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Keith Andrews brings Fuso to Hamilton

New Fuso dealership in Hamilton

New Zealand's largest Fuso dealer has opened a new branch in Hamilton.

Keith Andrews Trucks' purpose-built Te Rapa dealership is fully equipped for heavy commercial sales, parts supply and service.

It is the fourth Fuso-focused dealership in Keith Andrews' upper North Island network and the first of its kind in Hamilton.

Managing director **Keith Andrews** says the need for a dedicated Fuso sales and service dealer in the Waikato region has increased rapidly.

"It's no secret that Hamilton has seen significant growth over the past four to five years, along with an equally large increase in transport operations.

"As a result, our Fuso customer base across the region has grown to the point that specialist support is required to ensure that customers' experiences meet the high expectations of Fuso New Zealand."

The new facility has five service bays manned by Fuso-trained technicians, supported by proprietary diagnostic tools and Fuso New Zealand technical experts.

"Customers should have an expectation that when they bring their Fuso to us, they will receive the best possible support for their vehicle whatever its age," Andrews says.

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Council looks to sell stake in port

A New Zealand stock exchange listing is being proposed for Napier Port.

That's just one of the options being considered by Hawke's Bay Regional Council as it announced plans to sell a stake in the port.

Cargo volumes at the facility, which is wholly owned by the council, are set to increase by about 50% over the next 10 years.

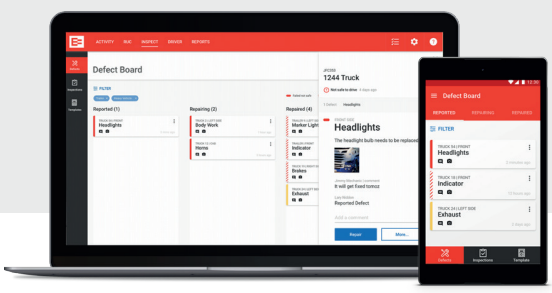


Around $275 million of investment is needed for the port to keep up with the future demand and growth.

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Doeg moves from trucks to cars

The similarities between commercial and passenger vehicle sales are much closer than many in the automotive industry think.

Just ask **Michael Doeg**, who has recently moved within the Sime Darby Group from general manager at Hino Truck Distributors to group retail general manager for its Auckland passenger car dealerships.



Those dealerships include Continental Cars in Newmarket and Takapuna (BMW) and City Nissan in Takapuna.

"Everybody tells you commercial and passenger are so different.

"Some things are different but some are very much the same across both environments," Doeg says.

One of the biggest differences is the company acts as distributor and retailer in commercial, while in passenger it just owns the dealerships.

However, Doeg says the fundamentals of operating the two businesses are the same.

"We sell vehicles, parts and labour in both businesses.

"It's important to make sure customer satisfaction rates are high.

"At the end of the day it's not a complex business but it's not an easy business either."

Most of Doeg's experience has been in passenger vehicles with various roles at GM Holden before he became sales and marketing manager at Isuzu for GM and then moved to Sime Darby as general manager of Hino.

Doeg says he "loved" his time as general manager at Hino.

"There's a great bunch of people in the commercial business and long-standing relationships with customers that span decades.

"One thing working at Hino did do was solidify my belief that good processes will underpin any business from a volume and profitability perspective."

Although the aim was to sell as many trucks as possible and make a fair margin, Doeg says there were significant changes to the landscape between 2016 and 2017.

"There's been a significant market share increase for Fuso. At Hino we're happy with our volume and profitability for 2017."

New Zealand has a fairly small market for trucks by global standards and nearly every player has a presence.

"Hino Japan is very aware of that and spent a lot of time in New Zealand with us."

Doeg says the role at Hino is a lot more hands-on than roles he's had previously.

"Hino on an annual basis sells about 700 trucks. You're far closer to transactions at the coalface.

"There's an emotional investment many commercial customers have in their truck fleets, although the key driver is fit-for-purpose specification."

Move to passenger sales

As for his move to the passenger side, Doeg says it was an obvious step for him to take.

"I was needed in another part of the business, which I felt I could contribute to. it was also a great career move for me while also remaining in the Sime Darby Group.

"The customers are slightly different sometimes but not all the time."

Sime Darby's mix of brands is varied, with Ferrari, BMW, Porsche, Audi, Volkswagen and Nissan dealerships spread across sites in Newmarket and Takapuna.

"It actually gives us some strength with that mix. It's always useful to have some visibility in different parts of the market.

"For someone who's always been interested in cars, to be involved in all these brands is a privilege.

"We want to make sure we represent those brands as best as possible for our customers."

Overall customer experience as the key to success, Doeg says.

"You can sell a customer a car and have a good relationship with them in sales, but if they don't back it up with aftersales and service, typically the customer is not going to come back to you.

"Service is just as important. Overall, a dealership

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

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ITS worth billions, report says

Transportation and logistics are among key New Zealand industries to benefit from a high-technology boom that could earn $1.5 billion a year, a BusinessNZ reports says.

The recent study *Unlocking Commercial Opportunities from intelligent transport systems was commissioned by 16 public and private sector organisations.*

Among them were Airways, KiwiRail, Fulton Hogan, Foodstuffs and the NZ Transport Agency.

Intelligent Transport Systems (ITS) refers to new and emerging technologies applied to vehicles on land, in the air and at sea, and the infrastructure used to support them.

New mobile apps, telematics devices and autonomous vehicle innovations are just some of the examples referred to.

The report estimates the value of intelligent freight movements in New Zealand could be worth $576 million a year in the domestic market over the next 30 years.

Exports could reach $158m a year and a turnover opportunity for local ITS suppliers could be $446m annually.

"There is significant potential for the application of intelligent freight movements in supply chain logistics. Currently, the focus is on applying the software to better plan, optimise and adjust logistics and supply chain movements," the report says.

Transport minister **Phil Twyford** announced a new Future Technology Leadership Group made up of more than 30 groups and organisations in response to the report.



The group, announced at Auckland's T-Tech Conference in March, is tasked with developing a 10-year Land Transport Technology Roadmap.

The conference was hosted by ITS New Zealand and highlighted international and domestic trends in urban planning, smart city initiatives and transport technology and business models.

"New Zealand is seen as a world leader in ITS. This group will bring together the best domestic knowledge, as well as international expertise," Twyford says.

"The Business NZ report focused on three areas – drones, smart logistics and autonomous self-driving vehicles – and found New Zealand has a good regulatory and business environment to benefit from ITS.

"This is an exciting time for transport and technology. ITS have the potential to not only make transport more efficient, better for the environment and safer, we now know they can make a valuable contribution to New Zealand's economy."

Intelligent Transport Systems Advisory Group chairman **David Prentice** says the report is a call to action for businesses and the Government.

It shows the huge potential for developing and manufacturing intelligent transport systems in New Zealand, he says.

The report calls for greater collaboration between the Government and businesses to unlock innovation and export growth around ITS technology and services.

Data sharing, greater research and development, upskilling regulators and aligning education and skills training with future needs are also recommended.

Prentice says New Zealand is a good location for the new industry because of its growing high-tech manufacturing sector, experience in manufacturing niche component parts and reputation as a test bed for new technologies and world-class connectivity.

"We want to grow business out of providing solutions to global problems – there is growing demand worldwide to solve problems such as congestion and emissions which ITS can help address.

"ITS have the potential to significantly improve traffic flows, reduce road congestion, increase logistics productivity, lower transport emissions and improve the safety and efficiency of personal travel.

"Businesses already operating in the tech sector and new businesses looking for growth opportunities should consider the economic and social benefits to be gained from moving into this new area.

"And the business community wants to continue working with the Government to develop policies that will allow an ITS ecosystem to flourish and help business and transport system users address our local transport challenges and compete on the world stage."

Products already produced in New Zealand include GPS systems, drones, robotic port cranes, airport baggage-handling systems and wireless charging technology.

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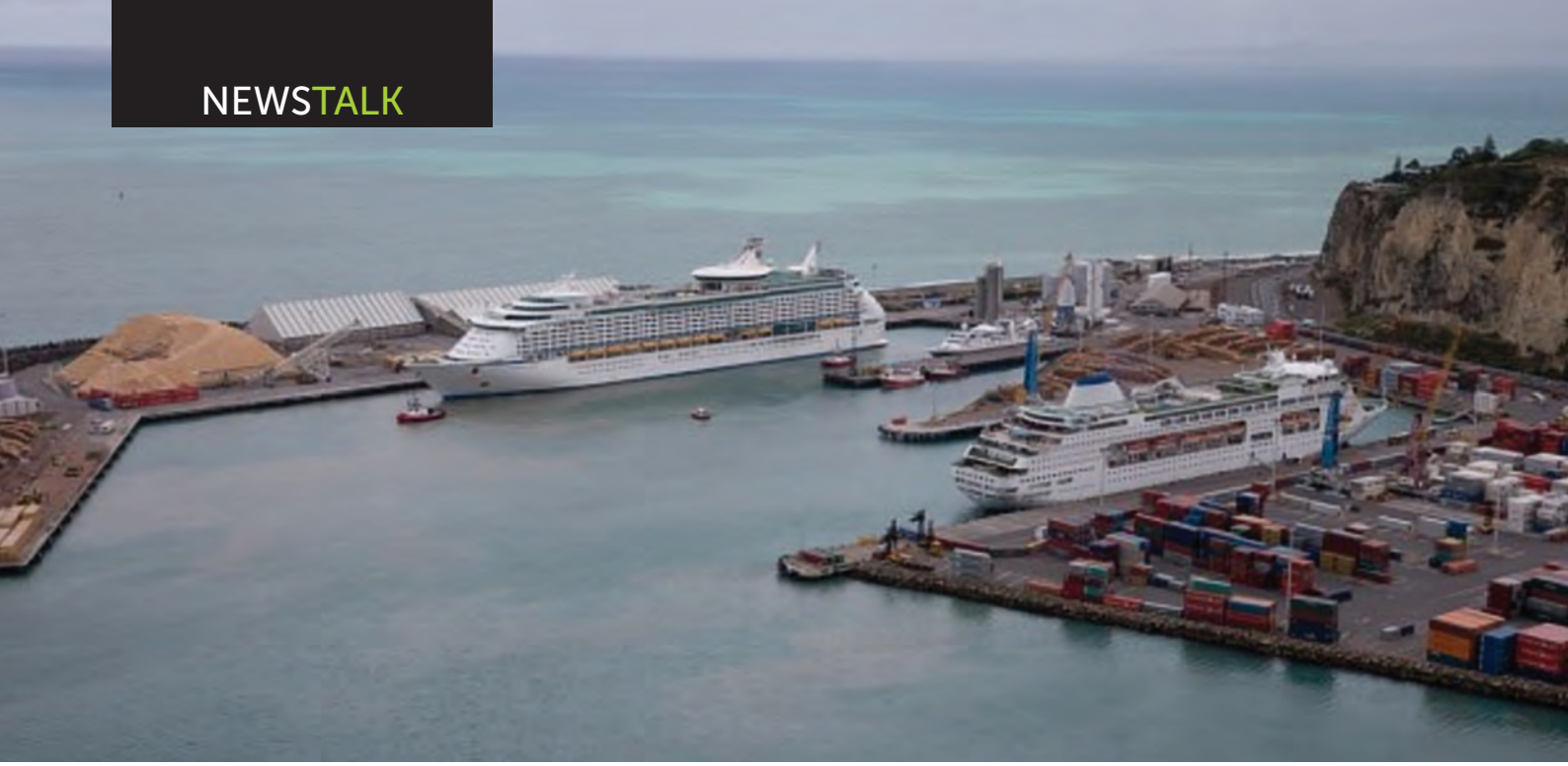
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Council looks to sell stake in port

Continued from page 1

Council chairman **Rex Graham** says the move is necessary to "avoid having all investment eggs in one basket" and the recent Canterbury and Kaikoura earthquakes have reinforced the risks.

The port now makes up more than 70% of the council's income-generating investments and concerns are being raised that ratepayers are overly exposed to one asset.

A recent report lists a partial sell-off or stock market listing as possible options.

"One of the reasons behind commissioning this report is to understand how we can support our economy by enabling the port to grow without placing undue pressure on ratepayers and port users or reducing our ability to protect and enhance our environment," Graham says.

"Similar to a KiwiSaver provider investing in just one company, we need to better protect ratepayers from both commercial and environmental events.

"As it currently stands, a natural disaster impacting Napier Port would have a significant and immediate impact on rates and reduce our ability to do the important work of the council in enhancing the Hawke's Bay environment."

The report recommends investigating the use of funds released from any changes to the port's capital structure for investment in a "future fund".

Although the initial capital released would be preserved, investment returns could offset rates and potentially provide additional funding for environmental initiatives.

"The council has low levels of debt and, as recommended in the report, we have signalled in our 10-year plan that the council will borrow sensibly to fund initiatives to clean up and protect waterways and land for future generations."

"As it currently stands, a natural disaster impacting Napier Port would have a significant and immediate impact on rates and reduce our ability to do the important work of the council in enhancing the Hawke's Bay environment."

