will be next later this year.

The new network will create a region-wide network of bus, train and ferry services.

WANTED

Group Sales and Marketing Manager

A self-motivated, naturally spirited person with high energy levels and an unshakable drive for success. Industrial Transport Equipment Expertise preferred.

"NZ's largest Truck & Trailer Equipment Supplier"

Contact: Donna Ardern
donnaardern@patchell.co.nz
or 07 348 7746 for details

PATCHELL Group of Companies

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

www.DIESELtalk.co.nz

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

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

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

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

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

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

automedia GROUP LIMITED

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

ESC - the winners and losers

With the introduction of the mandatory fitment of electronic stability control to new passenger and commercial vehicles from July 1, 2015, *DIESELtalk* asked the affected brands for comment on current vehicle stocks.

Any vehicle without ESC fitted had to pass through a pre-delivery inspection and receive a warrant of fitness prior to the end of June, which then allowed the distributor a 24-month window to sell it.

Suzuki New Zealand marketing general manager Gary Collins says the only vehicle affected was the APV van, and he says the small amount of stock left is likely to sell before year end.

Collins made no comment as to whether an ESC-equipped APV van was on the horizon for future market consumption.

Toyota New Zealand has two models that fall into the ESC category being the Hilux 4x2 and Land Cruiser 70 series.

"I don't have exact figures, but current Hilux range will be superseded in a few months by a new model, so existing 4x2 units are in run-out," says Toyota New Zealand spokesman Morgan Dilks

"Land Cruiser 70 series sales are on track, with some customers preferring to purchase the no-VSC model before replacement with a new model," he says.

Ateco Group sales and marketing manager Lawrie Malatios says there are limited numbers of some variants in dealer stock without ESC, but all new Foton utes coming into stock have ESC fitted.

Jaguar Land Rover product manager Paul Ricketts says that all new Land Rover Defender models have ESC fitted, and there are no models left in dealer stock without it.

Mahindra New Zealand director Robert Young says the Genio received ESC in June production, and the Pik-Up will receive ESC from the next generation.

Young did not comment on the number of any ESC vehicles left in dealer stock.

The distributor of LDV Vans and Ssangyong SUV, Great Lake Motor Distributors, did not respond to calls from *DIESELTalk* regarding which of their models were affected by the new legislation.

VDAM permitting manual volume one complete

The NZ Transport Agency says it was always looking at ways to make the permitting process simpler and more efficient while fulfilling statutory requirement to ensure it considers the safety of all road users when issuing permits.

To help make life easier for freight operators it has produced the first volume of a new Vehicle Dimension and Mass (VDAM) manual. This manual provides a one-stop-shop of all the information customers will need to know about applying for and operating under a permit.



The new manual covers the latest VDAM Rule amendments, information on operator safety checks and more. View it at *www.nzta.govt.nz/hpmv*

The VDAM manual combines HPMV, overweight and over dimension permitting information, so the old HPMV permitting manual and the overweight permit manual are no longer on the website.

Volume Two of the manual, which will be completed later this year, will outline the processes and procedures that apply to permit applications.

Once done, the completed volumes will serve as a transparent body of knowledge on how the Transport Agency permitting staff and contractors carry out the due diligence required when assessing a permit application.

HPMV high productivity freight network map

Another piece of work aimed at making it easier for freight operators to move more freight on fewer trucks is the development of an online map showing the nationwide network of high productivity freight routes for full HPMV.

The map will be available by visiting *www.nzta.govt.nz/hpmv*

In addition to the full HPMV map, there is a similar map that shows 50MAX access across New Zealand from the map portal on the website, *maps.nzta.govt.nz/portal/home/*

While the map shows the routes available for full HPMVs, operators will still need to obtain a permit and approval from the appropriate road controlling authority or the Transport Agency before they can travel on the roads shown.

The map will update continually as new routes are added.

Hello Truck & Trailer Parts, farewell BNT Commercial

Backed by parent company Hellaby Group, and working with its big brother BNT, the new Truck & Trailer Parts brand has been launched with two branches opening in Christchurch and Auckland.

The new brand, which replaces BNT Commercial, will be a specialist supplier to the heavy vehicle sector offering a customer-specific range of parts, including braking (both traditional and electronic), oil, filtration, lubrication, and many other products.

Christchurch-based customers will find the all-new Truck & Trailer Parts branch at Gerard Connolly Place in Hornby, and Auckland-based customers will find the newly rebranded local branch at Ash Road, Wiri.



Hornby Branch

Truck & Trailer Parts general manager Scott Holt says the new brand created by Hellaby Group is part of a strategy to bring a new choice to the heavy commercial market, and to make it as easy as possible for customers to purchase parts and consumables.

"We want to give the market a viable choice; and for this reason you will see Truck & Trailer Parts in convenient locations around the country.

"If a customer has an account with BNT, then they automatically have one with us," says Holt.

Holt says that Truck & Trailer Parts will offer a wide variety of OEM as well as aftermarket brands for heavy commercial vehicles.

"There is a product team in the background working with key existing suppliers, and potential new suppliers, seeking relevant products for our current and future customer base," says Holt.

"We intend to create more branches for Truck & Trailer Parts, some of which will be co-located alongside some of the 54 existing BNT branches throughout New Zealand," he says.

"By Christmas you should expect to see the brand in a total of seven locations throughout NZ," says Holt.



"The team in the back office have loved Z DEC coming on board, one card, one account, simple."

Brett McHardie **Co-Owner, Regal Haulage**

Z Diesel Emission Cleaner, or Z DEC for short, helps reduce your SCR vehicle emissions. You can fill up with Z DEC and diesel at the same time – and with it on pump up and down the country – it really is your one-stop truck stop. Don't just take our word for it though, take Brett's...

To find out more visit z.co.nz/ZDEC



Bridges raises spectre of road pricing at RTF Conference

Continued from page 1

levels.

Bridges also welcomed Women in Trucking USA chief Ellen Voie, commenting that he supported any effort to attract more women into the transport and logistics industry.

"The National party is the party of infrastructure," says Bridges. "Our priorities are investment in land transport to promote economic growth as well as increase productivity and road safety."

He also spoke about the benefits of the HPMV programme to move more freight using less truck movements and the benefits yielded to operators and consumers.

The Roads of National Significance (Rons) programme will continue to receive government support says Bridges. He adds fixing the issues in Auckland and Waikato remain a top priority.

Moving the industry forward by creating greater efficiency, encouraging more women and minorities into the industry, and building a safer working culture through better risk management were some of the other themes at this year's Road Transport Forum conference.

New Zealand's favourite yodelling entertainers, twins Jools and Linda Topp, aka Ken and Ken were the masters of ceremony for the RTF event, and kept the conference speakers reined in and running to time.

Other key speakers at this year's event, which took place at the Wigram Air Force Museum in Christchurch, included Ministry of Transport chief executive Martin Matthews, Canterbury employers chamber of commerce chief executive Peter Townsend, ANZ chief economist Cameron Bagrie, Business innovator Craig Rust, Ian Taylor from IAG, and Women in Trucking (USA) president Ellen Voie.

Voie spoke for 40 minutes about how the industry needed to encourage more women into management as well as driving roles. She commented that simple things such as promoting accomplishments, and minimising obstacles and barriers to entry would be a good start.

Voie says something as simple as providing female appropriate uniforms can make a big difference, but often its such simple things that let employers down, and they don't realise it.

In the USA only 14% of management in the trucking industry are female, and less than 6% are truck drivers.

2015 AWARD WINNERS

- NZ Rigid (Class 2) Truck driver of the year 2015 - Campbell Murdoch, Murdoch Transport
- NZ Rigid (Class 3 & 4) Truck driver of the 2015 - Brayden Jones, Vernon Transport
- NZ Combination (truck-trailer) driver of the year 2015 - Reagan Brown, HWR Group Freight Haulage Ltd
- NZ Combination (tractor-semi) driver of the year 2015 - John Baillie, Baillie Transport
- EROAD NZ young truck driver of the year 2015 - Campbell Murdoch, Murdoch Transport
- NZ Champion truck driver of the year 2015 - Reagan Brown, HWR Group Freight Haulage
- Bridgestone NZ road transport Hero award - Mike McGregor Broadway Carriers
- Outstanding contribution to training award - The log transport safety council
- Oustanding contribution to health and safety - Jo Dando

Voie says this is something her organisation is working to improve upon.

Self-professed petrol head and owner of five vehicles, Ministry of Transport boss Martin Matthews says the future of transport will involve a paradigm shift, mostly around the use of technology. Matthews says the ministry is looking thirty years ahead to create an environment where available transport systems will work seamlessly together.

Matthews commented that mobility will be transformed in 30 years and that driverless vehicles will become part of a new norm, where people will buy mobility as a service, and public transport will be tailored to individual needs.

Ian Taylor the national manager of commercial motor vehicles for IAG brands Lumley and NZI spoke about how the insurance companies are currently competing in a soft market with pricing that is not sustainable longterm.

Taylor warned delegates to compare services and levels of service on offer, not just premium costs as he says some companies are driving down levels of service as they offer lower prices to customers.



Experienced white van salesman joins Iveco

One of the country's most experienced light commercial vehicle specialists, Dave Didsbury, has been appointed to a new role heading the Daily van programme for Iveco Trucks New Zealand.

He joins Iveco as National sales manager – light commercial vehicles.

"Dave has more than twenty years' experience working in the light commercial market and will be a huge asset to our team," says Iveco Trucks New Zealand general manager Ian Walker.

