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CablePrice signs new deal

Screening and crushing manufacturer McCloskey International is welcoming CablePrice to its network of distributors.

CablePrice will serve New Zealand, Fiji, New Caledonia and Tonga with McCloskey equipment.

This includes machinery used in quarrying, mining, construction, demolition, waste management and landscaping.

The McCloskey dealership was formalised at the global quarrying construction and recycling expo,

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Isuzu NZ puts new trucks to the test

Isuzu New Zealand is set to release new truck models after successful testing in local conditions.

This includes the Giga Series CYZ460 and CYZ530 6x4s with the brand's unique MJX 16-speed automated manual transmission (AMT) to complement the existing three 18-speed Eaton Road Ranger models.

The trucks were put through a recent research and development programme with findings from the tests incorporated into the new models.

The first units will hit New Zealand shores in October with 20 pre orders already snapped up.



Colin Muir

Isuzu NZ general manager **Colin Muir** says the brand is always looking to innovate.

"Isuzu has been number one in the New Zealand truck market for 18 consecutive years and we're committed to extending this remarkable run even further.

"The brand has made huge advancements in quality, reliability, and now we're striving for the next level in terms of local input into future product initiatives.

"The recent programme we participated in reinforces Isuzu's commitment to New Zealand, but is also evidence that we're committed to ensuring new products are tested and tuned for local conditions," Muir says.

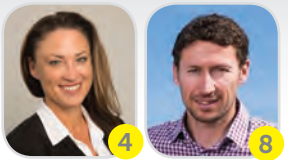
The majority of testing for the trucks took place with Blenheim-based customer Gills Construction and Wadsco Trucks Isuzu.

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Hino's new 300 Series 'a perfect fit'



Hino has released its new 300 Series 4×4 into the New Zealand market.

Hino general manager **Darren Salt** says the truck is "a perfect fit for local Kiwi businesses, whatever industry they're in".

"It can handle our tricky outdoor terrain for farming and forestry industries, but with a 7500kg operating weight and tight turning circle it's also ideal for city-based work," Salt says.

One stand-out feature is the Hino 4×4's six-speed overdrive transmission, which has one of the widest gear ratios in the market with a crawl gear ratio of 2.2:1.

"The gearings range is important to our customers – it makes tackling steep hills a lot easier, and gives them more control and fuel efficiency," Salt says.

Other features include all-wheel disk brakes, a reversing camera, Navigation for Trucks GPS system, cruise control, and a 170L fuel capacity, reducing the risk for customers heading off-road for long periods.

"The Hino 4×4 is a great way for us to cater specifically for the New Zealand market."

"We want to ensure that our locals have the best possible experience in our trucks no matter what they're doing or where they're going.

"We've heard all the fantastic feedback across the ditch, and can't wait to hear what New Zealand drivers think of the 4×4," Salt says.

TRT opens in Christchurch



Warehouse coordinator Emma Fraser, branch manager Ed Foster, customer service representative Stefan Duffell, sales representative Chris Wild and national sales manager Gavin Halley.

Tidd Ross Todd (TRT) is celebrating the launch of its first South Island branch.

The Kiwi-owned manufacturing company opened at 35 Parkhouse Rd, Wigram, Christchurch on August 1.

The branch specialises in truck and trailer parts for all makes, with a range of products that includes commercial vehicle seating, drive line, hydraulics and TRT's own Traction Air CTI, heavy transport trailers and cranes.

TRT national sales manager **Gavin Halley** led the team in developing the new site and says it's meeting growing demand around the country.

"As a privately owned business, we bring with us our family values.

"It's fantastic that we are able deliver our TRT standard of service and full product offering to our South Island customers," Halley says.

The new Christchurch branch is supported by a dedicated team of truck and trailer parts experts. It includes new warehouse facilities, customer service and a team on the road.

"We have a high calibre, local team, recruited within the region. They bring with them a wealth of experience and are already well-regarded experts in the industry," Halley says.

TRT Christchurch new branch manager **Ed Foster** says there has been "great support from local operators" and he is looking forward to meeting more over the coming months.

The new branch also supports MC Transport Repairs, now based at the rear of the facility.

TRT's manufacturing facility and head office is in Hamilton and has truck and trailer parts branches and warehouse facilities in Hamilton and Auckland.