Graham says councillors will consider the options and will consult the community before final decisions are made later in the year.

The port posted record cargo volumes in its 2017 financial year, with 4.7 million tonnes of freight crossing its wharves, up from 3.9 million tonnes in 2016.

Container volumes grew 12% to a record 288,444, resulting in a record $16.7 million net profit.

Log exports also hit a new high with 1.6 million tonnes exported through the region, a 35% increase on last year's record.





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One company leading the way is transport technology services firm ERoad, which designs and manufactures in-vehicle hardware, while also being the largest provider of road-user charging compliance solutions. It's exporting to a number of countries.

Fleet management solutions company Coretex is another which delivers services to the New Zealand market, as well as across North America and Australia. It tracks around 40,000 vehicles across the globe for more than 1200 clients.

"There is significant potential for the application of intelligent freight movements in supply chain logistics. Currently, the focus is on applying the software to better plan, optimise and adjust logistics and supply chain movements," the report says.



Transport minister Phil Twyford

Fast-moving consumer goods (FMCG) is a particular area where greater cost savings and efficiencies can be created by adopting ITS, the report says.

"Both FMCG and trucking are highly competitive industries with low profit margins and high costs. Fluctuating demands, changes to delivery and various operational constraints place further strain on the profit margin.

"This is compounded by the fact that firms may be forced to decrease prices, at a cost to themselves, if their competition reduces prices and costs.

"As such, improvements in efficiency are an important part of the competitive strategy of firms in these industries.

"Any opportunity to reduce costs and improve efficiency means that the firm can raise its competitive advantage. For this reason, FMCG companies have already been using computer algorithms to optimise their logistics supply chain.

"However, there is opportunity to further improve efficiency through the application of ITS.

"In logistics supply chains, ITS could be used to develop optimisation algorithms and establish a transportation systems model to ensure the optimum allocation of resources – specifically, ITS can be used to find the best possible route in both linehaul and distribution, in order to reduce costs.

"An extension of this includes cost-to-serve analysis, which allows logistics companies to calculate the cost of each route to make better-informed business decisions about pricing and operation.

"ITS is only in its starting stages and has thus been applied in small scale trials.

"We estimate that improvements through ITS, such as an algorithm to optimise freight movements in the supply chain, have the potential to improve freight efficiency between 7% to 10%.

"This would mean that businesses in New Zealand could increase freight volumes by the same amount without increasing costs."

Data from road freight businesses gives estimated cost savings in areas such as labour and fuel by using the logistics technology. It estimates a 9% cost savings in linehaul operations and up to 25% cost savings in distribution transport, the report says.

"Considering the size of the freight task undertaken each year, we estimate these efficiency improvements within New Zealand would be worth around $19 billion collectively over the period to 2050."



Trucking show dishes up options

Promoting the trucking industry to high school students is the task at hand for **Pete Cochrane** from truck rental and leasing business TR Group.

Cochrane was at the recent TMC Trailers Trucking Industry Show in Christchurch to talk about job options in the industry for young people gearing up to enter the workforce.

In years past, it was fairly easy to get exposure in the trucking industry, Cochrane says.

Working at transport companies during school holidays was a natural entry point for youngsters and, if you were lucky and your dad was a truckie, you got to ride with him and learn the ropes first hand.

But things are different now, he says. Health and safety rules have changed the game and the process is far more onerous than it used to be.

So how does the next generation of truck drivers get a foot in the transport industry's door?

"The opportunities aren't all gone but, regardless of the industry any of us are trying to break into, we'd all like to start closer to the top of the pile.

"Unfortunately, it's more likely that we'll end up starting somewhere further down," Cochrane says.

Questions around how long it takes to get a licence and how much it costs were the two most asked queries, he says.

Cochrane's response is that "there aren't any shortcuts when it comes to getting a licence and getting into the right driving habits from the start is vital".

He discussed the costs of training with TR Master Drive Services and gave advice to those on a budget.



TR Group's Pete Cochrane speaks to students about transport industry career options at the TMC Trailers Trucking Industry Show.

"There are companies that offer transport apprenticeships which could help new entrants break into the industry.

"There are other options, like working in a warehouse and moving from a forklift operator to a truck driver."

Discussing career growth, Cochrane pointed out that the industry offers more than just the chance to drive trucks, saying that opportunities exist in driver training, logistics management, diesel mechanics, transport lawyers, fleet management and more.

Drawing on his experience from his role at TR Group, Cochrane described how that it "has the biggest fleet in New Zealand but doesn't employ any drivers".

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Mobile truck wash cleaning up

CleanCo's Auckland-based mobile truck wash service.

A new mobile truck wash service is helping keep truck fleets sparkling clean.

CleanCo Truck Wash, which originally started from its Onehunga, Auckland site in 2010, has launched its very first mobile wash service through a partnership with Australian-based company Thor Mobile Truck Wash.

It operates in the Auckland region 24 hours a day, seven days a week.

The mobile truck wash unit is fully self-contained with high output water blasters, foaming guns and cleaning tools. It's set up to collect and treat the wastewater in a controlled environment.

CleanCo company director **Richard Vincent** says a lot of research went into the venture to make sure it would comply with New Zealand conditions and environmental best practices and now it's set to expand.

"It has only been running for a few months but the Thor system that we use has been running for 10 years and is now all over Australia with 40 units in all the major capitals.

"We had known Anthony from Thor for a number of years as he also has a large static wash in Brisbane and we went to him for advice when we started the mobile wash idea and he said, 'Let's do this together as I can give you the most advanced systems and equipment that would take you years to develop'," Vincent says.

The mobile concept is proving successful with another unit set for Wellington in a few months and more to follow.

"We have grown to be the leading wash service company in New Zealand from one lane in Onehunga to six lanes-plus," Vincent says.

"We have added another two CleanCo locations in Tauranga and Hamilton and have another two sites in the planning stages.

"We see the growth in a mixture of static and mobile units as we need to work hard to meet the demands of our loyal customer base."

The first South Island site is set to open in Christchurch early next year with a purpose-built three-lane facility.

The company is targeting an important part of the transport business which is often a requirement for many contracts – having clean trucks fleets.

Acids, bird droppings, insect and animal remains, grime and muck, road salts and other contaminants on New Zealand roads make keeping rigs clean a big task for any busy driver.

A clean truck is often a



company's best billboard and dirty trucks get stopped more often than a clean truck when at the scales for citations or violations.

Professional truck cleaning services are also becoming increasingly popular as they correctly treat and dispose of the wastewater from trucks and vehicles.

Washing vehicles on a regular site can lead to disposing of wastewater incorrectly or down a storm-water drain which can carry a severe infringement fine.

CleanCo's custom-designed wash bay channels ensure all waste flows into a pit where it is separated into a triple interceptor.

This then separates the heavy sediment in the waste so the carbon and pH levels are within council-approved standards before the wastewater is disposed of.

The interceptor is cleaned regularly and the water quality is tested by an independent party and reported on a regular basis to council officials who carry out compliance checks.

A pit crew is on board when a customer pulls a truck into the wash bay and carry out the task much like a race-car pit stop.

Every employee has an assigned position and specific tasks that must be performed, and any specific requests from the driver during the wash are also carried out.

On average, the crews can wash a complete curtainsider, eight-axle truck and trailer unit in less than 20 minutes. A really dirty truck might take a bit longer.

First truck conversion workshop opens

Waste Management NZ has opened the country's first workshop dedicated to converting diesel trucks into electric vehicles.

The company plans to convert 20 trucks in its national fleet in the next two years.

The first conversion is almost complete and the truck will be used to collect waste from Auckland Hospital.

The workshop, based at the company's head office in Mt Wellington, is also open to other companies looking to transform their vehicles into EVs.

There has been a lot of interest and enquiry from large fleet operators and Waste Management is now in discussions with several.

The workshop is being run by a small team of EV and mechanical engineers.

The team completed a training programme with Dutch bus and truck electric mobility company EMOSS.

The cost of conversion depends on a number of variables and is not available because of commercial sensitivity.

The first conversion took around a month but the work time is expected to reduce as more vehicles go through the process.

Waste Management managing director **Tom Nickels** says he's delighted to open the workshop in what is a major step forward for the company and electric vehicles in New Zealand.

"Our investment in the EV workshop will create a knowledge centre for EV conversion in New Zealand and will help us move towards our long-term goal of a fleet of fully electric vehicles.

"Our conversion partner EMOSS in the Netherlands has provided the kitsets and knowledge for our team to start completing conversions here in Auckland.

"We are also looking forward to helping other New Zealand businesses convert their fleets for a more sustainable future."

The Government's Low Emission Vehicles Contestable Fund, administered by Energy Efficiency and Conservation Authority, contributed $500,000 in 2017 to help build the workshop and convert the first two trucks as part of its commitment to EV development.



From left: Energy Efficiency and Conservation Authority chief executive Andrew Caseley, Maungakiekie MP Denise Lee and Waste Management managing director Tom Nickels.

Waste Management announced its move towards a fleet of electric vehicles in September 2016 as part of its sustainability commitment.

Since then the company has launched the Southern Hemisphere's first sideloader electric truck for residential wheelie bin waste collections, which has started work on Christchurch streets.

Another sideloader electric truck will soon be operating in Auckland in addition to the electric box body truck which started work in the city in November 2016.

Waste Management has also added more than 20 electric cars to its light fleet during this time.

"Our move towards electric vehicles reflects our place in a circular economy, where our vehicles can be powered by waste," Nickels says.

"Through our modern, sustainable landfill and energy parks we generate renewable electricity from the gas we capture from the decomposition of waste that we collect."

Up to 95% of gas emissions are captured through this process, putting enough power back into the national grid to power more than 18,000 homes nationally.





Kiwi apprentice is top Cat

Gough Cat's **Marty Turek** has won the Caterpillar Top Apprentice of the Year award after competing against the best from around the world.

Turek, working from Gough Cat's Rotorua branch but based in Tauranga, defeated five other entrants from CAT dealers in Australia, the United States and Indonesia.

The companies represented at the competition in Melbourne were Gough Cat, William Adams and Hasting Deering (Australia), Trakindo (Indonesia) and Western States Equipment and Foley Equipment (US).

Held over three days, the competition included a 10-minute formal presentation, a knowledge assessment, including a 50-question test paper on basic mechanical knowledge, and a skills Olympics where six workstations were set up with equipment ranging from the 249D Compact Track Loader, G3606, C175, Reusability, 140M Grader and the Tier4 Interim C9.3.

"It was an extremely challenging three days," Turek says.

"Some of the machines we had to work on in the competition we do not see in our day-to-day experience. While you had to think outside the square, you also must follow the Caterpillar diagnostic process.

"Caterpillar has a very process-oriented, trouble-shooting process that you must work through when assessing machines as we did in the skills Olympics.

"Aspects such as the formal presentation certainly take you out of your comfort zone. We were presenting to a powerful group from Caterpillar, including the head of global learning - definitely not something you experience in your daily working life."



Marty Turek and Kylie Martin.

Turek's success did not come without hard work. Having won the New Zealand title of top apprentice for Gough Cat last year, the months leading up to the Melbourne contest in March were consumed with Cat learning and practical work.

"I went down to Christchurch a couple of times to the Gough Institute of Training to work on different types and aspects of Cat equipment, while I also went through my formal presentation, received feedback and made the necessary tweaks."

It was for his formal presentation "The Future of Hydraulic Systems" that Turek was awarded top marks. He was runner-up in the skills Olympics.

The 30-year-old is a relative latecomer to the MITO New Zealand heavy diesel technician apprenticeship programme.

"The first phase of my working life was in the hospitality industry, firstly in New Zealand, then overseas including London and also Valencia when it was hosting the America's Cup.

"I then spent three-and-a-half years in the army and whereas that was great general experience, I wanted to learn a specific skill.

"I did three months' work experience with Gough Cat in Wellington before taking on the apprenticeship in New Plymouth and during that training I was lucky enough to work in a range of locations including Stockton, Wellington, Masterton and Palmerston North.

"I only moved to Tauranga late last year as my partner Natalie has a job with Ballance in their head office."

For his success, Turek wins a two-week trip to Caterpillar head office in Peoria, Illinois, plus VIP tours associated with Caterpillar in the US.

Gough Group apprentice and online training advisor **Kylie Martin** says the battle to win the right to represent the company in Melbourne was intense.

"Last year Gough Cat ran a nationwide internal top apprentice competition to find the top Caterpillar apprentice in the company.

"Our top six year-4 apprentices were selected to compete in this competition and in the end a score difference of only 2% separated the first four positions, testimony to the high skill level shown by this group of young technicians.

"As the winner, we put Marty through many exercises from theory tests to reusability exercises. We are indebted to the support from Gough Cat staff in various locations who assisted in these exercises.

"In Melbourne the first competition was the formal presentation and Marty was the first speaker. His presentation was amazing and blew everyone away. I know all the other boys did not want to get up after him and present their presentation" Martin says.

"For the two-day skills Olympics each activity focused on skills that the apprentices had learned and used during their normal daily activities. These were difficult and it is a credit to Marty and his training that he achieved such high marks in this section."