"His responsibilities will include the development of our sales opportunities with Daily product both through a new national dealer network and directly using his wealth of experience with New Zealand fleets," says Walker.

The new Iveco Daily van range won the 2015 International Van of the Year title with class-leading carrying capacities, power and torque along with a new eight-speed Hi-Matic fully automatic transmission.

The range offers gross vehicle mass ratings from 3300kg to 7000kg with capacities up to 19.6 cubic metres.

A cab-and-chassis light truck version with payloads from 2.4 – 4.5 tonne is also available.

Dave Didsbury began his career in the United Kingdom as a mechanic, spending nine years on the spanners before moving into sales. He worked for Ford, Kia, Volkswagen and Mercedes-Benz before moving to New Zealand in 2007.



His move to Iveco was from Mercedes-Benz New Zealand where he managed the van national fleet accounts.

Didsbury told *DIESELTalk* that it was an exciting opportunity to join Iveco New Zealand as the new Daily is launching into the marketplace.

"We feel we have a competitive offer in the new Iveco Daily van because people want to buy a commercial vehicle that drives like a passenger car," says Didsbury.

"Currently supplies of the new fully automatic Hi-Matic model are flying off the yard," he says.

Iveco New Zealand is also considering introducing European-built Daily minibus models in 12 to 23-seat configurations in addition to the cargo vans.

The Minibus models would arrive from the factory with everything but the seats, which can then be manufactured and configured to local requirements.

Didsbury says the specification of the Minibus is yet to be confirmed.

He will set up a new network of Iveco Daily dealers in addition to the existing 19 service agents nationally.

Christchurch has a new Iveco Daily dealership and two more appointments will happen before the end of 2015.

Didsbury says another three dealerships are likely to open in 2016, and that cannot happen soon enough for him

"We need to get demonstrator vehicles on the roads and bottoms on drivers' seats, and our Minibus will also be a key player for us in future sales," he says.

"My passion is dealing with van customers, and getting more of them on board means we must have the right sales staff and national dealer set up.

"It's a great challenge for me and we can have some fun on the way, it is nice to be in a smaller company and offer a more personal service," says Didsbury.

"It's also an opportunity for staff to be able to step up and enjoy more career development, because we want to make a difference in the market," he says.

2015 PUKEKOHE V8 SUPERCARS



IVECO is proud to be a sponsor at this year's Pukekohe V8s (ITM 500 Auckland)... and we need a few mates to join us.

That's 4 x VIP tickets worth $1553.00 each! So what do you get?

- Exclusive access to the Red Bull Racing corporate suite
- Access to the V8 Supercar Paddock
- Entry to the circuit – including general viewing and merchandise area
- Exclusive Team Pit Tours*
- Grid walk and exclusive Driver visits*
- Photo opportunity with the IVECO VIP Girls
- Premium food and refreshments
- Prizes and giveaways

How good is that? For your chance to WIN, simply visit www.ivecoV8.co.nz and register your details.

* Subject to availability. Specific details of the prize package may change. See website for full Terms & Conditions.

4 VIP TICKETS TO BE WON!

ITM 500 Auckland. Pukekohe Park Raceway
Friday 6 - Sunday 8 November 2015

IVECO

WWW.IVECOV8.CO.NZ

IVECO New Zealand 21 Vogler Drive Wiri, Auckland	Kerry Webb 027 290 8426 Northern Region	Mark Rossiter 027 476 4120 Waikato, Bay of Plenty	Keith Tuffery 027 489 1761 Lower North Island	Straun Syme 027 434 0846 South Island

IVE012DT

Z's diesel exhaust fluid network continues to grow

Z Energy continues to make life on the road easier for drivers of SCR vehicles in New Zealand with the expansion of its Z DEC (Diesel Emission Cleaner) network, one of the country's most comprehensive.

Z's General Manager, Commercial, Nicolas Williams, says Z's expanding Z DEC network is a deliberate move to make it even more convenient for drivers to fill up both their diesel and exhaust fluid at one stop.

"This time last year, we had 14 strategically-located truck stops around New Zealand where Z DEC was available on pump.

"Since then, the Z DEC network has grown to include two more sites in the South Island, with another on the way in the North. The Z Washdyke truck stop, in Timaru, opened with Z DEC in late August, and the Z Templeton truck stop, in Christchurch, came online last week. Z's third new site, in Rotorua, is planned to open in the coming months."

Nicolas says all of Z's truck stops offer fast and reliable payment terminals, and are fitted with fast-flow diesel pumps to enable quick turnaround times for drivers.

Now, at the Z truck stops where the exhaust fluid is also available, diesel and Z DEC can be dispensed and paid for in one stop.

"By ensuring both diesel and Z DEC are available at one stop, and with the added convenience of being able to pay for both with Z Card, we've been able to create some real efficiencies for both drivers and the company's back office teams.

"Both the Templeton and Washdyke truck stops are co-located with Z service stations, so that one stop experience means drivers can combine refuelling and comfort stops. In addition, customers at our Templeton site can also enjoy a hot Z Espresso coffee or some of the delicious food on offer."

For Z, the decision to invest in its Z DEC network came down to supporting its customers' changing needs and their drive to meet emission reduction targets.

"We want to be at the heart of the solution when it comes to sustainability, and we want to help our customers play their part, too.

"Z DEC is just another way Z is looking to deliver on its environmental and sustainability objectives. It's about offering a product that more of our customers are looking for as they turn to cleaner emission vehicles."

Z DEC is now available on pump at Z's truck stops at Sanson, Sylvia Park (Mt Wellington), Turangi, Whangarei, Grove Road (Blenheim) Seaview (Wellington), Hamilton, Hewletts Road (Mount Maunganui), Sawyers Arms Road and Templeton (Christchurch), Washdyke (Timaru), Dunedin, Highbrook, Pokeno, Napier, and Roscommon Road (Wiri).

To find out more about Z DEC, or to hear what Z's current customers think of the network, **check out z.co.nz/ZDEC.**

Drivers can find their nearest Z truck stop with Z DEC with Z's site locator – **visit z.co.nz/FindZDEC.**





Foton vans: meeting a need in the marketplace

The New Zealand distributor of Foton Vans admits the long wheelbase, high roof CS2 model won't suit everyone, but says it will be attractive to buyers who may have been looking at the top end of the used commercial market.

The Foton CS2 cargo van retails from $36,995, and the Foton CS2 passenger van retails from $43,995. A three-year 100,000km warranty is offered.

Ebbett Group imported a large stock of the Foton CS2 passenger and delivery van models prior to June.

Not yet having ESC meant they needed to be inspected and warranted prior to the July rule change on vehicles, for legal sale within 24 months. More than 40 of the landed vehicles in storage are 13 seat minibus models.

The Foton CS 2 van has a Chinese-built 2.8-litre Cummins four-cylinder turbo diesel engine, Getrag 5-speed manual transmission, and a Borg-Warner differential. The Hiace look-a-like is wider than the current Toyota Hiace according to the local distributor.

The Chinese Foton factory is planning on introducing ESC to the CS2, but the production schedule is not confirmed to export markets as yet.

Ebbett Group managing director Ben van den Engel, and his brother Walter, are not strangers to unique vehicle marketing opportunities through their Hamilton-based dealership group.

Their most recent coup in 2009 was to import and distribute some 88 Cadillac CTS luxury sedans when General Motors halted the brand's launch into the Australian and New Zealand market.

Not only did the Ebbett Group successfully sell the entire Australasian-bound shipment of 88 CTS models, but it also managed to obtain another consignment of 71 CTS sedans built for the UK market in 2010.

As part of the deal the group also bought the entire stockholding of spare parts, and Ebbett Hamilton remains an authorised Cadillac service centre.

Van den Engel says the company was approached to market the Foton CS2 Van in New Zealand, and he said the opportunity to develop a relationship with the Chinese manufacturer was too good to pass up.

"We've done many different things in the past, and we thought there was a good opportunity here. I think it stacks up well against the competitors, and it certainly drives well," he says.

"Putting our brand name behind the product will give people confidence in it, I'm fully aware that people can be wary of Chinese product.

"We are confident it is a quality product, and we wanted to get involved with it," says van den Engel.

"We have a reputation as a company that we back up what we sell, and this will continue.

"So far we've had a lot of inquiry into the minibus models from schools and education trusts, but moderate enquiry on the cargo vans," says van den Engel.

"We know the sole option of a high roof, and long wheelbase won't suit everybody, especially those buyers who want to fit roof racks and ladder racks," he says.

"Pricewise, the van is very attractive, particularly to buyers who were looking at the top end of the used light commercial market.

"I think it will also be attractive to some contractors and couriers," says van den Engel.

A television commercial campaign will soon get underway that should improve the brand awareness, he told *DIESELTalk*.

One-Stop-Shopping!

Spare parts for commercial vehicles



DT® Spare Parts – Genuine Quality. Durable Trust.

www.dt-spareparts.com

DT® Spare Parts offers a complete product range for trucks, trailers and buses with all required spare parts in guaranteed quality. Ask your local dealer for DT® Spare Parts products and catalogues.

The latest news about DT® Spare Parts brand products is available in the regularly "Parts info" newsletters.

Get more information and subscribe to the newsletter:
http://newsletter.dt-spareparts.com

Subscribe to the Newsletter
and stay up-to-date



DT TV
www.dt-web.tv

dt® – a trademark of DIESEL TECHNIC AG, Germany – www.dieseltechnic.com

DIESELtalk FEATURE

SAFETY AND TRAINING FEATURE

Helping the industry to operate more safely and efficiently

The acquisition of MasterDrive by TR Group is part of a strategy to help its customer base to operate its lease and rental trucks, with greater margins of safety as well as profit.