They are backed by a team of experts, in-house and on the road, throughout New Zealand.

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Fuso NZ launches new parts warranty

Fuso NZ has announced a new 24-month warranty deal for its genuine parts programme.

Fuso NZ national parts manager **Allan McFarland** says the warranty, offered for genuine parts fitted by an authorised dealer, adds significant value for customers.

"As far as I'm aware, we're the only company in New Zealand offering a parts warranty this comprehensive for medium and heavy-duty commercial vehicles," McFarland says.

"Fuso genuine parts have always been the best value choice for customers, because they fit right first time, every time.

"This warranty shows the confidence we have in the quality of Fuso genuine parts."

The investment is the latest step taken by Fuso NZ following a 45% improvement in order fill rate at its Auckland warehouse since the first quarter of 2017.

"Our goal is to be number one in our customers' eyes, so we continue to increase the range of products we hold in stock.

"We now carry over 10,000 line items in our parts inventory which has helped improve our off-the-shelf parts order fill rate to a very high standard exceeding 96%," McFarland says.

Fuso NZ appoints Kathy Schluter

Fuso New Zealand has appointed **Kathy Schluter** as general manager of sales.

Schluter joins the team having previously been channel sales manager for telematics company ERoad, where she worked closely with both Fuso NZ and Keith Andrews Trucks.

Fuso NZ managing director **Kurtis Andrews** says the team is "delighted to have Kathy on board".

"She brings a different perspective to our business, which will challenge how we currently do things and ultimately improve or refine our customer experiences and how we go to market."

Schluter says her passion for the transport industry stems from the people within it. She also has a particular focus on safety.



Kathy Schluter

"It's my view that people are what makes up our industry and my passion lies in helping them achieve their business goals efficiently and safely.

"One of the things that attracted me to Fuso NZ is the fact that it is a people-centric company. It is a goal of mine to develop processes that will sharpen customer focus from the top down and help us become a market leader in this area, for the benefit of the people we do business with.

"When it comes to safety, our industry often shoulders a lot of blame for its contribution to the road toll. I genuinely believe the blame is disproportionate; however, we need to figure out how to remove the target from our back. That must come from training and technology, both of which are focuses for Fuso NZ, and I'm thankful to be in a position to help make a measurable difference in this space.

"I have a passion to make this industry a safer one than when I entered it and I hope a result of that can be to enhance the reputation of a career as a professional truck driver. New Zealand is short well over 1000 drivers, so let's make it an industry that people choose to be a part of," Schluter says.

Isuzu NZ puts new trucks to the test

Continued from page 1

On-board diagnostics were periodically downloaded and sent to Japan for forensic analysis.

A group of Isuzu heavy duty research and development engineers also visited the South Island test site to put a 6×4 AMT tipper on a high productivity motor vehicle (HPMV) sticker through its paces.

The team tested the truck in a variety of auto and manual modes, including steep hill starts and applying different driving techniques, to generate as much diagnostic data as possible.

Muir says a strong focus was put on testing the transmission to ensure it was up to the job.

This included looking at the operating parameters in rural and metro applications to see how much stress the system could handle.

"To be honest we were stunned by what that truck did on the day the engineers and R&D people from Japan were with it.

"If I'd had $10 to bet on the project getting the green light on that day I'd have kept it in my pocket!

"It shows that this generation of Isuzu AMT is a different beast to the earlier ones.

"Certainly, we see an immediate cut through into tipper application due to the ease of use versus a manual and the ability to spread aggregate," Muir says.

Upgrade to 4×4 FTS800 range

As well as the two all-new heavy duty tipper variants, Isuzu is extending the popular 4×4 FTS800 range with Allison Auto options to complement the Isuzu manual transmission models, all of which will be available in the second half of 2018.

"These are models co-developed between Isuzu New Zealand and Isuzu Japan specifically for local utilisation and are only available for Isuzu customers in New Zealand," Muir says.

"It's heartening that Isuzu is prepared to develop models exclusively for New Zealand, especially considering our relatively low volumes compared with other markets.

"It illustrates the very positive nature of the relationship between the Isuzu factory and Isuzu in New Zealand," he says.

New light duty range

Isuzu is also upgrading its popular light duty N-Series range with improvements



in power and performance, emissions systems, upgraded brakes and a new media centre.