*For more information, contact Kylie Martin on 021 923 194 or at kylie.martin@goughgroup.co.nz.



Tier4 Interim C9.3



249D Compact Track Loader

Tomoana launches $1.7m bridge building truck

Major North Island infrastructure projects are being carried out with the help of a specially designed $1.7 million truck-and-trailer unit.

Hastings-based logistics company Tomoana Warehousing recently purchased the Mercedes-Benz Actros to work alongside the Eastbridge bridge building company.

Transmission Gully, Hamilton and Huntly bypasses and the Puhoi-to-Warkworth Motorway are just some of the NZ Transport Agency projects the firms have collaborated on.

The new truck is largely used for transporting steel structures, girders and bridge beams.

It was factory converted from a regular German-manufactured Actros to an Actros 4165 SLT at the Mercedes-Benz Custom Tailored Trucks plant in Molsheim, France.

That's where heavier duty chassis, suspensions, auxiliary gearboxes, extra axles, strengthened tow connections and other components are fitted.

It was then supplied by South Auckland-based Mercedes-Benz and Freightliner dealer Truck and Trailers.

Tomoana Warehousing managing director **Stewart Taylor** says the 55-tonne truck-and-trailer combination was specially designed to increase capability and to "be the prime mover for heavy loads" with the ability to haul up to 250 tonnes.

A larger truck was needed to meet the increasing demands and dimensions for bridge construction.

"The trailer is modular and can be run as a 3-line, 5-line or 7-line, with ramps or without, and finally as two trailers with bolsters, with a 3-line front and 4-line rear for long loads.

"Ultimately, we have selected an incredibly versatile tractor unit with gross weight and traction beyond what we require at present, to allow for the future possibilities of towing, or pushing, different combinations," Taylor says.

Along with its 250 tonne gross combination mass, the 650hp truck consists of a state-of-the-art 56-wheel trailer.

Its wheels can steer independently, either controlled automatically by sensors to follow the truck or can be manually over-ridden to avoid obstacles.

Its ability to climb hills without wheel spin is helped by 8x8 and often means no other auxiliary trucks or machines are required to climb steep inclines alongside it.

The suspension allows for 650mm of axle travel so the combination can operate through a wide range of terrain, both on and off-highway, giving the trailer the versatility Tomoana needs to deliver multiple payload solutions.



Photo credit: Alphapix

The front three rows of eight are separated from the rear four rows of eight of the trailer when carting steel bridge beams.

The trailer's modular design allows beams to be carried at an overall lower travel height than a conventional dolly (jinker) at the rear.

The modular system's rear unit is able to drop its deck height to as low as 900mm. That allows larger height beams to be carried with greater stability while adhering to New Zealand's heavy haulage regulations.

The beam is placed across the two parts of the modular trailer to enable more than 55 metres long bridge beams to be transported.

The unique TRT-designed steering system enables all axles to be steered independently, allowing for the steering geometry to be easily altered and the huge truck to manoeuvre and spread the weight evenly across the axles.

It was designed to make negotiating typical New Zealand hairpin corners easier, saving time on the job.

Tomoana Warehousing is a leading transport and third party logistics provider to importers, exporters and manufacturers throughout the country. It has 15,000 square metres of warehouse and factory space and a modern fleet of trucks of more than 65 trucks.

The company held an official launch for the new heavy haulage unit on March 22.

NZ Bus bags $14.8m contract

Infratil-owned NZ Bus has been awarded a new $14.8 million contract for services in the western Bay of Plenty.

The Bay of Plenty Regional Council announced the deal which will replace current contracts worth around $12.8m held by Go Bus, Reesby Rotorua Ltd, Bethlehem Coachlines and Uzabus, which expire in December.

The new Bayhopper network will feature redesigned routes, new interchanges, extended operating hours and more frequent services with a fleet of low-emission vehicles, including five state-of-the-art electric buses.

All buses will have bike racks and customers will have access to real-time journey information and bus tracking.

The council's public transport committee chairman **Lyall Thurston** says the tender process for the nine-year contract was highly competitive and the deal will enhance public transport in Tauranga.

"All of the proposals were strong and the council acknowledges the time and effort put into them.

"Ultimately, NZ Bus presented the best combination of price and quality for Tauranga ratepayers. The procurement team were particularly taken with the increased driver pay offered by NZ Bus.

"The enhanced bus network ... represents a landmark date in the Tauranga transport space but we won't be complacent and it's important we continue to work with staff and our partners



at Tauranga City Council, Western Bay District Council and New Zealand Transport Agency to seek further improvements, including bus priority measures and adapting to any advancements in technology," Thurston says.

The public transport contract is funded from fares from passengers using the service, by the NZ Transport Agency through the National Land Transport Fund, and by the council through rates.

Details of the new network, including specific routes and timetable information, will be released later in the year and schools will receive information relating to school bus routes near the end of term two.

NZ Bus is the country's largest public transport provider and also holds contracts with Auckland Transport and Greater Wellington Regional Council.

Last year, the company lost many of its contacts in the Wellington region to Masterton-based Tranzit Group.

By 2019, NZ Bus is expected to own and operate a fleet of more than 700 buses from 12 depots and employ approximately 1400 people.

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Keith Andrews brings Fuso to Hamilton

Continued from page 1

"As specialists, we can ensure that all necessary repairs are made with as little downtime as possible."

The 17-strong team is headed by branch manager **Shaun Croswell**, who's moved from Keith Andrews Manukau to establish the business.

"This is a really exciting role ... Keith Andrews is a proven and respected brand in commercial vehicles and I look forward to building on that throughout Waikato," Croswell says.

"One of my first actions has been to meet with our existing customers and find out how we can best deliver to their needs and expectations.

"I received some really valuable feedback that will help guide my priorities over the next few months.

"Our doors have been open for a few weeks now and while we specialise in Fuso, we've been servicing a range of makes and models.

"There seems to be a real interest in a new commercial service outlet in Hamilton and as word spreads we're getting busier and busier."

As well as truck sales and service, the Hamilton branch has 1500 genuine Fuso parts available off the shelf and access to more than 9000 more only two hours away at Fuso New Zealand's warehouse near Auckland Airport.

"We're really looking forward to delivering a better level of service to the region," Croswell says.

"It has had good service for the past decade but it's time for us to take it to the next level."



The purpose-built facility is equipped for commercial sales, parts supply and service.

New Enduro launched

Fuso New Zealand released its new Enduro range in March.

It consists of nine different models with prices ranging from $44,850 to $119,850 across 4x2, 6x2, 6x4 and 8x4 configurations.

The Enduro range complements Fuso's premium Canter, Fighter and HD models and allows more operators to get into a new Fuso.



Fuso NZ managing director Kurtis Andrews

Fuso NZ managing director **Kurtis Andrews** says Enduro is filling the gaps in the company's existing line-up and is targeting new customers.

"Dealers received good enquiry on Enduro at the three launch events we held around the country.

"We spoke to a lot of farmers and contractors who would normally shop in the second-hand market but are compelled by a new truck with a three-year warranty and Fuso NZ backing. Sales leads have been strong off the back of this.

"Our evaluation process showed that these units are well-suited to demanding short and medium-haul applications and businesses where a truck is required but where transport is not the core focus, such as excavation contracting, scaffolders and [traffic management].

"The range will also appeal to operators who might usually purchase second-hand trucks but be attracted by the benefits of a brand-new truck and the protection of a 36-month manufacturer warranty – all for a relatively comparable price," Andrews says.

With GVM figures of nine to 40 tonnes, Enduro sits across the middleweight spectrum.

The smaller FA and FI models feature a proven Canter drivetrain on a Fighter chassis, while the FJ, FO and FZ models have a Mercedes-Benz Axor drivetrain and chassis at their core.

Two factory-built tipper units (the 4x2 FI1217 and 6x4 FJ2528) can be put to work straight off the yard and the entire range features an easy-clean vinyl interior.

Every Enduro has full air brakes, ABS, central locking, radio with USB and auxiliary inputs, and a spring-park brake on the rear axle as standard. All models have 15,000km service intervals.

Fuso NZ stocks 2000 Enduro parts lines as well as a range of high-quality accessories such as weathershields, headlight covers, air deflectors, stone guards and floor mats.

Tested on NZ roads

The trucks are manufactured at Daimler's state-of-the-art manufacturing facility in Chennai, India.

Fuso NZ conducted a six-month evaluation on the trucks with a number of Kiwi operators to ensure they were up to New Zealand's road standards.

"We acted on our customers' feedback to ensure these units are up to the job," Kurtis Andrews says.

"It was a robust process, which has validated our confidence in these trucks."

Tauranga-based Taylor Bros Transport Ltd put an 8x4 FO3128 through its paces, carting bulk materials to construction sites around the region.

Managing director **Andrew Taylor** said he wasn't sure what to expect but was "absolutely blown away" by what he saw.

"I thought, 'we've got to have one of these'. It's very stable on the road and rides through corners well. The cab layout is comfortable and functional, and the upright seat gives you a good view of the road.

"It's got all the basics and that's what you want for a working man's truck."

The Enduro range was on show at regional events, including the Northland Field Days, the Christchurch Trucking Industry Show, Central Districts Field Days, and at dealerships around the country.

Its next public appearance will be at the National Fieldays in June.

Fuel tax under fire from transport leaders

Transport industry leaders have raised concerns over the Government's national fuel tax proposal.

Rapid rail and road safety initiatives have been prioritised by the Government at the expense of state highway upgrades in its draft 10-year transport plan.

It says the changes could be paid for by a new national fuel tax of between nine and 12 cents a litre.

That would hit Auckland motorists on top of a regional fuel tax, potentially jacking up petrol prices by 20 cents a litre in the city.

The changes will be made to the $4 billion a year National Land Transport Fund (NTLF), which is administered by the New Zealand Transport Agency.

Transport minister **Phil Twyford** says the draft plan has a focus on safety, access to a wider range of transport options, the environment and value for money.

The Government is now seeking feedback on the proposal from local government, the transport sector and community groups.

"The previous government did not spend enough on road safety and instead wasted funds on a few low-value motorway projects," Twyford says.

"This has created an imbalance in what is funded, with a few roads benefitting at the expense of other areas.

"This new approach requires a shift in transport investment. We are proposing increases to most activity classes, with specific focus on regional roading improvements, state highway maintenance and public transport, along with new investment in rapid transit and rail.

"This will help us create a resilient, efficient, safe and responsible transport system."

Associate transport minister **Julie Anne Genter** says investing in safety improvements such as median barriers, intersection upgrades and rumble strips will make the roads safer and save lives.

"To create healthy, liveable cities we need to make it safe and easy for people to walk and cycle those short trips to school, work and around town," she says.

"That's why we're proposing a significant boost in safe, walking and cycling infrastructure.

"Better public transport and safe cycling infrastructure will also help to reduce traffic and make life easier for people driving."

Road Transport Forum chief executive **Ken Shirley** has slammed the draft 10-year transport policy as a "politicisation" of the NTLF.

"The NTLF was set up to be administered by an NZ Transport Agency board independent of politicians and pork barrel politics, and for 20 years it operated relatively free of such political interference," Shirley says.

"Unfortunately, the new draft government policy statement (GPS) starkly illustrates that those days are well and truly over.

"The GPS has a significant bearing on the administration and expenditure of the NLTF by determining the priorities for the programmes and projects undertake under the fund.

"The draft document, while heralding the importance of modal neutrality, destroys that objective by the cross-subsidisation of road user taxes to fund highly questionable rail and coastal shipping activities that make no contribution to the fund.


Ken Shirley


David Aitken


Phil Twyford


Julie Anne Genter

"The increased focus on safety is strongly supported but all evidence indicates that upgrades to the road infrastructure deliver the best safety results.

"Unfortunately, many of the upgrades in the pipeline will be cancelled or delayed by this new GPS framework which provides for an 11% cut in state highway improvements."

Despite its concerns with the draft GPS, Shirley says the forum looks forward to engaging with the Government on it and "making sure that the road users who pay into the NLTF get the best possible outcome for their money and funds are not diverted to pet political projects of dubious worth".

Freightways chief executive **Mark Troughear** also chipped in on the debate and told *Stuff.co.nz* the new national fuel tax would lead to higher costs being passed on to customers.

The company, which owns New Zealand Couriers, Post Haste Couriers and Now Couriers, uses a pricing mechanism that automatically passes on extra costs in fuel, Troughear says.

"They are going to pay a little bit more for every package that they send. I do not think they look at us like the bad guy for it. We are sort of the messenger - don't shoot the messenger."

National Road Carriers Association chief executive **David Aitken** says those in the transport industry might "be prepared to pay an extra tax but want to see tangible freight benefits".

"As the population grows and our big cities expand, there is going to be more demand for freight to be moved and much of it can only be moved by truck. And more trucks need better, safer and less congested roads.

"We realise more investment is needed in transport infrastructure but it is a case of what the priorities are."

Whatever the Government decides to do, Aitken says any increase in fuel taxes would ultimately be passed on to the end consumer, together with any increased administration costs.

"The cost of just about everything a household consumes will go up. Because most of it has a trucking component, the fuel tax will become a tax on freight."