Masterdrive general manager Neil Bretherton says as TR Group has grown in the past two decades, it recognised it had a greater role to play by offering customers a complementary service in addition to its core business of truck leasing and rental, incorporating all maintenance.

"Our unique point of difference is that we focus on helping operators run a more profitable business, so the acquisition of MasterDrive was a step to help the customers get better use of the fleet, as well as helping drivers to become safer and more fuel efficient," says Bretherton.

"A recent University of Waikato study showed the transport industry to be operating on profit margins as low as 3%, so the drivers' influence on fuel use, tyre wear, maintenance, and amount of road user charges consumed, can really have an impact on this," he says.

"TR Group prides itself on being close to its customers and understanding their needs, hence we look very closely at our training courses to adapt and modify them to create a bespoke package for the particular transport operator," says Bretherton.

"By tailoring a training package for the individual clients, we can join training packages together to allow better utilisation of a driver's downtime from his or her daily work."

Bretherton says the company focus is to ensure trainees can operate equipment safely and effectively.

"We don't just want to be a training provider that churns out certificates with a tick and flick mentality," he says.

The company has a preference for developing its own training resources but in some cases it is required to purchase NZTA mandated training resources. The selection process for instructors is also robust, and Masterdrive says it makes a considerable investment in training and development of its driver, trainers.



MasterDrive key points
Training providers from Class 1 to 5

- Full fleet evaluation available from cars to HPMV
- 15 full-time instructors
- 12 branches nationwide
- Stability and control training
- NZQA category one status
- NZQA accreditation to Level 5 and 6 - commercial road transport and driving
- TRANZnet member
- SAFED provider

Rating scheme drives compliance desire

Bretherton notes that there has been more industry conversation around training in response to the government's 'carrot and stick' approach to the operator rating scheme.

The cab of a truck has always been a workplace for the purpose of health and safety regulations, but the forthcoming changes will further reinforce this. There will need for more specialised training for drivers, especially in the use of technology.

"Operators are asking themselves what do they need to do to comply to gain the benefits and rewards of safer vehicle operation, which can mean lower ACC levies, and the potential to extend COF inspection intervals," says Bretherton.

"I think the new carrot approach by government is more proactive, and is a positive development for the industry. As a consequence, people are looking for training solutions such as those offered by Masterdrive," he says.

"There is a great focus on safety in the use of tool of trade vehicles by employees, from sales reps in cars, technicians and tradespeople in utes and vans, through to heavy goods vehicle drivers in trucks from 8 tonne up to permitted HPMV units," says Bretherton.

"Under the new health and safety regime, company directors are reassessing major risk within all operations, including contractors and subcontractors, because they need to make sure people get home safely," he says.

Continued on page 13

DIESELtalk FEATURE

SAFETY AND TRAINING FEATURE

Pacific Fuel Haul to trial latest fatigue technology



Z's bulk fuel road transport task involves a fleet of near 50 tankers travelling several million kilometres each year operating around the clock and, as with any 24/7 service, inherently there is heightened concern around managing driver fatigue.

Over recent years there has been considerable development in the area of digital analytics. Now there are technologies that use image processing technology to track the movement of a driver's eye, face, head and facial expressions and then interpret that data to assess the person's behaviour. There are suggestions this technology could help manage risks associated with driver fatigue.

Pacific Fuel Haul (PFH) typically manages all operational activities on the road transport task on Z's behalf, however there are a number of reasons that make the advent of this technology in NZ a great opportunity for Z to undertake a collaborative trial.

PFH's tankers already have external and internal camera systems operating so it makes sense for Z to support the commercial aspects of trialling this latest technology.

The agreement with PFH celebrates Z's recent strengthening of its alliance with FleetSafe NZ, the supplier of the 'Seeing Machines' technology, which will enable Z customers to access a special discount on FleetSafeNZ products.

The trial, which will involve 5 tankers over a period of two months, will be a first in New Zealand.

While Z hasn't identified a specific issue with fatigue in its drivers, it sees this trial as a great opportunity to play a lead role in improving road safety in New Zealand while trialling leading-edge technology.

PFH general manager Matt Horan says the company is passionate about safety within the organisation.

"We are always interested in exploring all options and opportunities to trial new technology," says Horan.

"We are very happy to be at the forefront of technology in partnership with Z," he says.

Continued from page 12

Addressing the skilled driver shortage

Masterdrive has been working for some years with the Western Institute of Technology and RTANZ to train drivers in Taranaki, supported by industry entities who have committed time and funding to the programme.

Bretherton comments that the transport industry in Taranaki took a proactive approach by coming together to solve the issue, and that they would benefit from the financial investment.

But he cautions that the industry still needs to embrace further change, and recognise the current generation of youth have different aspirations and are more interconnected through the use of social media and the internet.

"Apart from their physical size, the trucks are much easier to drive thanks to the use of automated transmissions and electronic stability systems, which should attract a wider pool of drivers, but the industry culture still needs to change further," he says.

Bretherton says that encouraging more women into the industry is absolutely the right thing to do, but there needs to be more recognition that the traditional masculine culture needs to be toned down, in order for women to feel more comfortable in the work day environment.

"We also need to ask how we keep people engaged and challenged," he says. "We need to change the one-dimensional thing from: 'you are a truck driver', to 'you are a multi-skilled logistics operator', which is indeed the case," says Bretherton.

Joint force addresses driver shortage

Members of South Waikato District Council and 10 road transport operators have met with Bay of Plenty Polytechnic to address the region's shortage of skilled drivers and logistics personnel.

The transport operators feel that Tokoroa may be an ideal future location for the polytechnic's road transport, warehousing, and logistics training centre, to offer courses.

The reason for this is due to the town's proximity to the dairy and forestry industries. Those at the meeting share the frustrations of most road transport and logistics operators in New Zealand – a shortage of drivers.

Bay of Plenty Polytechnic road transport group leader Dean Colville says the training centre partners with industry stakeholders and has offered to train in Otorohanga, Hamilton and Nelson to date.

Southern Institute of Technology in Invercargill has bought the successful road transport training programme from Bay of Plenty Polytechnic. It says training is currently underway with an industry partner.

The South Waikato District Council took the initiative to get the key players from opposite sides of the Kaimais together.

"The council is constantly looking for further improvements and ways to enhance the delivery of trades education with local industry support," says mayor Neil Sinclair.

RJ Lincoln Logistics (RJL) was one of the 10 South Waikato road transport companies who met with the training centre team.

Owner Raymond Lincoln says that RJL is facing an ageing driver workforce and also indicated a shortage of logistics supervisors/managers who could fill the gap between drivers and the management team.



Lincoln shared the view of other South Waikato industry players that Tokoroa may be an ideal location to offer road transport and logistics training in future.

Colville says his team is committed to doing everything in its power to be part of the solution.

For more than a decade, the training centre has gone to great lengths to overcome the barriers associated with local and regional training delivery.

With a 95% successful job outcome rate, trainees are popular with employers such as NZL, Marsh Transport, Priority Logistics, Freight Lines and Fonterra.

The centre's training model differs from merely licensing, and distinguishes itself from other training by including a strong work experience component.

Trainees are required to spend time in the industry while they work through Class 2, 4 and 5 licences, and gain forklift, dangerous goods, tracks, wheels and roller endorsements as part of the training.

Thanks to support and sponsorship from industry partners, trainees are exposed to current resources and equipment.

Fonterra is providing a milk tanker and trailer for driver training in Tauranga, NavMan is providing the latest tracking equipment, and Crown is sponsoring some forklifts.

The training also addresses important aspects such as completing log books, health and safety, hazard and risk assessment, vehicle components, truck dynamics and handling.

Another training innovation includes the centre's online training in road transport management, which has also proven to be very popular this year.

Trainees already in the road transport industry, are completing this qualification from all over New Zealand.

This qualification is ideal for drivers who'd like to step up into supervisory or management roles, but prefer to keep working and living at home.

Trainees have completed this qualification from as far afield as Christchurch, Invercargill, Foxton, Masterton, Rangiora, Auckland and Upper Hutt City.

Further plans are underway for future delivery of supply chain management and port operations qualifications – a natural fit with the centre's base, close to the Port of Tauranga.

The meeting in Tokoroa concluded with all in attendance expressing the wish to enthuse more local young people to consider a career in road transport and logistics.

"Council hears feedback that a growing skilled labour force, for transport and logistics, in the district, is an important concept that needs exploring further," says council chief executive, Craig Hobbs.

"We need to understand the current and predicted skills gap concerns, recruitment pressure points and training requirements.

"We look forward to working with Bay of Plenty Polytechnic to progress this," says Hobbs.

Are you using AdBlue®
or liquid urea?

There IS a huge difference!

Not all diesel exhaust fluids available in
New Zealand are **AdBlue®**.
Choose your product and supplier carefully.
If it's not called **AdBlue®**, it isn't the real thing!
Insist on Genuine VDA Approved **AdBlue®.**
Copies are never as good as the original...

GreenChem

AdBlue®4you

For use with SCR Engines

NEW ZEALAND MADE

chemsafe
MANUFACTURING LTD

Marketed by: **Chemsafe Manufacturing**
PO Box 231, Tuakau 2342. Ph 09 238 5959. Fax 09 238 5676
Email: rod@chemgroup.co.nz
Freephone 0800 AdBlue **www.AdBlue4you.co.nz**



Proudly brought to you by
vtnz
check in...drive on...