The upgrades will be launched later this year with most new models featuring a power increase from 155hp up to 190hp.

Muir says the enhancements take on the competition with a 5500kg Isuzu having more horsepower than some of the larger 8500kg trucks on the market.

"These new models will offer owners unique advantages compared with the competition and will prove to be the easiest to operate and most cost-effective light duty truck on the market.

"We first drove pre-production trucks in early 2017 and since then have been working with Isuzu in Japan to fine-tune the new model for local application.

"These vehicles were tested extensively in Australia, a process attended by Isuzu New Zealand Technical and Sales personnel, meaning they're ready to go when they launch here later this year," Muir says.

Another change is in the emissions system, which will be greatly simplified by removing the DPD (Diesel Particulate Diffuser) entirely, replacing it with a DOC (Diesel Oxidation Catalyst) in favour of an Ad Blue system meaning no more burn off after-treatments or SCR additives.

"We have had overwhelmingly positive early feedback from some of the country's biggest fleets who want a simple and cost-effective light truck, especially when the vehicle is not necessarily the users primary work tool," Muir says.

A new 6.2 inch media centre includes Wi-Fi, GPS, advanced driver assistance, lane departure warning and forward collision warning.

The range also receives an upgrade to four-wheel disc brakes, along with a transmission kick-down function on automated manual transmission versions (NPRs), plus another six models in the range.



TMC Trailers celebrates 70 years of business





Heavy transport engineering company TMC Trailers is celebrating 70 years of business and has marked the special milestone with the recent completion of its 4000th trailer.

The Christchurch-based operation delivered the six-axle b-train unit, equipped with full LED light strip lighting and commemorative rear signage, to freight and logistics firm 4D Group.

TMC Trailers, including its Auckland workshop, is one of New Zealand's largest heavy transport engineers specialising in the manufacturing, service and repair of truck trailers and decks.

The plant produces an average of 120 trailers and 40 truck bodies per annum. Every aspect of the manufacturing process, from design and build to grit-blasting and finishing, is carried out on site.

The business, formerly named Trailer Manufacturing Company, was founded in 1948 by **Ian Currie** shortly after his return home from the Second World War.

Ian had served as a mechanic with the NZ Scottish regiment in Guadalcanal and Bougainville. His service had involved retrieving crashed American aircraft and stripping them of parts to keep the New Zealand planes flying.

Ian's American supplied tractor unit was hooked up to a transporter and was the first he and most other New Zealanders had seen up close at that point.

This experience during the war showed him the pulling power of trailers and inspired him to eventually start his own New Zealand trailer building industry.

The earliest trailers built by Ian include some of the very first heavy transport trailers used on New Zealand roads.

By 1989, Trailer Manufacturing Company Limited became TMC Trailers Ltd. It went from a one-man-band to a business with over 50 employees.



TMC has continued to grow and prosper under the leadership of Ian's son **Paul,** as managing director, and grandson **Richard,** as general manager.

There have been a number of special milestones for the company along the way including the manufacturing of its 1000th trailer in 1972 for TNL Freighting – a two-axle pull trailer at the cost of $4085.

The 2000th trailer followed in 1992 and was built for Otorohanga Transport.

The 3000th trailer was delivered to Linfox NZ in 2004. It was a quad axle step-deck curtainsider based in the South Island for hauling groceries between Nelson and Invercargill.

Other highlights include the 2014 partnership with heavy vehicle and crane manufacturing company Steelbro.

The deal saw TMC pick up the distribution and manufacturing of Steelbro container sidelifters into the New Zealand market.