Businesses recovering after stink bug delays

The import system is slowly getting back to normal after months of disruption caused by stink bugs hitching a ride to New Zealand on vehicle carriers.

The Ministry for Primary Industries (MPI) has confirmed to *AutoTalk* enhanced inspections of vehicle carriers will end on April 30 at the end of the stink bug season.

And Imported Motor Vehicle Industry Association (VIA) chief executive **David Vinsen** says the situation is slowly being resolved.

"The worst is over. It's been a hugely stressful time for everyone involved," Vinsen says.

"Initially there was quite a bit of pressure. MPI is taking an extremely careful look at the ships."

The situation has been difficult for compliance shops in particular to manage, going from a dearth to a glut of stock.

"The compliance shops have been desperate to keep their staff. Everyone knew there was a huge amount of volume coming.

"The worst is over. It's been a hugely stressful time for everyone involved,"



David Vinsen

"The logistics of it has been really difficult to manage. Ports of Auckland has had to juggle around berths, with fresh stuff coming in.

"We've heard of people being stood down as volumes were cut but they have been re-engaged. It was a close-run thing."

A research group has also been formed to look at the best treatment methods to deal with the bugs, Vinsen says.

"We're not sure what to expect next year. It might have been a one in ten-year event.

"We're in preparation for the next season so we're ready for it.

"There's a lesson to be learned as we're aware of the seasonality of these bugs. We think there's going to be much closer scrutiny around it."

On a positive note, he says it has fostered closer cooperation between different industry sectors and government departments.

Meanwhile, MPI is promising to keep a close eye on ships coming in after April 30.

"Enhanced levels of scrutiny will continue to apply to any vessel that MPI believes has a high risk of stink bug contamination after this date," a spokesperson told *AutoTalk*.

Global award for Daily Blue Power

Iveco's new light commercial vehicle range has won an international accolade.

The Daily Blue Power range was crowned International Van of the Year 2018 at Solutrans international trade show for the road transport industry in Lyon, France.

Iveco's new light segment van and chassis cab range fought off strong competition to take the win, just three years after Daily won the 2015 title.

The prestigious award recognises the brand's focus on using technology to improve sustainability, with the judges saying the Daily Blue Power "puts together the main and viable solutions to reduce the environmental impact of LCV [light commercial vehicles] in urban and suburban operations".



The Daily Blue Power range.

"Iveco has the sustainable vehicles the market is asking for" and the range's electric, natural gas and emission control systems are all "proven technologies developed by Iveco", the judges say.

The jury was particularly impressed by the technical innovation of Iveco's new range and for delivering its new diesel engine three years ahead of the European Union's emissions testing regulations which will be mandatory for vans.

Continued on page 31

New business director for Iveco

CNH Industrial, one of the leading global capital goods companies, has appointed **Bruce Healy** as Iveco's Australia and New Zealand business director.

He replaces **Michael Jonson** who has taken the role of chief financial officer for CNH Industrial in Australia and New Zealand.

Healy previously held the position of brand leader with Iveco's sister brand, Case IH. He started in his new role this month.

He spent several years in other business roles within the agricultural equipment industry before joining the company in 2011.

CNH Industrial Australia and New Zealand chief executive **Michele Lombardi** says Healy had a "very positive effect" on operations and business at Case IH.

"I know that Bruce's business knowledge, hands-on approach and enthusiasm will be well received at Iveco Australia.

"He joins the brand at an exciting time and I'm sure he will further build upon the strong momentum that Michael and his team were able to establish over the last two years in particular."

Healy says there are "a lot of opportunities to further grow the Iveco brand".

"The recent announcement of increased local manufacturing at our Dandenong facility is important for the workforce and for our existing and prospective customers who will enjoy the many benefits that locally manufactured vehicles bring.

"Along with our world-class locally made products such as the Stralis, ACCO and the Delta and Metro bus chassis, we have access to the best from Europe in the form of the Daily and Eurocargo models, which have received numerous accolades at both global and local level.

"In short, we can offer the market a wide range of reliable and sustainable vehicles ranging from passenger car licence vans and light trucks, through to heavy duty prime movers.

"Prospective buyers need not look anywhere else."



Bruce Healy

Mainfreight Europe partners with Henkel

Mainfreight Europe has signed a major new deal for warehousing and packaging.

The freight company is teaming up with German consumer goods corporation Henkel to provide logistical services managed at Mainfreight's new warehouse in Zaltbommel, Netherlands.

"The new logistic operation is designed to enable growth and to ensure best customer service and supply chain agility while at the same time reducing transportation footprint and CO2 emissions," Mainfreight says is a statement.

The new 50,000 square metre warehouse will be built within a business park on a plot of approximately nine hectares and will be completed by the end of the year.

The site is centrally located in the Netherlands and is next to the A2 motorway and other major routes.

It is also easily accessible by public transport and is part of the multi-city business initiative Logistic Hotspot Rivierenland.

Operations will begin in January 2019.



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Stink bugs hit used imports market

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Delays caused by the brown marmorated stink bug issue have taken a toll on the used commercial vehicle import market.

Total registrations of used trucks and buses were down in March by 24.2% to 175 units, from 231 in the same period last year.

All the leading brands were down in the total used trucks and buses market.

Isuzu was top of the table with 40 units registered, down 27.3% from 55 the previous year. That gave Isuzu a 23% market share in total used trucks and buses for the month.

Hino was behind on 30 and a 17% market share, down 26.8% from 41 the previous March.

Toyota took the biggest hit in third place, dropping 48% with 26 registrations and a 15% market share compared with 50 the previous year.

Mitsubishi were next with 24, down 11% from 27, followed by Nissan with 14, down 22.2% from 18.

The bottom of the pack bucked the trend to make small year-on-year gains with **Mazda** up 80% with nine from five the previous year, **Mercedes-Benz** up 50% with six, Iveco up 66.7% with five, **Fuso** up 100% with four and **Volvo** unchanged with three.



The Isuzu Giga series

Isuzu general manager **Colin Muir** says the stink bug problem presented some challenges but overall he is happy with the March results.

"Isuzu actually overachieved its forecast for registrations and is looking forward to more stable conditions as the issue is managed and resolved."

Muir says registrations of new trucks and buses were still strong and not far off its year-on-year result.

"For the quarter we are only slightly behind 2017, despite the significant challenges we have faced.

"We were very pleased that heavy trucks were leading the registrations for Isuzu as the current model Giga, as well as the Heavy F Series, becomes a standout performer in the market.

"Heavy F has been a long-term performer and the VC36 range of Giga, to which we recently added the CYZ530 model, has been exceptionally well received

Continued on page 22

NEW HEAVY TRUCKS OVER 23,001KG MARCH 2018

MAKE	MAR '18	MAR '17	% Change	% of Market	YTD '18	YTD '17
ISUZU	43	37	16.2	18.8	104	77
DAF	39	16	143.8	17.0	85	41
VOLVO	39	48	-18.8	17.0	71	98
FUSO	25	19	31.6	10.9	51	40
KENWORTH	16	27	-40.7	7.0	68	56
HINO	15	14	7.1	6.6	57	45
SCANIA	10	7	42.9	4.4	29	29
UD TRUCKS	7	5	40.0	3.1	22	21
INTERNATIONAL	6	2	200.0	2.6	9	5
MACK	6	6	0.0	2.6	21	15
OTHER	23	37	-37.8	10.0	92	72
TOTAL	229	218	5.0	100.0	609	499

NEW MEDIUM TRUCKS 9001-23,000KG MARCH 2018

MAKE	MAR '18	MAR '17	% Change	% of Market	YTD '18	YTD '17
FUSO	28	25	12.0	30.8	48	60
ISUZU	24	47	-48.9	26.4	69	96
HINO	21	14	50.0	23.1	58	37
UD TRUCKS	9	13	-30.8	9.9	33	33
IVECO	6	4	50.0	6.6	16	8
OTHER	3	12	-75.0	3.3	15	31
TOTAL	91	115	-20.9	100.0	239	265

NEW LIGHT TRUCKS 3500-9000KG MARCH 2018

MAKE	MAR '18	MAR '17	% Change	% of Market	YTD '18	YTD '17
FUSO	46	50	-8.0	25.1	104	113
ISUZU	36	40	-10.0	19.7	85	96
FIAT	30	34	-11.8	16.4	89	84
HINO	19	25	-24.0	10.4	54	58
MERCEDES-BENZ	15	27	-44.4	8.2	54	50
IVECO	13	9	44.4	7.1	23	24
FOTON	8	1	700.0	4.4	14	1
OTHER	16	14	14.3	8.7	37	38
TOTAL	183	200	-8.5	100.0	460	464

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John Deere range.

Continued from page 21

since its launch in 2015 and is a staple in the HD market.

"Were it not for the stink bug delays, we'd be hard pressed to find much to grumble about."

Total registrations of new trucks and buses ended the month down 9.8% to 536 units from 594 in the same period last year.

Isuzu led the pack with 107 registrations and a 20% market share, down 16.4% from 128 the previous March.

Fuso was in second place with 101 and an 18.8% market share, down by just one unit from its year-on-year result.

Hino registered 55 for a 10% market share, up slightly by 3.8% from 53, and Volvo registered 41, down 37% from 65.

DAF made major gains with 40 registrations, up a whopping 135% from 17 in March last year.

Fiat was down 11.8% with 30, **Mercedes-Benz** down 51% with 22, **Iveco** up 11% with 20, **Kenworth** down 40.7% with 16 and **UD Trucks** down 11% with 16.

Isuzu, DAF and Volvo are fighting a close battle in the new heavy truck market over 23,000kg.

Isuzu was the leader in that market with 43 units registered in March and a 18% market share, up 16.2% from 37.

DAF was behind with 39 and a 17% market share, up a mighty 143.8% from 16.

Volvo went down 18.8% with 39 compared with 48 registered the previous March.

Fuso was in fourth place with 25, up 31.6% from 19.

Fuso New Zealand managing director **Kurtis Andrews** says the March launch of the new Enduro range at events around the country

Continued on page 23



Iveco Trakker

NEW BUSES OVER 3500KG MARCH 2018

MAKE	MAR '18	MAR '17	% Change	% of Market	YTD '18	YTD '17
FACTORY BUILT	11	1	1000.0	33.3	13	4
ISUZU	4	4	0.0	12.1	24	26
SUNLONG	4			12.1	4	
FORD	3	6	-50.0	9.1	19	13
ALEXANDER DENNIS	2	3	-33.3	6.1	9	4
OTHER	9	47	-80.9	27.3	53	134
TOTAL	**33**	**61**	**-45.9**	**100.0**	**122**	**181**

NEW LIGHT COMMERCIAL MAKES UNDER 3500KG MARCH 2018

MAKE	MAR '18	MAR '17	% Change	Market Share	YTD '18	YTD '17
TOYOTA	1225	1103	11.1	24.6	2951	2548
FORD	1047	897	16.7	21.0	2643	2398
HOLDEN	427	393	8.7	8.6	1178	1140
MITSUBISHI	382	365	4.7	7.7	1068	866
ISUZU	322	350	-8.0	6.5	884	876
NISSAN	315	290	8.6	6.3	983	912
LDV	191	114	67.5	3.8	446	302
VOLKSWAGEN	160	115	39.1	3.2	435	314
MAZDA	159	190	-16.3	3.2	500	530
FUSO	99	62	59.7	2.0	215	182
Other	651	760	-14.3	13.1	1828	1978
Total	**4978**	**4639**	**7.3**	**100.0**	**13131**	**12046**

NEW TRUCKS & BUSES MAKES ALL WEIGHTS OVER 3500KG MARCH 2018

MAKE	MAR '18	MAR '17	% CHANGE	MAR-KET	YTD '18	YTD '17
ISUZU	107	128	-16.4	20.0	282	295
FUSO	101	102	-1.0	18.8	217	234
HINO	55	53	3.8	10.3	169	140
VOLVO	41	65	-36.9	7.6	78	120
DAF	40	17	135.3	7.5	88	45
FIAT	30	34	-11.8	5.6	89	84
MERCEDES-BENZ	22	45	-51.1	4.1	84	87
IVECO	20	18	11.1	3.7	58	45
KENWORTH	16	27	-40.7	3.0	68	56
UD TRUCKS	16	18	-11.1	3.0	55	55
Other	88	87	1.1	16.4	242	248
TOTAL	**536**	**594**	**-9.8**	**100.0**	**1430**	**1409**

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

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Continued from page 22

had positive results.

"Sales leads have been strong off the back of this.

"March was a solid month ... and puts us about where we thought we'd be at this stage."

MTD Trucks national sales manager for Volvo **Clive Jones** says he is "extremely happy with how the month was and how the year is progressing".

"Stink bug delays have had some impact and record numbers of trucks to process mean some delays are inevitable.

"That said, our forward order book continues to grow. Our Australian factory has ramped up production which has meant more build slots for New Zealand late in 2018, all of which are selling fast."

The used commercials market also took a hit from the stink bug delays.

The total number of used commercials was down 22% with 975 units registered in March compared with 1249 in the same month last year.