August 3

Battle of the Canterbury inland ports begins

Transport minister Simon Bridges says the opening of the new Metroport Christchurch inland port and freight hub will drive competition between port operators in the region.

The new Port of Tauranga owned facility in Rolleston near Christchurch, will face competition from a new Lyttelton Port of Christchurch (LPC) facility called MidlandPort which will also be built in the same area.

August 4

Creditors allow Waimea Contract Carriers to trade on

Creditors owed more than $16 million by Waimea Contract Carriers Limited, which has been placed into administration, have voted in favour of a repayment arrangement that will see the log transport business trade on.

PwC partners John Fisk and Richard Longman were appointed administrators to the business on 30 March 2015, at which time all debts of the company were effectively frozen.

HPMV are permitted on Tauranga Eastern Link toll road

The Tauranga Eastern Link (TEL) toll road opened to the public yesterday, providing a 4-lane expressway on SH2 between Te Maunga and Paengaroa.

The New Zealand Transport Agency says that HPMVs are permitted to travel on both the TEL and the Te Puke Highway (revoked section of SH2). Operators with current HPMV permits for SH2 may use either route in accordance with the permit conditions.

Overweight vehicles may continue to use the Te Puke Highway in accordance with the conditions of the permit. NZ Transport Agency will continue to issue permits for this highway on behalf of Western Bay of Plenty district council, and Tauranga city council.

Labour calls for greater health and safety reform

A logging company's guilty plea over the death of one of their workers proves the need to strengthen health and safety laws says the Labour party

Charles Finlay was killed in July 2013 when he was hit by a shard of wood after a log rolled off his truck.

M and A Cross admitted in the Rotorua District Court that they failed to take all practicable steps to ensure Finlay's safety at work and failed to maintain a safe work environment for him by failing to provide adequate clothing.

FedEx applies for clearance to acquire TNT

US-based international freight company FedEx has applied to the New Zealand Commerce Commission for clearance to acquire all the shares in TNT Express N.V, a Netherlands-based international delivery company.

The proposed acquisition relates to the parties' activities in the supply of international freight and parcel delivery services.

August 5

Automotive firms get research and development grants

Thirteen companies were the recipients of the latest batch of government-funded research and development growth grants totalling up to $24.5 million over three years – including a number related to the automotive industry.

Automotive-related companies getting funding in Callaghan's latest funding round include Eroad, Parts Trader Market and Dodson Motorsport.

August 11

Truck arrivals continue in volume

Heavy trucks continue to arrive in New Zealand in significant numbers, in spite of many predictions of a sales slowdown, following the extended recent record run.

Some 234 new trucks over 3500kg were unloaded at our ports last month – one more than arrived here in June.

However, the July total was down on the numbers being unloaded in the February-May.

August 12

Bus tender heralds changes in public transport operating model

Tenders are being called by Auckland Transport to operate its new network bus services in South Auckland (including Pukekohe and Waiuku).

These will be the first tenders called under the new public transport operating model (PTOM) system.

PTOM is a service contracting framework under the land transport management act (LTMA) 2003, ratified by NZ Transport Agency (NZTA). It subsidises passenger routes and incentivises service providers to maximise effective delivery of public transport in a partnering arrangement with Auckland Transport (AT).

August 13

NZTA awards southern corridor project contract

The NZ Transport Agency has awarded Leighton Contractors the contract to deliver the southern corridor improvements project.

The $267 million project is one of four Government accelerated transport projects for the Auckland region. The project area on state highway 1 extends from Manukau to Papakura.

Contractor bill clears first hurdle

A bill introduced by the Labour Party intended to extend the minimum wage to contractors is being sent to select committee after Peter Dunne, and the Maori Party backed it.

David Parker's minimum age (contractor remuneration) amendment bill, was opposed by National with MPs saying while they sympathised with the bills intent, it would have unintended consequences for contractors and companies.

Continued on page 17

Continued from page 16

Bridgestone sponsors road transport award

Bridgestone NZ Ltd has announced that it will sponsor the New Zealand road transport hero award for the next three years.

"We are very pleased that Bridgestone NZ has recognised the significance of this award and had lent its support to it," says Road Transport Forum chief executive Ken Shirley.

August 13

Transport Alliance joint venture picks up national award

A joint venture between Hamilton city council and Downer is the winner of an award celebrating the success of the alliance and the benefits brought to the city's ratepayers.

Downer, representing the Hamilton City transport alliance was one of the award winners at the Hirepool Civil Contractors NZ awards held in Wairakei, Taupo.

August 14

Call for better commercial safety over 2-star van test

Calls are being made to improve light commercial vehicle safety following a van achieving just a 2-star result in the latest round of Australasian New Car Assessment Program testing.

ANCAP released the 2-star safety rating for the LDV V80 commercial van today. The V80 achieved just 4.97 points out of a possible 16 points in the frontal offset crash test (conducted at 64km/h).

There was a risk of serious injury to the driver's head, chest, and legs.

Feedback sought on Lyttleton port plan

Public comment on a draft recovery plan for the damaged Lyttelton Port and its surrounding area is being sought by the Canterbury earthquake recovery minister Gerry Brownlee.

The Draft Lyttelton port recovery plan will be available on Saturday, and feedback is due by 5 pm on Monday 31 August 2015.

CTU wins second private forestry prosecution

The employers of 19-year-old forestry worker Eramiha Pairama, Puketi Logging, were found guilty of a charge under the Health and Safety in Employment Act relating to his death in 2013.

Puketi Logging failed to take all practical steps to provide Eramiha with a safe working environment. It also failed to ensure that there was no exposure to the danger of the work that he was being expected to manage on his own.

The CTU took the private prosecution after Ministry of Business, Innovation and Employment (MBIE) inspectors made the decision not to.

August 17

Emerging construction industry leaders awarded

Waterview tunnel construction manager Aucklander Chris Ashton is the winner of the 2015 Z Emerging Leader Award while Fulton Hogan graduate engineer David Kingham is the winner of the 2015 Z training development award.

The Z People Awards were organised by Civil Contractors New Zealand to recognises the outstanding achievements of individuals within the Civil Construction Industry.

August 18

Campervan operator remains listed and targets acquisitions

The board of Tourism Holdings Limited (THL), New Zealand's largest campervan rental operator, has announced it will remain a publicly listed company.

THL will use its balance sheet flexibility to make acquisitions for growth either domestically or internationally says the board.

August 19

Dealer commitment praised by CAT trucks

CAT trucks says its team of committed truck dealerships is a big reason behind the brands evolution since appearing on the Australian and New Zealand markets less than five years ago.

The world's first CAT-branded on-highway trucks were launched to operators in late 2010 with just two foundation models, the CT610 and CT630, providing the initial platform.

"We need to remind ourselves just how far CAT Trucks has come in a relatively short time," says Navistar Auspac's CAT Trucks director of sales, marketing and business development Glen Sharman.

Big jump in profit for Marac parent

Heartland Bank, best known to the dealer community through its Marac Finance brand, has announced a big jump in net profit.

The company released figures yesterday showing a 34% jump in net profit after tax to $48.2m for the year to the end of June.

In its statement the company says growth was achieved across the core consumer, business and rural divisions.

Tractor sales adversely affected by payout says Colonial

Listed Colonial Motor Group says there are signs the economy may not be so strong in coming years – but it is good at adapting.

In the preliminary results issued today, the car, tractor, truck and motorcycle distributor and dealer announced that for the year to the end of June, revenue was up 12.9% to $789 million, while net profit after tax was up 7.4% to $18.705 million.

In his report on behalf of the board, chairman JP (Jim) Gibbons says the market has been strong, but this may not last.

August 20

Port opens third intermodal hub to maintain volume

Ports of Auckland will open a third intermodal freight hub in Mount Maunganui as part of a network strategy to maintain its position as NZ's leading port by volume and productivity.

Continued on page 18

Find out how VTNZ provides independent Pre-Purchase Inspections, Entry Certificates, Warrants of Fitness and more across New Zealand

Visit www.vtnz.co.nz or call 0800 88 88 69 today

vtnz
Check in...drive on...

Proudly brought to you by
vtnz
Check in...drive on...

Continued from page 17

It has partnered with land owner Triton Pacific and Toll New Zealand to building the remaining infrastructure needed at the site.

August 20

Fewer log exports slowed port profit growth

Port of Tauranga's annual profit growth slowed to 1% as log export volumes, which drove growth in 2014, declined, leaving total export volumes unchanged.

Profit was $79.1 million in the 12 months ended June 30, from $78.3 million a year earlier reports *BusinessDesk*.

Operating revenue rose to $268.5 million from $266.5 million.

August 21

Government to spend $11 billion on infrastructure

Meeting New Zealand's infrastructure challenges over the next 30 years will require coordination across central government, local government and the private sector says, deputy prime minister Bill English.

Central and local government together are expected to spend $11 billion on infrastructure each year, for the next ten years according to English.

August 24

NZTA only has itself to blame for flyover rejection: Robertson

The High Court decision rejecting the New Zealand Transport Agency's attempts to build the Basin Reserve flyover shows it must work with the community on other options for Wellington," say two Wellington Labour MPs.

Labour Wellington MPs Grant Robertson and Annette King have welcomed the High Court decision.