Paul Currie



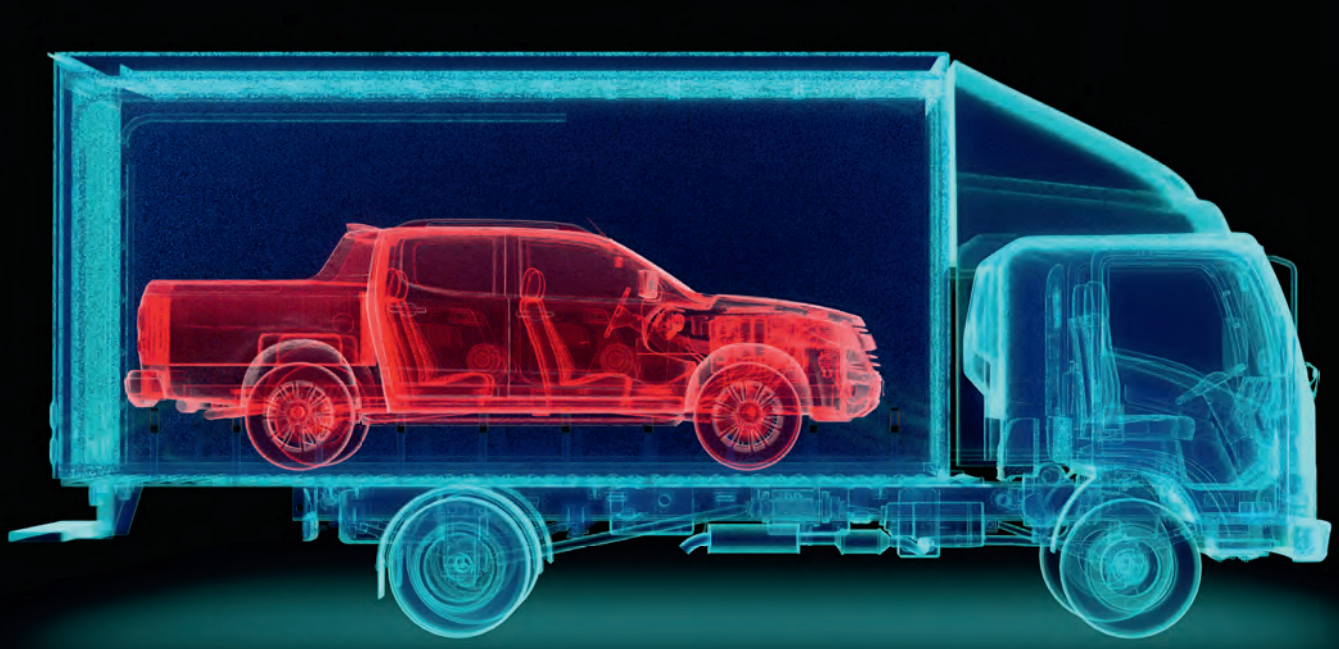
Richard Currie

Another company milestone included the launch of its Auckland mobile servicing vehicle in 2015 for the servicing and repair of TMC trailers or Steelbro sidelifters throughout the region.

Paul says everyone in the team is very proud of the company's 70-year anniversary.

"There's a sense of achievement. Being a family run business we're passionate and we enjoy what we're doing, it's not for the balance sheet. It's a nice industry to be in and transport people are really nice people," he says.

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Hastings food hub has transport backing

Freight company Tomoana Warehousing and Transport is behind a new 16.5-hectre food hub development in the Hawke's Bay.

Sister company Tomoana Food Hub is to open next to Heinz Wattie's' main production plant in Hastings and is set to become a major base for New Zealand's food industry.

Development manager **Logan Taylor** says the hub can host any business operating from food processing and packaging to product development.



Logan Taylor

"We are developing much more than an industrial business park ... We are creating a collaborative workspace for food and beverage businesses to cluster and share knowledge, by-products, energy, logistics and infrastructure, resulting in increased productivity and profitability," Taylor says.

"Our specific zoning only allows businesses in the food value chain, which means neighbours are always going to be other complementary food businesses – there'll be no heavy industrial activity, which is important from a food safety and market perception angle."

On site third party logistics and overflow storage services will also be available to occupants. This allows companies to focus on their core business without additional administration and accommodation concerns.

"We're keen to encourage collaboration and innovation whereby both small start-ups and large multinational businesses can co-locate at the hub and focus on adding value, while creating strong brands that can take on global markets," Taylor says.

A number of companies have already come on board at the Tomoana Food Hub.

This includes Jamestrong Packaging, Australasia's largest supplier of food cans, which has established a new 7500 square metre tinplate coating plant on two hectares of land close to its existing facility in Hastings.

New Zealand Miracle Water has established a state-of-the art 9500 square metre food grade aseptic manufacturing facility on a 2.5-hectare site at the hub.

This will produce packaged water products mostly for export. The company is tapping into pure artesian water located directly underground in the Heretaunga confined aquifer through a new bore.

Other occupants include multinational pallet and container pooling services company CHEP, Tomoana Warehousing and Fonterra.