Toyota led the pack in the used commercials market with 399 registrations, down 33.7% from 602.

Nissan was behind with 229, down 13% from 263, **Mazda** was in third place with 75, down 16.7% from 90, and **Isuzu** took fourth spot with 48, down 25% from 64.

Ford moved up two places to fifth with 39 registrations, up 30% from 30 the previous year, and **Mitsubishi** moved down a spot with 39, down 13.3% from 45.

Hino was also down a spot with 30 registrations, down 26.8% from 41.

Total new commercials were up 7.3% in March with 4978 units registered, compared with 4639 the previous year.

Toyota led the new com-

Continued on page 24



The Fuso range.

USED HEAVY TRUCKS OVER 23,001KG MARCH 2018

MAKE	MAR '18	MAR '17	% Change	% of Market	YTD '18	YTD '17
IVECO	4	1	300.0	26.7	6	3
KENWORTH	2	2	0.0	13.3	5	9
NISSAN	2			13.3	2	
OTHER	7	11	-36.4	46.7	24	26
TOTAL	15	14	7.1	100.0	37	38

USED MEDIUM TRUCKS 9001-23,000KG MARCH 2018

MAKE	MAR '18	MAR '17	% Change	% of Market	YTD '18	YTD '17
HINO	6	9	-33.3	60.0	19	13
MERCEDES-BENZ	2			20.0	6	2
ISUZU	1	8	-87.5	10.0	11	15
OTHER	1	5	-80.0	10.0	14	19
TOTAL	10	22	-54.5	100.0	50	49

USED LIGHT TRUCKS 3500-9000KG MARCH 2018

MAKE	MAR '18	MAR '17	% Change	% of Market	YTD '18	YTD '17
ISUZU	38	46	-17.4	26.0	117	115
TOYOTA	26	49	-46.9	17.8	98	96
HINO	23	31	-25.8	15.8	80	75
MITSUBISHI	21	25	-16.0	14.4	60	62
NISSAN	12	16	-25.0	8.2	36	32
MAZDA	9	5	80.0	6.2	18	12
MITSUBISHI FUSO	4	2	100.0	2.7	5	4
OTHER	13	17	-23.5	8.9	45	36
TOTAL	146	191	-23.6	100.0	459	432

USED BUSES OVER 3500KG MARCH 2018

MAKE	MAR '18	MAR '17	% Change	% of Market	YTD '18	YTD '17
HINO	1			25.0	4	2
MERCEDES-BENZ	1			25.0	4	1
OTHER	2	4	-50.0	50.0	12	15
TOTAL	4	4	0.0	100.0	20	18

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Continued from page 22

mercials market with 1225 registrations for the month and a 24.6% market share, up 11% from 1103 the previous year.

Ford was in second place with 1047 and a 21% market share, up 16.7% from 897 units, and **Holden** took third spot with 427 and an 8.6% market share, up 8.7% from 393.

They were followed by **Mitsubishi**, up 4.7% with 382; Isuzu down 8% with 322; **Nissan** up 8.6% with 315; LDV up three spots and 67.5% with 191; **Volkswagen** up 39% with 160; **Mazda** down 16.3% with 159; and **Fuso** up 59.7% with 99.

In the new tractor market, **John Deere** dominated with 60 registrations for a 35.7% market share, up 114.3% from 28 year-on-year.

Massey Ferguson came in second and is up 185.7% with 20 units registered for a 12% market share.

Claas was is third place with 11, up 37.5% year-on-year with a 6.5% market share.

USED TRUCK AND BUS MAKES ALL WEIGHTS OVER 3500KG MARCH 2018

MAKE	MAR '18	MAR '17	% CHANGE	MAR-KET	YTD '18	YTD '17
ISUZU	40	55	-27.3	22.9	131	133
HINO	30	41	-26.8	17.1	105	91
TOYOTA	26	50	-48.0	14.9	101	103
MITSUBISHI	24	27	-11.1	13.7	66	68
NISSAN	14	18	-22.2	8.0	43	39
MAZDA	9	5	80.0	5.1	18	12
MERCEDES-BENZ	6	4	50.0	3.4	14	10
IVECO	5	3	66.7	2.9	11	6
FUSO	4	2	100.0	2.3	6	4
VOLVO	3	3	0.0	1.7	8	5
Other	14	23	-39.1	8.0	63	66
TOTAL	175	231	-24.2	100.0	566	537

USED LIGHT COMMERCIAL MAKES UNDER 3500KG MARCH 2018

MAKE	MAR '18	MAR '17	% Change	Market Share	YTD '18	YTD '17
TOYOTA	399	602	-33.7	40.9	1247	1472
NISSAN	229	263	-12.9	23.5	642	651
MAZDA	75	90	-16.7	7.7	194	267
ISUZU	48	64	-25.0	4.9	152	150
FORD	39	30	30.0	4.0	132	95
MITSUBISHI	39	45	-13.3	4.0	116	118
HINO	30	41	-26.8	3.1	105	91
CHEVROLET	21	19	10.5	2.2	53	53
HOLDEN	20	23	-13.0	2.1	68	55
IVECO	8	3	166.7	0.8	15	6
OTHER	67	69	-2.9	6.9	223	217
TOTAL	975	1249	-21.9	100.0	2947	3175

USED TRACTOR REGISTRATIONS MARCH 2018

MAKE	MAR '18	MAR '17	% Change	% of Market	YTD '18	YTD '17
JOHN DEERE	15	10	50.0	20.0	33	39
MASSEY FERGUSON	11	12	-8.3	14.7	26	28
CASE	8	3	166.7	10.7	14	9
TRACTOR	7	8	-12.5	9.3	18	17
CLAAS	5	1	400.0	6.7	8	3
NEW HOLLAND	5	5	0.0	6.7	16	22
OTHER	24	37	-35.1	32.0	78	81
TOTAL	75	76	-1.3	100.0	193	199

NEW TRACTOR REGISTRATIONS MARCH 2018

MAKE	MAR '18	MAR '17	% Change	% of Market	YTD '18	YTD '17
JOHN DEERE	60	28	114.3	35.7	158	114
MASSEY FERGUSON	20	7	185.7	11.9	58	27
CLAAS	11	8	37.5	6.5	28	16
CASE IH	9	9	0.0	5.4	30	24
FENDT	9	2	350.0	5.4	28	11
KUBOTA	9	7	28.6	5.4	38	27
NEW HOLLAND	9	10	-10.0	5.4	34	35
DEUTZ-FAHR	8	8	0.0	4.8	16	21
TRACTOR	8	4	100.0	4.8	15	10
OTHER	25	17	47.1	14.9	54	50
TOTAL	168	100	68.0	100.0	459	335



New Raptor sweeps into NZ market

Ford New Zealand has confirmed pricing for its upcoming Raptor version of the Ford Ranger.

The special model is set to hit the New Zealand market later this year and will be priced at $84,990.

It rides on bespoke suspension and is powered by a 2-litre turbocharged diesel engine matched to a ten-speed automatic transmission.

The model was launched in Thailand in February when its jumping ability was demonstrated by taking flight off an artificial hill.

"We're unbelievably excited to confirm that the Ranger Raptor is coming to New Zealand in 2018," Ford New Zealand managing director **Simon Rutherford** says.

"The response to our announcement in September and the interest from the global reveal back in February to bring it to market at such an affordable price only adds to the anticipation ahead of its arrival in local showrooms," he says.

"Kiwis love the Ranger and there have been calls for a vehicle like the Ranger Raptor for some time.

"The Ford design and engineering team has worked incredibly hard with Ford Performance on this truly unique programme to deliver a product that will live up to the Raptor DNA and the high expectations of New Zealanders."

The Raptor is noticeably bigger, standing at 1873mm tall, 2180mm wide and 5398mm long, with wider front and rear tracks at 1710mm.



Ground clearance is increased to 283mm, with an approach angle of 32.5 degrees, ramp-over angle of 24 degrees, and departure angle of 24-degrees.

The biggest change is under the bonnet where a 2-litre bi-turbo four-cylinder diesel engine out-powers the 3.2-litre five-cylinder unit in the regular Ranger. It produces 157kW and 500Nm of torque and is paired to a 10-speed automatic with paddle shifters.

The four-wheel drive system is part-time with a low-range transfer case.

Like the standard model, the Raptor gets Ford's Sync3 infotainment system with Apple CarPlay and Android Auto. Safety features include front, side and curtain airbags, electronic stability control and trailer sway control.

The Raptor also gets the Terrain Management System already seen in the Everest, with Normal, Sport, Grass/Gravel/Snow, Mud/Sand, Rock and Baja modes.

Doeg moves from trucks to cars

Continued from page 3

couldn't function without all the departments at our dealerships working together.

"If one of those departments isn't working, it affects the overall health of the dealership very quickly."

As for the future, Doeg isn't ruling out adding more dealerships if it makes economic sense, including outside of Auckland.

"We have very good brands and very prominent dealerships around the Auckland region. We're in the business of dealerships. There's no reason not to look at opportunities outside of the Auckland market, if they make sense."

And just how the market will perform moving forward is yet to be seen, with fast-paced growth since 2009.

"Everybody has been running pretty hard to keep up with market growth from a product perspective across trucks and cars.

"Will it continue at its current rate? My personal opinion is at some stage we will see a little bit of flattening in the market.

"When or how that will happen is a bit of an unknown."

Doeg also acknowledges the automotive world is changing, with electric and increasingly autonomous vehicles on the horizon.

"We are reliant on the product provided by the distributor. It seems to be slowly moving forward.

"There are hybrid or electric options in all of our brands."

New gorge route sparks excitement

A new state highway route earmarked to replace the closed Manawatu Gorge is set to have a major impact on freight services.

The NZ Transport Agency has selected its preferred option which runs near the Te Apiti carpark western entry of the gorge, across the Ruahine Ranges and emerges at Woodville.

It was one of four options considered to connect the Manawatu, Tararua, Hawke's Bay and northern Wairarapa regions after the gorge road was cut off by large slips last year.

The proposed SH3 route will have an average incline gradient of 5.8%, with a maximum of 8%. In comparison, the current main alternative route on Saddle Rd has a maximum gradient of 16%.

Travel time is estimated to be 13 minutes for general traffic compared to the average 16.7 minutes it took to travel the old gorge.

NZTA regional relationships director **Emma Speight** says the option was chosen after a thorough investigation and extensive consultation.

It is the safest and most resilient route that best balances the needs of the communities, businesses and road users, she says.

"Everybody understands just how important a replacement for the gorge is. It will re-establish a key strategic transport and freight link that supports the needs of the people and economies of central New Zealand.

"Alongside this, the transport agency has committed to advancing investigations for a regional freight ring road, including a second road bridge across the Manawatu River, which stakeholders across the region see as a critical package to unlocking regional economic development opportunities."

Horizons Regional Council chairman **Bruce Gordon** says a regional freight ring road in combination with the gorge replacement route would be a significant step forward for the region.

"It would connect key freight hubs and bring significant improvements to freight and passenger vehicle movements through the central North Island hub of Manawatu, improving travel times and lowering costs.

"This better positions the region to attract investment in logistics, manufacturing and processing, which is critical for its future growth and prosperity."

A detailed business case on the new SH3 route will be finalised over the next few weeks.

The project team will then seek resource consents. Construction is planned to begin in 2020 and the new road completed by 2024.

Leading road and transport associations are backing the new route.

Road Transport Forum chief executive **Ken Shirley** says he fully supports the option chosen by NZTA.

"RTF advocated strongly for option three during the consultation process as it is the most suitable route for road freight, taking into account all the geographical challenges, proposed gradients and future resilience," Shirley says.

"We are pleased that local communities, businesses and road transport companies who depend on crossing the lower North Island now know what to expect in terms of the new route and the timeline for construction.



Map showing the preferred replacement route.

"NZTA must also be commended for the robust and inclusive consultation process it ran to get to this stage. A project such as this includes a huge variety of stakeholders and it is a credit to the agency that it was able to run such a thorough process within the timeframe it did."

Shirley says it's also encouraging that NZTA will continue investigating the proposed regional freight ring road and new bridge across the Manawatu River.

Palmerston North is becoming an increasingly important freight hub and it is vital to support it with the appropriate infrastructure, he says.

"Key investments such as this mustn't be put on the back-burner as they are critical to the lower North Island and New Zealand's ongoing economic growth. RTF looks forward to being involved in supporting this project."

Manawatu AA district chairman **Garry Goodman** is also backing the announcement and says consultation has led to the best decision.

"This decision will enable NZTA and the councils to collaborate and develop an integrated network.

"It's a good outcome that justifies the additional time NZTA decided to take late last year to consider the options.

"The AA is now satisfied that they have properly looked at the economic impacts of all the different options.

"A wider network outlook is needed for freight and private motorists. We need an efficient inter-regional route and good access into Palmerston North.

"This is why we're pleased they have confirmed that the regional ring road and a second bridge across the Manawatu River are also part of the big picture.

"We're aware that for the public and freight operators, waiting until 2024 for this new road to open is a long time. But we also think that a good process is being followed to reach the right decision and all our regions will be better off in the long-run."