"The Board of Inquiry process rejected the flyover because the costs simply did not match the benefits. NZTA has only itself to blame for being in this position," says Robertson

Tauranga port gains North Island dairy export monopoly

More dairy export volume across the Port of Tauranga has seen the number of empty containers and trucks slashed between Auckland and Palmerston North, and ports that have lost dairy export volume include Napier and Taranaki.

Dairy export volumes across Tauranga's wharves rose 12.6% to 1.75 million tonnes in the 2015 financial year.

Tauranga's share of North Island dairy exports rose to 97% in 2015, from 70-75% in the previous year according to its chief executive.

August 26

Procurement survey scores NZTA four out of five

A survey of procurement across principal public agencies conducted by the New Zealand Council for Infrastructure Development (NZCID), rates overall performance as being average.

The New Zealand Transport Agency rated the highest overall at four out of five.

Central and local government officials and infrastructure construction, design, finance, professional advisors and service leaders across all sectors took part in a survey at the NZCID Building Nations symposium in Christchurch.

Mechanical machinery and equipment imports up 3.5%

The slowing New Zealand economy and falling dollar has yet to affect imports of mechanical machinery and equipment as shown by a report on overseas merchandise trade released today by Statistics New Zealand.

Provisional figures from Statistics New Zealand shows that imports of mechanical machinery and equipment rose 3.5% year on year in July 2015.

Imports of mechanical machinery and equipment to the value of $601 million arrived in July 2015 as opposed to $581 million in the previous corresponding period.

August 27

Online transaction service proving effective for customs brokers

The rapid uptake of an online service helping customs brokers meet border requirements for imports and exports has far exceeded government expectations.

More than 2.2 million trade transactions have been processed using the joint border management system's trade single window since launch in 2013.

In July 2015, it managed 60.2% of all inward and 100% of outward transactions.

NZ Trucks helps drive record Hellaby earnings

The parent company of NZ Trucks, Truck & Trailer Parts, Eurolift, and AB Equipment, Hellaby Holdings Limited has posted another record result for the year to 30 June 2015.

The equipment division (including all of the above brands) earnings before interest, taxes, depreciation and amortisation (EBITDA) increased 15.8% to $14.0 million.

The result came from 12 months trading and steady growth from New Zealand Trucks, which expanded from one to four workshops during the year.



All the Auto Industry
HOT NEWS
every day as it happens on
www.autotalk.com.au
Subscribe online for FREE twice weekly updates direct to your email

Joining forces to reward safer driving

NZI says its new heavy motor vehicle insurance programme is rewarding commercial carriers that demonstrate safer driving behaviour.

The NZI and Lumley safe driving rewards programme offers an excess waiver for commercial vehicle operators that meet certain driver safety benchmarks.

The programme is a collaboration between the insurer and transport technology company EROAD.

Customers that have EROAD hardware installed in their heavy commercial vehicles, and where the vehicles are on an EROAD service plan that includes vehicle tracking, may qualify to have their excesses waived.

This waiver occurs if their company's driving record rates in the top 25% of all companies using the EROAD system.

Data collected by EROAD hardware is used to produce a safety rating for individual drivers, based on factors such as the frequency and severity of speeding events, harsh braking, and acceleration.

Drivers are ranked against others in their organisation, with a star rating that compares them with other EROAD customers.

Companies that place in the overall top 25% of EROAD customers for driving performance may qualify for an excess waiver.

"We understand the challenges faced by operators in creating safe workplaces. We want to be able to support our heavy motor customers to reduce risk and improve their driver safety rating," says NZI and Lumley commercial motor national manager, Ian Taylor

"By benchmarking driver behaviour and rewarding high performers, we plan to do that," says Taylor.

Under the programme, joint customers of NZI and EROAD who opt into the programme, also agree to share their data with NZI to allow it to research the development of heavy motor vehicle usage-based insurance products.



Ian Taylor



Steve Newman

"The collaboration between NZI, EROAD and our customers presents an opportunity to develop a world-leading heavy motor usage-based insurance product, that will benefit both the transport and insurance industries," says Taylor.

"Helping transport operators improve safety outcomes is a key focus for EROAD," says EROAD chief executive officer, Steven Newman.

"We're very pleased to have the opportunity with NZI to support our customers in promoting safer driving."



More than 25,000 commercial vehicles in New Zealand use EROAD units every day.

EROAD announces next-generation platform

EROAD has announced the release of its second-generation in-vehicle hardware, Ehubo2, supporting multiple applications on a single device.

The first application for Ehubo2, Drive Buddy, supports safe driving by providing real-time feedback on a visual display.

Drive Buddy's screen shows accurate vehicle speed, alerting drivers using a simple system of green/amber/red icons. Harsh braking, sharp cornering and unnecessary idling also generate driver alerts.

EROAD CEO Steven Newman says Drive Buddy was designed to provide real-time in-vehicle feedback, in an informative, positive way without distracting drivers.

"In-vehicle technology has a crucial role to play in making vehicles safer workplaces," says Newman. "We're confident that Ehubo2 will make compliance with health and safety regulations significantly easier for the transport sector."

Mt Maunganui logistics company NZL Group Ltd installed Drive Buddy in 70 trucks in preparation for impending changes in health and safety legislation.

"The company's aim in taking part in the field pilot of Drive Buddy was to reduce speed and provide best in-cab tools for its drivers," says NZL senior projects manager, Lajanne Smith.

"We knew we needed to be more proactive around better driver behaviour and not just rely on GPS units," says Smith.

"Drive Buddy acts as a guide to the driver. We've noticed a huge decrease in vehicle speeding since we installed it."

EROAD expects Ehubo2 to be approved by the New Zealand Transport Agency as an electronic distance recorder by the end of 2015.

Ehubo2 will also support EROAD's messaging product, EZmessage and Driver ID, which assigns a driver to a particular vehicle.

No 'easy credits' with Vocational Pathways

The education system is full of acronyms, but sometimes it is useful to say things in full: "The National Certificate of Educational Achievement". When students gain enough educational achievement, they receive a certificate, and a list of their achievements.

That was the idea behind NCEA. Let's make lists of students' actual skills and knowledge, rather than just report if they passed or failed against traditional academic subjects.

NCEA is 13 years old. 800,000 young people have given it a crack. The NCEA guinea pigs are turning 30. They, and their families, know how it works. You get credits for being able to do stuff - like read and write; interact in a different language; compose music; demonstrate health and safety in a workplace; solve simultaneous equations; plan a design project; safely use powertools - you name it.

But in education, as well as acronyms, there are hangovers. One real humdinger is the idea that the final act at school is to either pass or fail. It's not. After 12 years of schooling, we should hope that lots of our 18 year olds can compile a list of their skills and knowledge.

The PPTA recently pointed out the risk of 'credit farming' of 'easy credits', driven by government targets. Certainly, if kids make up NCEA out of a random collection of credits they are doing themselves no long-term favours, and being let down by the system. And assessment gurus worry that the year-on-year increases in 'pass rates' can't all be down to improved teaching.

But NCEA is about 'completing', not 'passing'. The credibility of any NCEA (or the whole system) does not depend on how few other kids have one. And what about "easy credits"? I found maths easier than dance, but I knew many fine folks who were the exact opposite. So which one is easier? And ultimately, their value is in the eye of the beholder.

So instead of pass rates, there is something much more important for students, parents and teachers to consider: Where can your NCEA take you? Will it help you get and keep a job? Get an apprenticeship? Enrol at a Polytechnic? University Entrance? In other words, does your NCEA add up to a coherent set of things that will help you take your next step?

Here is the good news. A few years ago, industry training organisations (ITOs) partnered with the government to develop new Vocational Pathways. We led a process involving people from industry, schools, and tertiary organisations. We went through every single credit for Level 1 and 2 NCEA (just under 2000 different standards).

We made recommendations for entire sectors of the workforce: Construction and Infrastructure; Manufacturing and Technology; the Primary Industries; the Services Industries; and Social and Community Services. Creative Industries came along later.

We colour-coded all the credits and we linked them to jobs. Then we identified the qualification levels you generally need for those jobs – from NCEA Level 2, right through to jobs that require advanced degrees.

So today, each and every student can see how their credits stack up against the world of work. Parents and teachers can see how their kids' choices relate to future education and job possibilities. And employers can see a simple bar graph of how an NCEA stacks up in terms of their industry sector.

Manufacturing and Technology? Red. Young people with red credits achieved skills and knowledge recommended for the Manufacturing and Technology industries. They've met minimum literacy and numeracy requirements. And, if they have a Pathways Award, they've also achieved credits drawn directly from actual Manufacturing and Technology. All the other sectors? Same story, different colour.

Vocational Pathways include all the classic curriculum hits: English, Maths, Science, Technology – since employers across the board value these skills. They also include ITO industry standards, which speak to practical and technical skills, and applied learning for the real world.

Unfortunately, and unfairly, ITO standards can end up on the wrong end of "easy credit" snobbery. Some like to compare credits from demonstrating skills in workplaces, and credits from demonstrating skills in exam rooms. Actually, both are valid, and their usefulness depends on what students want to do after school, and who they need to impress.

Industry standards can assess fantastic learning programmes for secondary students, with clear pathways to employment and further training. They also provide real world relevance and experience that help many young people see the point of education.

So with Vocational Pathways, we can tell whether an NCEA is very general, or very focused. We can see whether it is coherent. Most importantly, we have a tool to make sure every student is on a pathway to an exciting working future. I reckon that means a whole lot more than 'pass or fail'.