Bayleys Havelock North and Hastings branch manager **Daniel Moffit** says a site of this scale with multiple infrastructure benefits is rare in the Hawke's Bay.

This includes roading designed for heavy vehicles, power and high-pressure gas capacity to cater for high energy users, and a council reticulated waste system that runs directly through the site allowing connections to discharge waste.



Daniel Moffitt

Individual bores on each lot also supply water for amenities, fire protection and processing/manufacturing.

"The Heretaunga artesian aquifer is a pristine source of fresh water offering a natural asset that is unrivalled anywhere in the country and which provides significant competitive advantage for food and beverage producing occupants," Moffit says.

Tomoana Food Hub is also close to reliable and easily accessible transport links. Arterial highways heading north and south are minutes away and Napier port and airport are within 20 kilometres, allowing national and international exporters to move produce efficiently and cost effectively.

"Hastings Council is also committed to supporting the success and further development of Tomoana Food Hub. Every possible assistance is given to companies wishing to relocate here.

"Up to 9.7 hectares of land is currently available for the development of modern food grade premises for the processing and manufacturing of food and beverage products on attractive, flexible lease terms," Moffit says.

The Government has also funded $215,000 towards the project through its Provincial Growth Fund.

The money is to help Hastings District Council develop a feasibility and business case for a new food hub.

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RTF conference to have southern flavour

Transport minister **Phil Twyford** will be returning to the Road Transport Forum's annual conference this year.

The event is being held at Forsyth Barr Stadium in Dunedin from September 26 to 27.

This year's theme is "Southern Ways" which is set to recognise the important role of the road transport industry in the Otago and Southland regions.

Twyford gave his first public address as transport minister at the 2017 conference.

In that speech, he said "change is necessary" and emphasised the need to invest more in "multimodal" forms of transport, particularly in Auckland.

Road Transport Forum chief executive **Ken Shirley** says he is looking forward to Twyford's industry update.

"We are grateful that transport minister Phil Twyford has committed to returning after speaking at our 2017 conference and we look forward to learning more about the Government's new transport plans that will have such a major impact on our industry.

"Other speakers include economic commentator **Cameron Bagrie**; chairman of HW Richardson Group, **Rex Williams**, who will share his experiences of being involved in the iconic Southland transport company; and **Graeme Gale** from Helicopters Otago.

"Specific industry issues such as driver fatigue and impairment, and training and qualifications will also be discussed by panels involving subject experts and road transport operators," Shirley says.

There will also be trade and vehicle displays supplied by sponsors and supporters of the industry.

The prestigious New Zealand Road Transport Industry Awards Dinner will be held on September 26 in the Dunedin Town Hall.



Phil Twyford



Ken Shirley

The 2018 New Zealand Truck Driving Championships Final, which is traditionally held alongside the conference, will this year start a day early and take place on the "East Slab" of the stadium.

The conference website, including an online registration facility, accommodation options, sponsorship packages, transport and a partner's programme is available at **rtfconference.co.nz**

VTNZ appoints new leader

Greg O'Connor is Vehicle Testing New Zealand's new country manager.

He was previously general manager operations leading VTNZ's service and customer operations.

"I'm really proud to take up this position. We employ the largest number of trained automotive technicians in New Zealand and we are the largest provider of driver testing services – all with the aim of keeping people safe on our roads.

"VTNZ is in a unique position to support drivers through all aspects of driving – from education and licensing, to helping them choose the best vehicle and then keep it safe and roadworthy."

"This is an exciting time for our industry with advances in vehicle technology and design revolutionising the New Zealand vehicle fleet and challenging us to constantly update how we help keep people safe on our roads."

He replaces former chief executive **Mike Walsh** who earlier this year was appointed executive vice-president of Southern Africa and Oceania Region of DEKRA, which owns 60% of VTNZ.

"Greg has played a pivotal role in leading VTNZ successfully through significant change including the Heavy Brake Rule, vehicle licensing reform and the introduction of practical driver testing," Walsh says.



Greg O'Connor

"He's ideally placed to lead VTNZ through its next phase of development."

VTNZ employs 1000 people and has 82 branches, carrying out one-and-a-half million car and truck assessments each year, as well as 250,000 practical driver license tests.