The AA believes the new SH3 section will meet the features it identified as essential for the new road such as gradients that suit trucks without impeding other vehicles, efficiency in terms of travel time and enhanced safety and resilience, Goodman says.

Drive Happy sends ute prices plummeting

Toyota New Zealand has revised the way it does business and prices vehicles – sending the cost of its commercial vehicles sharply downwards.

As examples, an SR5 Hilux automatic drops from $62,690 to $53,490, a $9200 saving; a Hiace ZL falls from $45,780 to $39,990, a $5790 drop; and a Land Cruiser 70 LX double cab reduces from $85,580 to $78,990, a $6590 saving.

All costs, including pre-delivery, floor mats, a tank of fuel and, in the case of diesel, road user charges, are included. Most models have been listed at promotional prices in recent months to soften the transition.

The cuts are part of the "Drive Happy Project" which will see Toyota essentially selling vehicles direct, with dealers acting as agents and taking a fee rather than a commission.

The move comes with a raft of updates to the brand's operations, including a revised website, test drive systems and fixed-price service plans with offers of warranty extensions.

"Our way of business needs to evolve to align with our customers' expectations," Toyota New Zealand chief executive **Alistair Davis** says.

"As a result of the changes we are making, customers will save time and money, and have more choice.

"We want to put the pleasure back into buying a brand-new vehicle. We are taking a more customer-centric approach to car buying and the entire ownership experience."

Davis says the vehicle selling process has not changed much in the past 50 years yet today most customers are using online tools to research options before purchase.

"We're not alone in having made new vehicle purchases a drawn-out affair which takes the gloss off the experience," he says.





Alistair Davis

"We've observed and listened to customer feedback and are re-shaping the purchase experience."

The most common concern was price negotiation and customers never being sure if they've got the best deal. Toyota's research also found the right vehicle for the buyer's needs was more important than the best price.

"I want to make it clear Toyota has no intention of eliminating the local dealer," Davis says.

"But we also think there are some challenges with the dealer model.

"The dealership is a significant economic presence. It provides employment, generates business, pays taxes, pays rates.

"It's often the linchpin of the local business community and, of course, for the customer, most importantly, a dealership is the local, human, expert, someone who can advise, supply, provide service, fix anything that goes wrong."

Fixed pricing under a traditional dealer model would have anti-competitive regulation issues so dealers will no longer own or on paper sell new vehicle stock – they will work under an agency model, earning a fee, fixed across the network, that varies by model. Dealerships are known now as "stores".

Prices have been cut to a level based on average transaction rates – with some dramatic falls from current retail levels.

Toyota will also offer a seven-day money back option, as long as conditions are met, for customers who are not satisfied with their final purchase. Cars need to be returned in "as new" condition with less than 500km travelled.

The brand claims to do around half its business in direct sales to fleet and rental operators, and Davis has made it clear that's not a trade it will be walking away from. A similar system to TDP is already in use with those customers, with discounts based on volume and customer need.

Vehicles will be kept in three "pools", located in Auckland, Wellington and Christchurch. Around 1000 will be held at any one time, with dispatch usually the day after the sale and arrival at the dealer the day after that – except at the bottom of the South Island, which could take an additional day.

Unlike Honda New Zealand's agency system, Toyota stores will own their demonstrator stock and, although they can be sold, it will only be after they have served in the fleet for a fixed period.

More demonstrators will be on offer, with overnight road tests offered to customers.

Salespeople have been re-trained as "vehicle consultants, "product experts", or "store concierges" to help customers select the best vehicle for their needs.

Although Toyota does not involve itself in staff remuneration, it has an "aim" to have no more commission-only sales staff at stores.

The updated website features a vehicle builder, and although fixed pricing paves the way for online sales, that's not currently planned.

Vehicles will also be offered with four years of fixed price servicing, giving customers discounts of up to $2000 on commercial vehicles over the period. Meet the service structure for three years and customers will be given a two-year extension on their warranty.

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Dealership's conduct 'misleading'

Engine problems and an odometer reading dispute have seen a Napier commercial vehicle dealership in trouble with the Motor Vehicle Disputes Tribunal for "misleading conduct".

Truck dealership Kobe Export was ordered to pay just over $54,000 to complainant **Evan Ball** in a recent tribunal ruling.

Ball bought a 2010 Toyota Dyna truck with just 32,335 kilometres on its odometer from the company in March 2017 for $49,900.

He intended to use the truck as his family vehicle and attached a slide-on camper for family trips and camping.

Ball noticed the vehicle was overheating in early June 2017. It was assessed by Energy & Marine Service Centre Ltd, which found no fault with it.

About four days later, the vehicle overheated again. It was then assessed by Truck Stops NZ and two other assessors, who found the vehicle had combustion gases in the cooling system, damage to three cylinders and head gasket failure.

The tribunal's assessor said the engine's condition suggested it had travelled "at least 200,000km".

Ball asked Kobe Export to rectify the engine damage but it refused to do so.

The company alleged the damage was caused by Ball's use of the vehicle. In particular, it alleged the slide-on camper he installed was not properly attached, creating drag and causing the engine to overheat.

It also suggested Ball was an inexperienced truck driver and his driving might have contributed to the damage.

Finally, it claimed it had no obligation to repair the vehicle as Ball was not a consumer for the purposes of the Consumer Guarantees Act because the vehicle was not of a kind ordinarily acquired for personal, domestic or household use.



The tribunal rejected the dealer's claims and ruled a "reasonable consumer would not expect a vehicle of this price, age and mileage to have a significant pre-existing fault with its engine that will require the engine to be replaced".

"Intuitively, one might agree with Kobe Export's submission and conclude that a 5180kg, 4-litre Toyota Dyna truck is a commercial vehicle and not of a kind ordinarily acquired for personal, domestic or household use. That is because the predominant use of such vehicles is commercial," adjudicator Brett Carter said.

"However, when one takes account of the definition of motor vehicle in the Motor Vehicle Sales Act 2003, previous decisions of the tribunal and guidance from the courts, it becomes clear that, although the predominant use may be commercial, such a vehicle can nonetheless be acquired for personal, domestic or household use.

"I acknowledge the information provided by Kobe Export and the submissions it made in its defence. However, I am not satisfied it shows that Mr Ball caused or contributed to the damage to the vehicle's engine.

"Further, the evidence as to the attachment of the camper and the subsequent effect on the stability and aerodynamics of the vehicle does not satisfy me that those factors had any impact on the damage to the vehicle's engine.

"This is a five-tonne vehicle, designed to carry load. Kobe Export has not established that the extra load created by the camper was sufficient to damage the vehicle's engine during the short time in which Mr Ball drove the vehicle.

"Finally, the claim that Mr Ball's lack of experience could have caused the damage was unfounded. Kobe Export had no basis for this claim but nonetheless pursued it.

Motor Vehicle Disputes TRIBUNAL

"It so happens that Mr Ball is an experienced driver of heavy vehicles and has had a heavy vehicle licence for many years. His driving experience and ability has had no bearing at all on the performance of this vehicle.

"Instead, I am satisfied that the evidence demonstrates that the vehicle had a pre-existing fault with its engine and that Mr Ball's use of the vehicle has not caused or contributed to that fault."

The tribunal ruled Ball "suffered significant loss as a result of this misleading conduct" and was entitled to a full refund.

"I am therefore satisfied that the vehicle was not of acceptable quality when it was sold to Mr Ball," the adjudicator said.

"It had a significant fault with its engine and Mr Ball's use of the vehicle did not cause or contribute to that fault."

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Ram 1500 set to hit NZ market

The new Ram 1500 full-size pickup truck is all set for its New Zealand launch.

Ateco Group, the sole authorised importer and distributor of Ram Trucks for Australia and New Zealand, expects the ute to arrive in the country by mid-year.

It will join the Ram 2500 and 3500 range which launched in 2015 and saw sales increase by 80% in 2017, Motor Industry Association figures show.

Powered by a 5.7L Hemi V8 engine, the Ram 1500 is set to be a formidable competitor in towing, power, cab size and cargo space with a tub length of nearly two metres.

The North American-built ute, a division of Fiat Chrysler Automobiles, will arrive in Australia as a left-hand drive vehicle and then be remanufactured to right-hand drive at a purpose-built facility in Melbourne.



David Smitherman

The chassis and body will be separated before a re-engineered steering system is fitted, then a new dashboard, which was designed, developed and produced in Australia, will be installed along with a right-hand drive specific heating and ventilation system.

The work is so substantial it requires production line levels of quality, fit and finish, and engineering which means it is officially classed as a remanufactured vehicle and not a conversion.

The vehicles will then be sent to New Zealand to be sold through the nationwide Ram dealer network.

Ateco Group New Zealand chief executive **David Smitherman** says the Ram models "offer a range of unique abilities, be it the towing capacity, the size of the tray or space in the cab and much more ... which make them ideal for both business and leisure use in New Zealand".

"The 2500 and 3500 has introduced Ram to New Zealand; the 1500 will take Ram to a whole new level," Smitherman says.

Full New Zealand pricing and specification details for the 2018 Ram 1500 range will be announced later in the year.

Global award for Daily Blue Power

Continued from page 17

International Van of the Year chairman Jarlath Sweeney says the new Daily Blue Power range is an "impressive development".

"Iveco has always been at the forefront of sustainability in the LCV segment. The new Daily Blue Power range confirms this position."

Iveco brand president Pierre Lahutte says the award comes as the Daily range marks its 40th anniversary.

"Beyond the acclaimed and successful product, this award recognizes the tremendous efforts made by Iveco to decisively contribute to the battle for clean air in our cities and CO2 emission reductions.



International Van of the Year Chairman Jarlath Sweeney, left, with Iveco's Pierre Lahutte.

"Daily Blue Power, in its electric, natural gas and most advanced diesel versions, is the first and only vehicle to offer three choices that anticipate regulations increasingly impacting access to urban centres.

"This secures our customers' investment and gives them the competitive advantage they need to develop their sustainable businesses," Lahutte says.

The Daily Blue Power range was launched internationally in 2017.



DAF marks 90 years with limited edition

Dutch truck manufacturer DAF, a division of Paccar, is celebrating its 90th anniversary.

To mark the milestone, it's releasing a special 90th anniversary edition of the award-winning XF model, limited to 250 trucks.

The truck comes with stylish designs and full-option specs fitted as standard. The driveline is fitted with a top-of-the-line MX-13 530hp engine.

The company has humble beginnings - engineer Hub van Doorne started it as a small construction workshop in the Netherlands city of Eindhoven in April, 1928.

It's initial work included welding and forging for the city and local companies such as lamp and radio manufacturer Philips.

The Great Depression inspired van Doorne and his brother **Wim** to expand its services.

The workshop evolved into a trailer manufacturing business in 1932 and the company name was changed into Van Doorne's Aanhangwagen Fabriek (Van Doorne's semi-trailer factory), abbreviated to DAF.

The trailers and semi-trailers that left the small factory stood out from the competition because of their high payloads.

The welding used to make the trailers was an innovation that significantly saved weight.

Another invention was the DAF container trailer which debuted in 1936 and was designed to quickly load and unload containers from a railway carriage.

It was an early example of intermodal transportation and made DAF one of the world's first suppliers of container trailers.

The first DAF truck entered production in 1949. A year later a dedicated truck factory was built and production started with three, five and six tonne truck chassis.

Early on, DAF installed Hercules and Perkins petrol and diesel engines but in 1957 the company designed and began manufacturing the first DAF-branded engines.

It improved the DD575 diesel engine two years later by adding a turbo charger, another ground-breaking achievement. It also introduced turbo intercooling as an industry-first in 1973.

In the 1980s, DAF launched advanced turbo intercooling (ATi) which gave more power and efficiency gains through a refinement of injection technology and the optimised shape of the combustion chamber.

In 2017, the new CF and new XF were named International Truck of the Year 2018 for their class-leading transport efficiency and impressive fuel efficiency gain of 7%.

The new LF was awarded the title of Commercial Fleet Truck of the Year for 2017 in the United Kingdom.

DAF president **Preston Feight** says the company offers "a complete range of excellent trucks that offer the industry's lowest operating costs, best transport efficiency and highest driver comfort".


The DAF 90th anniversary edition of the new XF.

DAF became a Paccar company in 1996 and has continued its position as a global technology leader with major developments in trucks, engines and state-of-the-art facilities.

It launched the new LF, CF and XF series in 2001 and 2002, the award-winning XF105 model in 2005, and the Euro 4 and 5 in 2006.

A full range of new, ultra-clean Euro 6 models entered production in 2013.

"Thanks to the wonderful team of more than 10,000 dedicated people who design build, sell and support its quality trucks, engines, parts and services, DAF is well positioned to continue growing successfully around the world," he says.

TRANSPORT TALK DIARY



TRANSPORT talk New Zealand editor Nigel Moffiet looks at the month gone by on **www.transporttalk.co.nz**

March 1

TIL Logistics reports $15.7m loss

New Zealand freight company TIL Logistics is posting a $15.7 million loss in its first financial report.

The business joined the New Zealand stock exchange last year through a reverse listing, and $21.3m in non-trading costs and one-off costs were associated with that process.