Josh Williams is the chief executive for the membership-based Industry Training Federation. It represents industry training organisations (ITOs) to government, and it works with agencies and sector groups to improve the policy for, and delivery of industry skill development and workplace learning. **josh@itf.org.nz**



Chartered Institute of Logistics and Transport

This is a new column that will look at the activities of the Chartered Institute of Logistics and Transport in New Zealand, commonly known as CILT. It will also look at issues in the transport and logistics field from a personal viewpoint.

CILT is an international body of professionals in transport in logistics. It was formed as a result of the merger of the Chartered Institute of Transport and the Institute of Logistics in 2001. It is incorporated by Royal Charter, granted in 1926. CIT itself was formed in 1919. CILT has more than 30,000 members worldwide, largely in countries where Britain once had an influence.

Here in New Zealand we have been going since 1959, and have about 1000 members. They include people from courier, road, rail, and air transport, logistics firms, universities, training organisations, consultants, and government organisation.

CILT is organised by country, and the independence from CILT International varies with organisational capability, size of membership, and other factors. We enjoy the highest level of independence, and have our own National Council governing our affairs. We still look towards the international body for things like membership standards, and the international rules still cover us.

The national body runs a magazine, *Logistics and Transport New Zealand* four times a year. This includes articles on topics of interest. The last issue was about the Christchurch recovery and the transport and logistics implications, such as a new distribution centre for a supermarket chain, and other changes in the distribution landscape, like the new inland port hubs at Rolleston. You can have a look on our website, www.cilt.co.nz, under 'News'. The next issue will have the theme of rural transport, with an editorial by the Minister of Transport Simon Bridges, and will include articles from NZTA, a trucking organisation, KiwiRail, Forest Owners, local government, NZ Post and others.

The National Council organises a mentoring programme, and a programme of awards. These awards are presented annually at a gala dinner. This year the dinner is in Auckland on October 21. We make awards for academic excellence in the field of transport; industry awards, and three personal awards for high achievement in transport (including one for the Young Achiever of the year). The industry awards range from safety, security and environment to public transport innovation, and supply chain innovation.

A trust associated with the national CILT, The Transport Research and Educational Trust, makes awards each year for research projects or for personal development projects (in alternate years). We award about $10-15,000 for a research project (or projects) one year, and a number of $3000 awards for personal development the next. How many we award depends on the income for interest. This year the grant will be for the research project.

If all cars are autonomous, we will cease to individually own a car, just call one up.

Below the National Council are a series of regional bodies we call sections. They are in Auckland, the Bay of Plenty, Wellington and the South Island. Each of them organises meetings with speakers on topics of interest. Recently in Wellington we heard from the Secretary for Transport, Martin Mathews, on his vision of transport in the future. It revolved around various disruptive technologies only just breaking through, like autonomous (driverless) cars. If all cars are autonomous, we will cease to individually own a car, just call one up. Because they will be multi use, there will be fewer of them, and there will be less need for road space and parking. They will be safer as they will recognise each other's presence. The whole road construction budget will be affected. So too will laws like speeds, driver licensing, and alcohol consumption. If you are not driving the car, then you are not in control of it and so there will be less work for the District Courts and Department of Corrections too. If you like a beer or two with your mates, no worries, as drunk driving will disappear as a problem.

Finally, a topical note. The health and safety reform bill is now law. It will affect all readers of this newsletter in some way. If you use diesel, you run a machine of some sort. Even driving a truck is covered. Don't be misled by the discussion about small firms and high risk businesses. The law covers every business regardless of whether it is high risk or not (small low risk businesses are only exempt for issues around having health and safety reps). In any case, the list of high risk business includes trucking, logging, railways, shipping, fishing, and many other diesel users. We will cover the impact on transport in a later issue of our magazine. Meanwhile: seek professional advice.

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



One heavy diesel brand – all choices

Heavy commercial vehicles are used worldwide under the toughest conditions, and often far away from paved roads in forestry, agriculture, mining, and construction.

Therefore, day-to-day durability and reliability of each component is of the utmost importance according to independent German aftermarket parts manufacturer and supplier Diesel Technic Group.

The company says its complete range of branded DT Spare Parts guarantee quality and future orientated solutions.

The complete range of the DT Spare Parts brand contains more than 30,000 different spare parts for commercial vehicles.

It provides a suitable DT Spare Parts product for millions of reference numbers, and it is continuously being expanded with more than 100 new or optimised products every month says the manufacturer.

The "Special DT Kits" contain all of the parts required for repair under a parts set number.

Diesel Technic Group says the DT Spare Parts brand represent without compromise the highest aftermarket quality.

The products are developed, designed, approved and finally checked at the Diesel Technic Group headquarters in Germany by its engineering department and quality assurance. The consistent focus on quality and excellent value for money make the difference says Diesel Technic.





The brand DT Spare Parts continues to develop dynamically. By closely monitoring the global markets and technological developments, it is possible to react to new trends immediately.

Diesel Technic Group keeps commercial vehicles moving around the world – as one of the largest suppliers of commercial vehicle spare parts in the Independent Aftermarket (IAM).

The full-range is continually being developed and provides the wholesale trade with the opportunity to meet market demands at all times.

Diesel Technic Asia Pacific Pte. Ltd., Singapore, offers distribution partners in the region an optimal service. The warehouse in Singapore provides 3700 square metres of floor area with a high-bay storage with more than 1000 pallet spaces and a two-storey mezzanine shelving system for more than 6300 storage locations.

In total, more than 8000 articles are available immediately from stock. Further products from the complete range of the brand DT Spare Parts are procured from Germany as required and included as a stock item.

The Diesel Technic Group headquarters in Germany, with subsidiaries in Singapore, France, the Netherlands, Spain, Dubai / UAE and Brazil.

Worldwide, the Diesel Technic Group employs more than 650 people from 30 nationalities.

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

UDC
New Zealand's Finance Company

Market is down, but Isuzu still ahead

The market for new trucks and buses was down again in August – slipping behind 2014 year-to-date.

Overall registrations for new trucks and buses over 3500kg GVM were down 13.5% to 469 units, from 542 in August 2014.

The market for the year currently sits on 3213, down from 3262 a year ago.

Isuzu lead the market, up 24% to 119 units and a 30.2% stake in sales.

Next was **Hino** on 67 units, up 1.5% for a 17% stake, while **Mitsubishi Fuso** registrations were down 22.1% to 60.

Mercedes-Benz took fourth place on 55 registrations for a 14% market share in August followed by Fiat on 24 registrations for a 6% stake.

DAF saw 23 registrations, **UD Trucks** 21, **Kenworth** 17, **Scania** and **Volvo** each had 15 units registered.

Fuso national sales manager Mike Davidson told *DieselTalk.co.nz* the market remains strong – but is slowing.

"We registered 60 units last month and had a good contribution from all segments," says Davidson, singling out **Canter** and **Fighter** as the range stars, making up more than two-thirds of **Fuso's** sales.

"Our dealers are still experiencing good levels of enquiry but feel the market has flattened out overall. That said last week I attended the RTF conference in Christchurch and operators were still positive about their future prospects – and still need more trucks."

"Some customers still have delivery expectations which can be very challenging to meet – however most are now planning ahead."

Heavy trucks (over 23,000kg GVM) lead the registrations for August with 176 units some 21.4% down on the previous corresponding period.

Isuzu led this sector with 28 registrations, the same number as last year, followed by **DAF** on 23, up from 12 last year, and **Hino** on 19, one up from last years tally of 18.



Mike Davidson

Kenworth saw 17 registrations in the heavy truck sector in August, 2 up from the previous corresponding period but **Fuso** dropped from 27 last year to 15 registrations for the month of August.

Volvo recorded 15 registrations up 4 from the previous corresponding period, **Scania** dropped 3 to 13, **UD**

Continued on page 24

NEW HEAVY TRUCKS OVER 23,001KG AUG 2015

MAKE	AUG '15	AUG '14	% Change	% of Market	YTD '15	YTD '14
ISUZU	28	28	0.0	15.9	179	172
DAF	23	12	91.7	13.1	134	124
HINO	19	18	5.6	10.8	139	163
KENWORTH	17	15	13.3	9.7	126	100
MITSUBISHI FUSO	15	27	-44.4	8.5	95	120
VOLVO	15	11	36.4	8.5	178	177
SCANIA	13	16	-18.8	7.4	113	88
UD TRUCKS	11	8	37.5	6.3	81	72
MERCEDES-BENZ	8	11	-27.3	4.5	37	53
MAN	7	33	-78.8	4.0	101	117
OTHER	20	45	-55.6	11.4	238	243
TOTAL	176	224	-21.4	100.0	1421	1429

NEW MEDIUM TRUCKS 9001-23,000KG AUG 2015

MAKE	AUG '15	AUG '14	% Change	% of Market	YTD '15	YTD '14
ISUZU	37	29	27.6	35.2	194	168
HINO	26	29	-10.3	24.8	161	156
MITSUBISHI FUSO	17	21	-19.0	16.2	100	128
UD TRUCKS	10	15	-33.3	9.5	90	90
MERCEDES-BENZ	6	5	20.0	5.7	22	20
OTHER	9	15	-40.0	8.6	53	130
TOTAL	105	114	-7.9	100.0	620	692

NEW LIGHT TRUCKS 3500-9000KG AUG 2015

MAKE	AUG '15	AUG '14	% Change	% of Market	YTD '15	YTD '14
ISUZU	48	38	26.3	29.1	297	235
MERCEDES-BENZ	40	36	11.1	24.2	137	124
FIAT	24	25	-4.0	14.5	136	111
HINO	22	19	15.8	13.3	132	153
MITSUBISHI FUSO	22	21	4.8	13.3	171	136
OTHER	9	47	-80.9	5.5	94	142
TOTAL	165	186	-11.3	100.0	967	901

Your first choice in truck & equipment finance

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

UDC Finance Limited lending criteria applies.