Transport industry adopts face tracking technology

Face tracking software is being deployed in a bid to tackle driver fatigue and distraction in the commercial vehicle industry.

Canberra-based technology developer Seeing Machines has created the Guardian driver monitoring system.

It has been introduced into 27 New Zealand fleets over the last 18 months and has the backing of insurance provider NZI.

ERoad fleet management is also set up to integrate with the software which is distributed in New Zealand by local firm Autosense.

Transport sector stakeholders were invited to a panel discussion about the new technology on July 26 at Fisher House, East Tamaki, Auckland.

The technology was initially developed for use in machinery deployed in the Australian mining industry.

It works by tracking the movement of a driver's face – monitoring eyelids, facial expressions and which direction the driver is looking.

If the driver closes his or her eyes for 1.5 seconds it is deemed a "micro sleep" and an in-cab alarm sounds and the seat vibrates to jolt the driver back to full alertness.

The same happens if the eye tracking software detects the driver is not looking at the road for a sustained period.

After each incident, a seven second video recording of the driver's face is sent to the Seeing Machines 24/7 operations centre and analysed.



Charles Dawson

A driver dispatcher is notified within two minutes so that action can be taken if needed.

Autosense chief executive **Charles Dawson** says the technology can save transport businesses millions in productivity and also saves in social costs of work place accidents.

The integration with ERoad also makes it easy for transport companies to manage their fleet and drivers on one platform, Dawson says.

"There is a need for a cultural change in the industry to one of more training and monitoring as working drivers cause crashes far more often than we realise.

"The AI technology is helping to make New Zealand a safer, smarter place for drivers and when you consider the social cost of accidents, that is a great thing for the wider community," Dawson says.

"Everyone who drives for work is at an unacceptable risk – all day and every day. Guardian helps drivers stay considerably safer and will save lives."

"Installing Guardian will save costs on insurance and ACC premiums as well as the cost of recovery of an accident and any related downtime of vehicles.

"Truckies don't need to be afraid of a big brother syndrome or their bosses monitoring their every move, as managers can only view footage of an event," Dawson says.

Latest figures from the NZ Ministry of Transport show 75 people died and a further 850 were injured in road crashes involving trucks in 2016.

This was 23% of all deaths and 7% of all reported injuries on our roads.

However, NZI head of commercial motor vehicle insurance **Ian Taylor** says crashes caused by fatigue are most likely under-reported.

"We don't have a whole lot of people sticking their hand up after an accident and telling us that the accident was caused because [they] nodded off.

"Often times the drivers won't event know they've nodded off ... what we do know from analysis of our claims is we see a lot of people have an accident on a piece of road with a very slight bend where they didn't take the bend at all ... that



Ian Taylor

Continued on page 11



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indicates to us the person probably nodded off."

Taylor is backing the face tracking software and says some of the most enthusiastic people to hear about the system are the partners of the drivers.

"We've learnt that a lot of truckies' partners feel anxious while they're on a long haul, and this gives them reassurance that their loved one will get home safely."

Fleet companies also need to adopt other safety measures such as online driver training which identifies at-risk drivers, he says.

This also includes using data from systems like ERoad which not only collects road user charges but ranks factors such as harsh braking, rapid acceleration and speed.

"The information gathered from this data can be turned into meaningful insights to measure on-road behaviours of drivers for trucking companies to then find solutions to continue to keep drivers safe on the road.

"What we're also doing in a tentative, cautious way as insurers tend to do, is we're starting to price now on the basis that the technology you've now put in will change the future so we've got less reliance on what's happened in the past if we've got a marked point where something is changed," Taylor says.

The technology is also set to combat driver distractions which are on the rise.

"We think those distractions are just as important as fatigue and one of the main ones is device distraction in the modern world and a lot of problems with cell phone use," he says.

The Guardian system is based on a 36-month operating lease which kicks off at NZ$105 per unit with larger volumes by negotiation.

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New leadership team at TSI Group



TSI's new management team are Raju Bhana, Tracey Atkins and Simone Vidal.

Automotive software house TSI Group is taking a team approach to its new management structure.

Tracey Atkins has recently taken on the role of Systime general manager, looking after the Autoline DMS and IMS products; while **Raju Bhana** is now SAM general manager, leading the workshop and fleet management system side of the business.