Adjusted profit, excluding the adjustments, is $5.6m.

Slip repairs for Northland

Slip repair work on Northland's State Highway 15 is set to bring delayed travel times, the NZ Transport Agency says.

Work to repair the slip at Twin Bridges, between Nukutawhiti and Awarua, will get underway on March 2 and continue until the end of May.

March 2

CentrePort back on track

Wellington's CentrePort is reporting a $4.9 million net profit for its half-year result.

Gross revenue of $34 million for the six months to December 31 was ahead of plan because of "faster than expected recovery in container trade" which has returned to pre-earthquake levels, the company says.

The port also achieved strong growth in break bulk revenues, which were 4% ahead of budget, and logs up 5% with 653,000 Japanese Agricultural Standard tonnes exported, together with a strong cruise ship season.

Ports of Auckland profit steady

Ports of Auckland's half-yearly net profit after tax is almost exactly the same as last year.

It has announced a $29.2m profit for the last six months, which is similar to $29.3m for the prior corresponding period.

Overall group revenue was $120.6m, up 9.1% on the same six month of the previous year.

March 5

Shipping service moves kiwifruit

One of the world's largest shipping lines is set to transport kiwifruit out of Northland.

The Geneva-based Mediterranean Shipping Company will move kiwifruit to Singapore through a new service starting at Marsden Point's Northport, the *NZ Herald* reports.

March 6

Employment Court favours port

The Employment Court has ruled in favour of Lyttelton Port Company after a dispute with a former cargo handler.

It overturned an earlier ruling by the Employment Relations Authority which found it was unjustified in sacking employee Chris Arthurs and required the company to reinstate him on full pay while he remained off work.

However, a challenge found the port was justified in its dismissal of Arthurs who took a year off with a non-work injury, the court has ruled.

March 7

Mainfreight celebrates 40 years

New Zealand logistics and transport company Mainfreight is celebrating its 40th anniversary.

The business was founded by Bruce Plested in a 1969 Bedford truck. It went on to become a global supply chain operation with more than 240 branches around the world.

It celebrated the special milestone on March 6.

All-electric bus a first

The first fully battery-powered electric bus took to Auckland roads on March 7, servicing AUT's Northcote and Manukau campuses.

The 35-seater is part of AUT's fleet in a joint initiative between AUT, the Energy Efficiency and Conservation Authority and bus company Tranzit Group.

While providing sustainable transport for hundreds of students daily, the bus also operates as a mobile research tool, providing data to understand the economics and performance of electric buses on New Zealand roads, the *NZ Herald* reports.

March 8

Tour company guilty of breaches

South Island tour company Alps Travel has been ordered to pay $110,000 in employment law breaches.

The Employment Relations Authority stung the company $75,000 in penalties and more than $35,000 in arrears after a Labour Inspectorate investigation found serious failings.

The ruling comes after the general manager of the company's Queenstown branch was found guilty of fraud in relation to aiding and abetting an Alps driver to dishonestly use another driver's licence in an attempt to show he was correctly licensed.

Truckometer shows heavy traffic dip

Heavy traffic fell 2.5% in February after a strong start to the year, according to the ANZ Truckometer Heavy Traffic Index.

The light traffic index also eased a further 0.2% month-on-month and was its third consecutive fall.

March 9

Freight set to move through Golden Bay

Trucks and freight will soon be moving through Golden Bay as storm damage repair work nears completion.

NZ Transport Agency systems manager Frank Porter says Takaka Hill highway and State Highway 60, between Riwaka and Golden Bay, could open up to trucks, trailer units and over-dimension vehicles in two weeks.

March 12

Opposition transport spokesman

Botany MP **Jami-Lee Ross** has been promoted to senior whip and new Opposition spokesman for transport and infrastructure.

He replaces Papakura MP Judith Collins who moves up the National Party list to fourth place to tackle housing and urban development.

March 13

Lyttelton Port strike begins

Lyttelton Port workers have walked off the job and industrial action could last up to 12 days.

Rail and Maritime Transport Union (RMTU) members announced the strike at midnight and gave Lyttelton Port Company notices for March 13 to 25.

RMTU South Island organiser **John Kerr** says the workers have "tried everything including mediation to reach a settlement but the company refused to amend their position and walked out before lunchtime".

March 14

First $3 billion fund meeting

The first official discussions have been held for the newly

Continued on page 33

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launched Provincial Growth Fund.

The fund's independent advisory panel held its inaugural meeting in Wellington.

The $3 billion scheme was announced by regional economic development minister **Shane Jones** in February and will be rolled out over three years.

March 15

Fundraiser a huge success

Bridgestone New Zealand has proven its commitment to new charity partner Leukaemia & Blood Cancer (LBC) New Zealand.

Its "Brighten Your Wheels" campaign last year raised $50,049.33 by selling teal LBC New Zealand tyre valve caps.

LBC New Zealand chief executive **Pru Etcheverry** says the charity is thrilled with how the partnership is developing.

Bus fleet ready for Wellington

Tranzurban's new fleet of electric and environmentally friendly diesel buses is on the way.

Part of the Tranzit Group, Tranzurban will operate most of the new Metlink urban bus network from July in collaboration with Greater Wellington Regional Council, rolling out a fleet of new electric and Euro 6 diesel buses to transport commuters.

Kiwi Bus Builders in Tauranga will deliver 40 new buses, including 10 fully electric double-deckers, Another 114 Optare MetroCity buses are now being built in the United Kingdom. The first shipment has left Southampton en route to Wellington.

March 16

Residents fight quarry move

South Auckland residents are fighting a resource consent approval for a local quarry expansion which would allow up to 90 truck trips every hour.

Clevedon residents held a public meeting this month and have lodged petitions against the application for construction company Fulton Hogan which operates the McNicol Rd quarry site.

New route to replace Gorge

A new State Highway 3 route has been earmarked to replace the closed Manawatu Gorge.

The NZ Transport Agency has selected a preferred option which runs near the Te Apiti carpark western entry of the gorge, across the Ruahine Ranges north of the Gorge, before emerging at Woodville.

It was one of four options proposed to connect the Manawatu, Tararua, Hawke's Bay and northern Wairarapa regions after the gorge road was cut off by large slips last year.

March 19

Shell to sell off NZ assets

Shell has agreed to sell its New Zealand assets to Vienna-based oil and gas company OMV.

The US$578 million deal includes eight Shell NZ entities including Shell Exploration NZ, Taranaki Offshore Petroleum Company of NZ, Energy Petroleum Taranaki, Energy Petroleum Holdings, Shell Taranaki, Energy Infrastructure, SNZ (2011) and Energy Petroleum Investments Ltd.

It includes a 48% stake in New Plymouth's Pohokura gas field, the largest of its kind in New Zealand, and an 84% stake in the Maui gas field.

Takaka Hill ready for trucks

Truck-and-trailer units are now able to travel on the Takaka Hill Rd into and out of Golden Bay.

It will be the first time heavy vehicles have been through the area, State Highway 60 between Riwaka and Golden Bay, since damage caused by Cyclone Gita closed it on February 20.

Insider-trader trial starts

New Zealand's first ever insider-trading trial has started for former Eroad employee **Hamish Marc Sansom**.

The Financial Markets Authority alleges Sansom sold 15,000 shares in the New Zealand-based transport technology and services company after receiving confidential United States sales information through a text message in 2015.

March 20

Biosecurity checks challenge port

Vehicle carriers that originated in or visited Japan are spending up to three times as long unloading, causing a juggling act for Ports of Auckland.

Ships such as the recently arrived Trans Future 7 and Triton Ace must be inspected by the Ministry for Primary Industries, undergo barricade fogging and then be re-inspected to prevent stink bugs coming into New Zealand.

Port spokesman **Matt Ball** says vessels are now in port for up to 72 hours on each visit, compared with 12 to 24 hours.

Port workers to strike

Lyttelton Port Company workers are set to strike from midnight tonight.

All shipping to and from Lyttelton Port from March 21 to March 25 has been cancelled or re-routed to other ports.

About 200 Rail and Maritime Transport Union members have yet to reach an agreement with the port company over roster and pay disputes.

March 21

Fonterra boss to step down

Fonterra chief executive **Theo Spierings** has handed in his resignation.

Board chairman John Wilson says the announcement was set for April but brought forward to the half-year result presentation to avoid speculation.

"It is not yet clear exactly when any appointment for Theo's replacement will be made but it is absolutely clear that Theo will continue in the meantime to drive the co-operative's strategy and business, with special emphasis on China," Wilson says.

March 21

IPO an option for UDC

Finance company UDC could be listed on the New Zealand stock exchange, its owner ANZ has announced.

The bank says it will explore the possibility of an initial public offering (IPO) as part of a range of strategic options for UDC's future.

ANZ tried to sell UDC to Chinese company HNA earlier this year but the transaction was turned down by the Overseas Investment Office.

March 22

Dealership's conduct 'misleading'

Engine problems and an odometer reading dispute have seen a Napier-based commercial vehicle dealership in trouble with the Motor Vehicle Disputes Tribunal for "misleading conduct".

Truck dealership Kobe Export was ordered to pay just over $54,000 to complainant Evan Ball in a recent tribunal ruling.

Ball bought a 2010 Toyota Dyna truck with just 32,335 kilometres on its odometer from the company in March 2017 for $49,900.

RTF hits out regional fuel tax

The introduction of

Continued on page 34

Continued from page 33

legislation enabling Auckland's regional fuel tax is being slammed by the Road Transport Forum.

The Land Transport Management (Regional Fuel Tax) Amendment Bill introduced in Parliament will enable Auckland Council to seek funding for specific transport-related projects.

It would allow funds raised in the city to be spent only in Auckland.

March 26

Convoys bypass storm damage

Escorted convoys are allowing for essential travel through washed-out State Highway 1 north of Kaitaia.

The NZ Transport Agency is co-ordinating with forest owners, police and the Far North District Council to allow motorists to bypass the area damaged by torrential rain.

The washout created a hole in the road around 20 metres wide and up to five metres deep, cutting off communities and tourists at the top of the North Island.

New director for Iveco

CNH Industrial, one of the leading global capital goods companies, has appointed Bruce Healy as Iveco's Australia and New Zealand business director.

He replaces Michael Jonson who has taken the role of chief financial officer for CNH Industrial in Australia and New Zealand.

Healy, who starts the new job in April, previously held the position of brand leader with Iveco's sister brand Case IH.

March 28

Mainfreight signs hub deal

A new Mt Maunganui logistics facility is part of a multi-million dollar deal with Mainfreight.

Resource consent has been granted to develop 11.5 hectares of land in industrial zoned Truman Lane through a deal with land owners Mangatawa Papamoa Blocks Inc.

Mainfreight will lease around 7ha in the subdivision to establish the freight facility which will employ around 100 people.

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TRANSPORT TALK DIARY

TRANSPORTtalk Australia editor Scott Murray looks at the month gone by on **www.transporttalk.com.au**



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March 29

Conversion workshop opens

Waste Management NZ has opened New Zealand's first workshop dedicated to converting diesel trucks into electric vehicles.

The company plans to convert 20 of its national truck fleet in the next two years.

The first conversion is almost complete and the truck will be used to collect waste from Auckland Hospital.

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Don't take cybersecurity for granted

Almost every 21st century business has become totally reliant on the integrity and functionality of its IT systems, so much so that we now take them for granted.

Trucking companies are no different. IT systems are fundamental to the daily operation of a modern transport and logistics business and without them the wheels would literally stop turning.

Unfortunately, the convenience, speed and ease-of-use of modern day IT systems also carries significant risks.

Hacking, data theft and online piracy are occurrences that, due to their increasing frequency, have become part of our everyday lexicon, even if we don't really know what they mean.

There also exists another threat that is just as pernicious and in many ways is far more disruptive to an organisation, and that is "ransomware".

A few weeks ago, the Road Transport Forum suffered an extremely serious ransomware attack. It completely knocked out our entire computer system – files, emails, everything.

It took several days to resolve and cost quite a sum of money. Unfortunately, and somewhat against my better judgement, it also involved the fairly grubby business of actually paying the crooks off with the ransom. They say never negotiate with terrorists but in this instance we were left with little choice.

Ransomware is a type of malicious software that denies a user access to their files or computer system unless they pay a ransom. It prevents you from using your computer by placing an encryption over the files and then the attacker ransoms the de-encryption codes back to you.

The ransom, as in RTF's case, is often not overly expensive, which encourages you to pay it. It is specifically designed to cost a lot less than it would to completely rebuild your computer system, which is what you would have to do if you refuse to pay and in addition you might never recover historical records.

I have been told that there are around four ransomware attacks per minute worldwide. Small organisations are often considered convenient targets because they do not have the high levels of protection that can be afforded by large businesses.

According to New Zealand's Computer Emergency Response Team (CERT NZ), which was set up by the Government in 2016, there is also a certain amount of risk in paying the ransom because it doesn't mean that the de-encryption codes will work or you will get your data back. It is fairly common for the attacker to simply take your money and leave your files encrypted.