UDC
New Zealand's Finance Company

Continued from page 23

Trucks garnered 11 registrations up from 8 in the previous corresponding period.

Medium trucks (9000kg to 23,000kg GVM) was by far the least busy segment of the market in August with 105 registrations, 8% down on the previous corresponding period.

Isuzu again led the medium truck market with 37 registrations for a 35% market share, followed by Hino on 26 registrations for a 25% market share, and Fuso on 17 for a 16% market share.

UD Trucks saw 10 registrations for a 9% market share followed by **Mercedes-Benz** trucks with 6 registrations for a 6% market share.

Both **Hino, Fuso**, and **UD Trucks** saw their medium truck registrations in August drop from the previous corresponding period.

The light truck market was 11% down year on year with 165 registrations in August 2015 as opposed to 186 last year.

Isuzu Trucks lead the light truck segment with 48 registrations, 10 more than the previous corresponding period, for a 29% market share.

Second on the chart, **Mercedes-Benz** also increased its year-on-year registrations by 4 vehicles to a total of 40, and a 24% market share.

Fiat saw 24 registrations in August 2015, followed by **Hino** and **Fuso** on 22 each.

In the light commercial market, **Ford** saw a 28% increase in year on year registrations with 813 units and a 23% market share. **Toyota** was second in August with 791 units registered followed by **Holden** with 295 and **Isuzu Ute** with 269 registrations.

Year to date **Toyota** leads the new light commercial market with 5438 registrations, followed by **Ford** on 4882, and **Holden** on 2515.



NEW BUSES OVER 3500KG AUG 2015

MAKE	AUG '15	AUG '14	% Change	% of Market	YTD '15	YTD '14
ISUZU	6	1	500.0	26.1	40	9
MITSUBISHI FUSO	6	8	-25.0	26.1	42	43
MAN	4			17.4	19	31
FACTORY BUILT	2	4	-50.0	8.7	25	20
FORD	2			8.7	2	
OTHER	3	5	-40.0	13.0	77	129
TOTAL	23	18	27.8	100.0	205	232

NEW LIGHT COMMERCIAL MAKES UNDER 3500KG AUG 2015

MAKE	AUG '15	AUG '14	% Change	% of Market	YTD '15	YTD '14
FORD	813	636	27.8	23.6	4882	4328
TOYOTA	791	688	15.0	23.0	5438	5701
HOLDEN	295	273	8.1	8.6	2515	2086
ISUZU	269	176	52.8	7.8	1911	1419
NISSAN	185	107	72.9	5.4	2308	1826
MITSUBISHI	177	194	-8.8	5.1	1612	1600
VOLKSWAGEN	108	133	-18.8	3.1	948	880
MERCEDES-BENZ	100	79	26.6	2.9	406	393
MAZDA	95	143	-33.6	2.8	961	1056
HINO	67	66	1.5	1.9	433	478
OTHER	541	611	-11.5	15.7	4394	4468
TOTAL	3441	3106	10.8	100.0	25808	24235

NEW TRUCK MAKES ALL WEIGHTS OVER 3500KG AUG 2015

MAKE	AUG '15	AUG '14	% Change	% of Market	YTD '15	YTD '14
ISUZU	119	96	24.0	30.2	710	584
HINO	67	66	1.5	17.0	433	478
MITSUBISHI FUSO	60	77	-22.1	15.2	408	428
MERCEDES-BENZ	55	52	5.8	14.0	213	230
FIAT	24	25	-4.0	6.1	137	112
DAF	23	12	91.7	5.8	138	135
UD TRUCKS	21	23	-8.7	5.3	172	162
KENWORTH	17	15	13.3	4.3	127	100
SCANIA	15	23	-34.8	3.8	146	123
VOLVO	15	12	25.0	3.8	182	186
OTHER	53	141	-62.4	13.5	547	724
TOTAL	469	542	-13.5	100.0	3213	3262

Vehicle Inspection NZ

Vehicle Inspection Specialists

• Warrant of Fitness • Certificate of Fitness • Certification • Road User Charges
• Registration & Relicencing • Drivers Licences • Vehicle Information
• Vehicle Appraisal & Change of Ownership • Exhaust Emission Testing

TALK TO THE TEAM YOU CAN TRUST: 0800 GO VINZ (0800 468 469) / email: info@vinz.co.nz / www.vinz.co.nz

Used imports up 7%

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

UDC
New Zealand's Finance Company

Used import commercial registrations totalled 136 units in August 2015 up 7% on the previous corresponding period number of 127.

Toyota led the market on 31 registrations, followed by **Isuzu** on 30, **Hino** on 18, and **Nissan** on 12.

Year-to-date **Toyota** leads the used import commercial market on 321 registrations, followed by **Isuzu** on 215, **Hino** on 164, **Mitsubishi** on 141, **Nissan** on 96, and **Mazda** on 28.

Used imported commercials number 1145 registrations year-to-date, a significant increase on the previous corresponding period which saw 925 registrations.

In used imported light trucks **Toyota** remains the market leader with 30 registrations in August, followed by **Isuzu** on 27, **Hino** on 15, and **Nissan** on 12. **Mazda** took 7 registrations in this category followed by **Fiat** with 2.

Year-to-date **Toyota** has 313 used imported light truck registrations, up from 215 in the previous corresponding period. **Isuzu** has remained steady with 197 registrations year to date, as opposed to 190 in the previous corresponding period, and **Hino** is well up, with 129 registrations as opposed to 64 at the same time last year.

Nissan sits on exactly the same amount of used light truck registrations this year being 87.

Used imported medium trucks have seen the smallest amount of registrations in August and year to date, even though the numbers are marginally better than last year.

Some 8 used imported medium trucks were registered in August as opposed to 7 in the previous corresponding period, and year to date 73 used medium trucks have been registered as opposed to 71 at the same time last year.

Hino, **Isuzu**, and **Volvo**, saw 2 registrations each in this category.

Used imported heavy trucks has seen growth for the month and for the year to date. In August there were 17 used imported heavy truck registrations as opposed to 6 in the previous corresponding period. Year to date has seen 84 used imported heavy truck registrations as opposed to 63 in the previous corresponding period.

Kenworth and **Western Star** saw 4 registrations each in this category, **Iveco** followed with 2, and **DAF** and **Grove** had one registration a piece.

Used imported light commercials has enjoyed the biggest growth in numbers registered this year.

There were 735 used imported light commercial registrations in August 2015 as opposed to 667 in the previous corresponding period, an increase of just over 10%.

USED HEAVY TRUCKS OVER 23,001KG AUG 2015

MAKE	AUG '15	AUG '14	% Change	% of Market	YTD '15	YTD '14
KENWORTH	4			23.5	30	4
WESTERN STAR	4			23.5	6	
IVECO	2			11.8	4	3
DAF	1			5.9	3	1
GROVE	1			5.9	2	1
OTHER	5	6	-16.7	29.4	39	54
TOTAL	17	6	183.3	100.0	84	63

USED MEDIUM TRUCKS 9001-23,000KG AUG 2015

MAKE	AUG '15	AUG '14	% Change	% of Market	YTD '15	YTD '14
HINO	2	1	100.0	25.0	29	10
ISUZU	2	3	-33.3	25.0	13	12
VOLVO	2			25.0	4	4
OTHER	2	3	-33.3	25.0	27	45
TOTAL	8	7	14.3	100.0	73	71

USED LIGHT TRUCKS 3500-9000KG AUG 2015

MAKE	AUG '15	AUG '14	% Change	% of Market	YTD '15	YTD '14
TOYOTA	30	34	-11.8	29.1	313	215
ISUZU	27	28	-3.6	26.2	197	190
HINO	15	6	150.0	14.6	129	64
NISSAN	12	10	20.0	11.7	87	87
MAZDA	7	4	75.0	6.8	28	18
MITSUBISHI	4	11	-63.6	3.9	124	63
FIAT	2	3	-33.3	1.9	12	18
OTHER	6	8	-25.0	5.8	55	66
TOTAL	103	104	-1.0	100.0	945	721

USED BUSES OVER 3500KG AUG 2015

MAKE	AUG '15	AUG '14	% Change	% of Market	YTD '15	YTD '14
MAN	2	2	0.0	25.0	9	11
MITSUBISHI	2	1	100.0	25.0	8	17
FACTORY BUILT	1			12.5	9	
FORD	1	1	0.0	12.5	2	11
OTHER	2	6	-66.7	25.0	15	31
TOTAL	8	10	-20.0	100.0	43	70

Your first choice in truck & equipment finance

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

UDC Finance Limited lending criteria applies.

UDC
New Zealand's Finance Company

D-Max aims for top three position

Vinz
Vehicle Inspection NZ

At the August media launch of the 4x2 double cab Isuzu D-Max LS-T, the local distributor says its aim is to become the third best-selling pick-up in New Zealand.

The D-Max has beaten the Mazda BT-50 each month this year, and in the last six months it has twice beaten the Mitsubishi Triton for registration numbers as well.

Isuzu Ute NZ general manager Murray Greenhalgh says the company has aspirations for D-Max to overtake Triton in overall sales and become number three on the charts.

"Our market share in other countries tells us this achievement is do-able," says Greenhalgh.

"We've knocked the Mazda BT-50 off already, and now we want to beat Mitsubishi Triton," he says.



At the end of July, Isuzu Ute has 1140 units registered, and it is more than 40% ahead of last year's figures.

The brand's sales grew by 58% in 2014, and existing customers are driving the more than 30% sales growth for 2015 says the distributor.

Greenhalgh says the National Fieldays in June saw 100 people walk into the Isuzu Ute stand and sign agreements there and then.

Despite the lower dairy payout forecast, this was an even better result for the Isuzu Ute brand than the 78 units retailed at the event in 2014.

The distributor has ordered 300 units of its new high

Continued on page 27

USED TRUCK MAKES ALL WEIGHTS OVER 3500KG AUG 2015

MAKE	AUG '15	AUG '14	% Change	% of Market	YTD '15	YTD '14
TOYOTA	31	35	-11.4	22.8	321	225
ISUZU	30	33	-9.1	22.1	215	210
HINO	18	12	50.0	13.2	164	95
NISSAN	12	10	20.0	8.8	96	96
MAZDA	7	4	75.0	5.1	28	18
MITSUBISHI	7	12	-41.7	5.1	141	84
KENWORTH	4	0		2.9	30	4
WESTERN STAR	4	0		2.9	6	0
MAN	3	2	50.0	2.2	10	24
MERCEDES-BENZ	3	1	200.0	2.2	9	13
OTHER	17	18	-5.6	12.5	125	156
TOTAL	136	127	7.1	100.0	1145	925

USED LIGHT COMMERCIAL MAKES UNDER 3500KG AUG 2015

MAKE	AUG '15	AUG '14	% Change	% of Market	YTD '15	YTD '14
TOYOTA	30	34	-11.8	29.1	313	215
ISUZU	27	28	-3.6	26.2	197	190
HINO	15	6	150.0	14.6	129	64
NISSAN	12	10	20.0	11.7	87	87
MAZDA	7	4	75.0	6.8	28	18
MITSUBISHI	4	11	-63.6	3.9	124	63
FIAT	2	3	-33.3	1.9	12	18
OTHER	6	8	-25.0	5.8	55	66
TOTAL	103	104	-1.0	100.0	945	721

NEW TRACTOR REGISTRATIONS AUG 2015

MAKE	AUG '15	AUG '14	% Change	% of Market	YTD '15	YTD '14
JOHN DEERE	90	89	1.1	41.1	397	479
NEW HOLLAND	24	16	50.0	11.0	153	161
MASSEY FERGUSON	16	16	0.0	7.3	102	96
KUBOTA	13	15	-13.3	5.9	87	80
TRACTOR	12	20	-40.0	5.5	73	67
CASE IH	11	11	0.0	5.0	73	101
FENDT	11	7	57.1	5.0	28	43
CASE	10	7	42.9	4.6	55	38
CLAAS	9	11	-18.2	4.1	48	51
DEUTZ-FAHR	7	8	-12.5	3.2	60	75
OTHER	16	11	45.5	7.3	77	80
TOTAL	219	211	3.8	100.0	1153	1271

USED TRACTOR REGISTRATIONS AUG 2015

MAKE	AUG '15	AUG '14	% Change	% of Market	YTD '15	YTD '14
JOHN DEERE	11	7	57.1	22.9	77	92
NEW HOLLAND	10	7	42.9	20.8	51	50
SAME	5			10.4	21	16
FORD	4	6	-33.3	8.3	24	26
CASE	3	2	50.0	6.3	34	25
INTERNATIONAL	3	1	200.0	6.3	24	14
MASSEY FERGUSON	2	5	-60.0	4.2	103	87
OTHER	10	23	-56.5	20.8	186	188
TOTAL	48	51	-5.9	100.0	520	498

Vinz
Vehicle Inspection NZ

Vehicle Inspection Specialists

• Warrant of Fitness • Certificate of Fitness • Certification • Road User Charges
• Registration & Relicencing • Drivers Licences • Vehicle Information
• Vehicle Appraisal & Change of Ownership • Exhaust Emission Testing

TALK TO THE TEAM YOU CAN TRUST: 0800 GO VINZ (0800 468 469) / email: info@vinz.co.nz / www.vinz.co.nz

D-Max aims for top three position

Continued from page 26

specification 4×2 D-Max LS-T, because it believes the success of the Ford Ranger XLT 4×2 model in the market means there is room for a competitor.

It took a year of negotiation with the factory to create the LS-T 4×2, but Greenhalgh is confident it will sell in good numbers, given the current appetite in the market for higher specification utes.

"Globally we are still the only country to market this variant, it's not even offered in Australia which is a much bigger market than ours," says Greenhalgh.

"The LS-T 4×4 double cab automatic is the second largest selling model in our 4×4 range, which initially surprised us," he says. "But this is certainly where the market is growing."

Greenhalgh says the market perception that the D-Max and Colorado are the same could not be further from the truth.

He says the two brands build cars in different Thai factories; the D-Max has a completely different engine, transmission, and suspension set up to the GM-built Colorado.

Thanks to the sponsorship of the television series *'The Crowd Goes Wild'* the D-Max has become more of a household name in New Zealand says the distributor.

"They've been great for us; we think the sponsorship has been worthwhile," says Greenhalgh.

Greenhalgh also says that sales in the rural sector are stronger for the brand than metro markets.

"Northland is strong, as are Central Districts, Wairarapa is off the scale, Timaru is good, and Invercargill is great," he says.

Winger Motors in Auckland are the top selling D-Max dealer overall, followed by Sylvester Isuzu in Christchurch. Greenhalgh says metro markets like the high tow-rating offered by the D-Max.

"We are also beginning to leap on to the radar of larger fleet buyers such as Leighton Contractors and Northpower, whose staff like the size and capability of our product," says Greenhalgh.

He says the reliability of the D-Max underpins its growing success, but jokes that it is not good for the parts warehouse.

"Our top selling spare parts are filtration products and our second top selling items are replacement panels to collision repairers,"he says.

The top selling D-Max colour is white, followed by black, silver, brown and blue, but Greenhalgh says that Venetian red also has a following that surprised him.



IVECO

Truck Sales Professional

Job Reference - 2348

- Secure a targeted $200,000 income per annum, 5 days a week
- Be part of the new team operating under fresh management achieving renewed growth
- A fresh and vitalised opportunity that differs from the norm

About the Company

Iveco New Zealand is now under new management and already moving forward. Plans for a brand new Manukau facility, increased exposure, and the pursuit of increased market share have all paved the way to appoint an additional Truck Sales Professional.

The Role

The Truck Sales Professional is responsible for developing, maintaining, and expanding relationships with prospective and established customers by servicing existing business relationships and developing new business opportunities in order to achieve business goals and sales objectives.
The position carries responsibility to deliver / exceed budget objectives in terms of sales and pricing and product / service mix whilst ensuring compliance with internal strategies, goals, policies, and procedures.

Other duties include but are not limited to:

- Develop a comprehensive customer base in the area by making regular and reliable visits to transport operators
- Implement and achieve approved sales plan meeting targets of unit and dollar volumes and gross profit
- Increase market penetration by aggressively identifying and developing business opportunities with customers and dealers for current and future products
- Analyse and interpret market information regarding competitor product specifications, features, pricing, and availability
- Provide updates to the General Manager against KPI's and all relevant aspects of your performance, opportunities, and lost sales
- Provide fit-up sheets detailing work required and suppliers who will undertake the work and the expected delivery time to the customer
- Effectively deliver sales promotional information and product training
- Satisfy customer orders in terms of specifications and delivery dates whilst minimising inventory by inputting accurate weekly order forecasts
- Ensure after sales concerns of customers are promptly resolved
- Manage used truck flow to limit stock age

The skills sought:

Ideally you will already be a skilled and experienced Truck Sales Professional. You could also be employed in the retail heavy commercial vehicle sector or transport sector and recognise that you have the sales skills needed. Applications would also be accepted from those with allied sales skills seeking to move into this lucrative sector of industry. We will accept regional, national, and international applications.

Significant rewards

This role should not be overlooked. Remuneration exceeds industry norms and evidence exists that the income could exceed $200,000, assuming performance mirrors targeted performance expectations. The role is primarily 5 days a week with some exceptions including travel to Australia. Other benefits are also included in the remuneration package such as a company car, phone etc.

How to Apply:

The closing date for applications is Sunday the 13th of September 2015, at which time all applications will be processed.
If reading online, click the APPLY NOW section and submit your application online.
Applications can also be made by visiting www.automotive-employment.co.nz. Use the quick search function and type in the words "Truck Sales Professional.". Once you upload your resume, this process guarantees that your application will be viewed by Iveco NZ.
For general information, phone Daryl Feast or Ken King during NZ business hours: Freephone 0800 67 57 47 from landline and mobile. The International landline is +64 9 271 3200.



EROAD ★ RUC Star
Regal

EROAD fleet tracking is fantastic but where we're increasingly seeing benefits is in reporting. It's even more important than real-time information because it's giving us a history of everything from mileage, event logs and RUC, to fuel efficiency and maintenance. With servicing, for example, it's starting to build a picture that helps us make decisions about vehicle replacement, based on factors like fuel economy and repair costs.

It's creating more and more information that's really beneficial to our fleet.

Glenn Coughlan
National Operations Manager
Crown Relocations

www.eroad.co.nz
Ph 0800 4 EROAD

RUC STAR:
Crown Relocations

INDUSTRY:
Courier & Delivery

PRODUCT:
EZfuel, Service module, fleet tracking, AutoRUC