Ransom is typically demanded in Bitcoin, which is pretty much untraceable, so to pay it you have to have a Bitcoin account or go through somebody that does. You also have to be comfortable with the fact that you are aiding and abetting criminal activity.

A former MP and minister of the crown, **Ken Shirley** became the chief executive officer of the Road Transport Forum New Zealand (RTFNZ) in 2012. The forum was set up as a national body in 1997 to responsibly promote and advance the interests of the road transport industry, and its member road transport operators. Email: ken.shirley@rtfnz.co.nz



CERT NZ identifies two main types of ransomware. Crypto-ransomware, which is what RTF was attacked by, encrypts files and does not allow access to them until you pay the ransom and get the password to unlock the encryption from the attacker.

Lockscreen ransomware, on the other hand, works by locking your computer or your files. A message will appear telling you that you need to pay a ransom before you are allowed access. You won't be able to remove the message or access your desktop or any of your files.

Ransomware can get into your computer in the same way that malware or a virus does through visiting unsafe or suspicious websites, opening emails or files from someone you don't know, or clicking on malicious links in social media such as dodgy Facebook posts.

In RTF's case we believe it came in through a remote access portal used to externally administer our system.

To best protect your organisation CERT NZ advises to always update your operating system and make sure you back up your files regularly.

Install antivirus and anti-ransomware software on your system if you don't already have it and keep it up to date. Install a firewall to stop traffic from untrustworthy sources getting into your computer and, finally, refrain from enabling macros in Microsoft Office.

For transport companies operating vehicle fleets, managing payroll, invoices and all the other administrative and accounting functions now done electronically, it is no exaggeration to say a ransomware attack could be devastating.

Familiarise yourself with the advice provided online by reputable organisations like CERT NZ and Netsafe, make sure you have good back-up systems, don't open suspicious-looking emails or websites and invest in the best possible security software.

These measures, while certainly no guarantee that you won't be targeted, will at least provide your organisation with the best possible chance of coming out the other end with your system intact.

Stink bug crisis: the downstream effects

We all know that due to the recent discovery of stink bugs on car carriers, there have been major disruptions to shipping.

Vessels have had to be treated and then put through controlled discharge, while others have been diverted to overseas ports for treatment before returning to New Zealand, all at a cost of millions of dollars.

But what would the cost to NZ Inc have been if these pests been able to establish colonies in New Zealand?

We can't quantify them but they could have reached into the billions.

So what have been some of the downstream effects of the redirections and other measures to control and contain this threat to our biosecurity and primary industries?

Let's start in Japan. From a total of 12,170 vehicles exported from Japan to New Zealand in December 2017, 7253 in January 2018 and 8401 in February, numbers are expected to drop considerably for March.

The uncertainty has led to shipping companies having to pick up charter vessels on the spot market to fill the gaps in capacity caused by vessels being delayed.

In New Zealand, the first in the queue for disruption was the ports.

Ports of Auckland was the first hit, with major disruptions caused by vessels occupying berths while being fogged and inspected.

That caused knock-on delays to other vessels as they could not berth to be inspected, treated (if necessary) and discharged.

The port had to reorganise its berthage scheduling to accommodate the affected vessels for much longer than normal. Other ports (Wellington and Lyttelton) have also been affected because vessels have not arrived until much later than expected, disrupting their work flows.

Next in the queue are the car transport companies which have had no vehicles to transport from the wharves and the worries that their drivers would seek employment in other parts of the transport industry.

There is a national shortage of truck drivers and their skills are in high demand - a big shift of drivers to another sector would mean fewer car transporter drivers which in turn would cause further disruptions.

Next we have the compliance shops, with many reporting major drops in volumes of 75% or more.

Some have had to ask staff to take both annual and non-paid leave and put off cleaning premises and surroundings.

Volumes in most compliance shops are now climbing again, except in Christchurch and other South Island centres where the shortage of vehicles has been exacerbated by the Lyttelton Port workers' strike.

Other businesses that rely on the supply of used imports have also been affected, including vehicle groomers, panelbeaters and mechanical workshops, who have all reported major disruption to their businesses and cash-flow.

The next to be affected are, of course, the car dealers who are waiting for their stock to arrive. Many have had customers, for whom they have purchased specific vehicles, becoming annoyed because they're unable to get their cars on time.

Adding to all the problems is the implementation of the ESC provisions for over 2 litre MA class vehicles.

For those vehicles shipped without pre-clearance before the cut-off date which were then caught up in the delays, VIA negotiated an exemption process with NZTA.

That means dealers who purchased and shipped vehicles in good faith are not disadvantaged by this "force majeure".

From the onset of the crisis, VIA has coordinated a pan-industry working group with regular teleconferences. That in turn led to the formation of a technical research group consisting of representatives of biosecurity inspection organisations in Japan, POAL's biosecurity expert and representatives from the Ministry for Primary Industries (MPI).

The technical group has been tasked with working with MPI to research the efficacy of various treatments and advise it on their appropriateness.

The group is industry-led and will be industry-funded, with seed funding coming from both VIA and the MIA. The industry was able to initiate the group very quickly whereas for MPI to have carried out this research, there would have been delays and possible further disruptions to trade.

There is no doubt that the costs of biosecurity processes are going to have to increase to cover the research, treatment and inspections, and to ensure that no vehicle imported into New Zealand poses a biosecurity risk.

Malcolm Yorston is the member and technical services manager for the Imported Motor Vehicle Industry Association (IMVIA). IMVIA provides advice and support to a wide group involved in the importation of used motor vehicles into New Zealand, including wholesalers, dealers, shipping companies, compliance shops and vehicle exporters in Japan, Singapore and the UK. **technical@imvia.co.nz**



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Are you concerned about workforce fatigue?

Many organisations in the supply chain industry need to meet growing expectations to provide access to a 24/7 service.

It's a commercial reality that usually necessitates shift work, leading to a workforce operating during what could be considered unnatural hours.

Recent studies suggest operator fatigue could be a major contributor to incidents in the operational workplace.

It can affect judgement and increase the propensity to make what in hindsight could be considered incorrect decisions, thus increasing risk.

In the extreme, fatigue can be linked to severe stress and mental illness.

What is fatigue?

Fatigue is the state of feeling very tired, usually resulting from insufficient sleep, prolonged mental or physical work, or extended periods of stress or anxiety. Boring or repetitive tasks can intensify such a feeling.

Fatigue can be described either as acute or chronic.

Acute fatigue, often resulting from short-term sleep loss or intense short periods of heavy workload, can easily be reversed by sleep and relaxation.

Chronic fatigue syndrome is a more severe state of tiredness that is not immediately relieved by rest.

One of the fundamental challenges associated with fatigue and stress is that they are not easy to identify, quantify or monitor. Signs of fatigue and stress can include irritability, depression, loss of appetite and an increased susceptibility to illness.

Therefore, awareness of the symptoms and effects of fatigue becomes critical in managing related workplace risks.

The understood effects of fatigue include reduced decision-making ability, reduced communication skills, reduced attention and vigilance, dulled reactions, increased tendency for risk-taking and more errors in judgement.

It is not difficult to correlate such effects with risks in the workplace, especially where individuals are working with machinery, moving parts and mobile equipment.

Getting enough rest

So how much sleep do we need? Each individual differs but studies suggest on average somewhere between 7.5 and 8.5 hours sleep every 24-hour period is needed.

Typically, a night-shift worker will get five to seven hours less sleep each week than a day worker.

Humans naturally follow a biological clock, a cycle of sleep, wakefulness and alertness that is generally aligned with the hours of daylight.

Due to the "unnatural" waking hours experienced by night, shift and extended time working, the effects of fatigue can be intensified when compared to those working a traditional day shift.

Studies suggest periods of intense fatigue are usually experienced during the hours where we instinctively require sleep the most – between 11pm and 6am.

Furthermore, shift workers suffer from sleep deprivation because their sleep schedules change frequently.

Where shifts are rotated, experts recommend it is done clockwise in order to support the adjustment. That's because if you work, say, 4pm till midnight, you tend to sleep from around 3am to 11am.

If you then move to a shift beginning at 8am, your sleep pattern is disrupted, which is harmful to worker productivity.

Workers reported an increase in productivity and happier working conditions using the clockwise rotation.

Assessing the impact of fatigue

A recent study sought to monitor personnel driving mobile equipment through the deployment of sophisticated camera technology installed in the vehicles.

The equipment was mounted in the driving cab and monitored the behaviour and responsiveness of the operator. The associated software detected events such as those where the eyes of the operator unwittingly closed for any prolonged period during their working hours.

The study started with an information campaign to the workers explaining the effects of fatigue, followed by two stages of monitoring.

In the first stage, the equipment was installed and only recorded fatigue events without alerting the driver, building a significant amount of information over a period.

The second phase introduced an audible warning in an event related to prolonged eye closure, highlighting the issue to the operator.

The results of the study were illuminating. Notably, but unsurprisingly, there was a much higher fatigue event rate during what was the traditional night shift, especially during the period 11am to 5am.

Events were recorded evidencing that operators could close their eyes for several seconds while driving the vehicle. Although this is inherently dangerous in any circumstances, when considered in the confined and often congested environment of a transport yard or container terminal, there is an increased risk of a high consequence incident.

By way of context, a vehicle travelling at 20kmh would move in the region of 11 metres during an eye clo-

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Eamon O'Connor is a director of O'Connor Warren Insurance Brokers, which specialises in transport and logistics insurance. He shares his expertise on risk management and insurance matters in *TransportTalk*. He can be contacted at eamon@oconnorwarren.co.nz

No clear benefits in fuel tax plan

The National Road Carriers Association would like to see the benefits of the Government's proposed nationwide fuel tax that has just been announced as part of its transport policy statement.

We realise more investment is needed in transport infrastructure, but it is a case of what the priorities are.

There are no detailed solutions in the policy statement - and how long is it going to take? Our members might be prepared to pay an extra tax but want to see tangible freight benefits.

As the population grows and our big cities expand, there is going to be more demand for freight to be moved and much of it can only be moved by truck. And more trucks need better, safer and less congested roads.

Improving public and active transport is important, but the growth in road freight in the next 20 to 30 years will require more spending on roads, not less.

The current infrastructure is not coping, particularly in Auckland, and it is only getting worse.

The proposals in the Government policy statement for land transport offer little to improve the movement of freight, the life-blood required to keep towns, cities and the country functioning.

A growing population increases demand for all the things we consume on a daily basis and most of it is delivered by trucks. This demand means more trucks on our already clogged roads.

And it's not just the freight transport sector that will grow. Look at all the tradesmen and courier vehicles on our roads - there are going to be more of them too.

The civil engineering, commercial and residential building industries also create a lot of heavy transport movements and these too are increasing.

You only have to look at new developments on the outskirts of Auckland at Kumeu, Pokeno, Drury and Paerata - no extra transport infrastructure of any kind is in place to support the rapidly growing population.

Although efforts to get more people using public transport, particularly in Auckland, are commendable, the city's population is increasing at a greater rate than the increased patronage of buses and trains.

That means only one thing - more vehicles of all kinds on the road. Yes, there needs to be increased spending on public transport but equally there needs to be more spent on the roading network.

The road freight transport sector welcomes increased rail and sea freight for bulk, non-perishable items but the proportion of the total freight load carried by each will remain similar into the future.

All modes will carry increased volume, with road freight still taking around 90% by virtue of being the only freight option with door-to-door capability.

NRC opposes increased fuel taxes taken from the road transport industry - and ultimately its customers – being used to fund any other types of transport apart from roading.

The road user charges and land transport fund have historically been used for road projects, including safety improvements and enforcement.

Whatever the Government finally decides to do, any increase in fuel taxes will ultimately be passed on to the end consumer, together with any increased administration costs.

The cost of just about everything a household consumes will go up and, because most of it has a trucking component, the fuel tax will become a tax on freight.

David Aitken is the chief executive of the National Road Carriers Association, a leading nationwide organisation representing companies involved in the road transport industry. It has 1700 members, who collectively operate 15,000 trucks throughout New Zealand.



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sure of just two seconds.

The introduction of an audible warning led to dramatic improvements - in some cases the number of events recorded reduced to zero.

This suggests that once an individual is given effective alerts and understands the impact of fatigue, self-management can overcome feelings of fatigue.

Considered management

In addition to such monitoring, a number of known environmental factors can be modified in order to mitigate the associated risks of fatigue.

Although it's not an exhaustive list, dim lighting, high temperatures, high levels of comfort, tasks which must be sustained for long periods and tasks which are repetitive, difficult, boring or monotonous can all lead to increased fatigue levels.

Workforce management often focuses on "absenteeism" but there could be greater cost associated with "presenteeism" - where workers are unaware of the risks and continue to work.

Increasing awareness the key

Any attempt to address workplace fatigue and stress should start with engagement with the entire workforce to increase awareness and provide a broader recognition of the phenomenon.

Workforce awareness about fatigue improves the ability to identify individual issues.

Inclusion will be key in effective management to overcome barriers related to individual "coping strategies" and strengthen feelings of workforce well-being and support.

***If you would like further information, or have any comments, please email us: O'Connor Warren Insurance Brokers, transport and logistics insurance and risk specialists.**

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