The pair, together with group financial controller **Simone Vidal**, collectively have almost 60 years with TSI and are now responsible for group decision making.

It is a good change for the business, and is working well, Atkins says.

"Previously decisions were made on a business unit basis. Now a group approach exists that leverages a broader knowledge base resulting in much better decisions.

"It's about sharing ideas, across both our businesses and our products, to ensure that our customers and industry associates benefit from the broad understanding of the market that we collectively share."

"What functionality can we add? We are constantly looking at ways we can improve our customers' business and enhance their experience, including developing partnerships with third-parties.

Bhana says TSI's focus on customer service has strengthened since the new leadership structure.

"Our KPIs are still in place. We are constantly reviewing our internal processes using KPIs and metrics to ensure the very best level of responsiveness for our customers.

"It's all about personal service. We have sales people on the ground and a support team with some of the best experience in the industry".

Atkins has been with the company for 28 years, Bhana for 20 years and Vidal for 10 years.

Retention of staff is one of the main reasons for TSI's success, Atkins says.

"We've gone from 11 staff to 52, with offices in Auckland, Christchurch and Sydney."

TSI has been in its current building for 10 years, occupying the entire ground floor for the last 12 months following a round of renovations.

"It's an area conducive to customer support, complete with specialised sound proofing," Atkins says.

"We are proud of the enhanced working environment our team now has and confidently look forward to delivering unexpected value to our existing and new customers in the years to come."

Part of TSI's strategy is to grow its presence in Australia.

"There's a wealth of knowledge we can export over there," Bhana says.

"We have many happy customers on both sides of the Tasman, with plenty of untapped potential in Australia right now."

The group is attending several trade shows in Australia in the coming months to showcase products and new offerings.

These include the Australian Automotive Dealer Association (AADA) National Dealer Convention and Expo on the Gold Coast from September 4-5 and Xerocon in Brisbane from September 4-6.

NZ hydrogen economy boost



Winston Peters

New Zealand hydrogen fuel development has received a boost.

A Provincial Growth Fund investment to help develop hydrogen fuel infrastructure in Taranaki has been announced by deputy prime minister **Winston Peters.**

A $950,000 grant will be made to Hiringa Energy and its partners seeking to develop zero emission hydrogen transport fuel.

The funding will be used to scope the engineering and design of two hydrogen generation facilities, up to four mobile compressed hydrogen storage and distribution containers, and up to three hydrogen refuelling stations.

Both New Zealand and Australia plan "hydrogen economies" where hydrogen fuel cells can extend transportation range and to sell hydrogen to other countries.

"It has the potential to provide further employment and investment opportunities through clean energy technology," Peters says.

"This funding supports the next step towards developing a specialist skill base in the region to support hydrogen projects. This project's deliverables will help grow the industry that has the potential to reduce emissions and provide clean, sustainable, secure energy," he says.

"Since the first investment from the Provincial Growth Fund into Taranaki, the Government has invested NZ$21.4 million into initiatives that will provide economic development opportunities in the region."

Ford Ranger's eight-cylinder performance



BY DAVE MCLEOD

How Ford's new performance vehicle, the Ranger Raptor, would perform both on and off the road has been the subject of much speculation.

I got behind the wheel of this new breed of truck in the rugged outback of Australia's Northern Territory.

Ever since Ford announced that the Ranger Raptor's heart would be a mere 2-litre, four-cylinder bi-turbo diesel engine, the internet has been a sea of visceral debate. But Ford has maintained it's not just about the cubic capacity, and I can tell you Ford is correct.

The engine delivers 157kW and 500Nm of power and torque in a seemingly endless fashion, and triple-digit speed comes with ease whatever the terrain. Putting a 2-litre engine in a truck may seem like a backward step, but it wasn't long ago that a V8 would be proud to boast these types of numbers.

As I pointed out, it's not just about the ccs. With the Ranger Raptor, Ford's engineers have mated the engine with a finely tuned 10-speed automatic gearbox that never appears lost when finding correct gear. Although I doubt you'd need them, there are also paddles on hand for the control freaks.

Underpinning it all, the Ranger Raptor's heavy duty boxed chassis frame is stoic and unyielding. But attached to this are the other four cylinders that make this truck so very special, namely the Fox 2.5 internal Bypass front and remote reservoir rear shocks. According to Ford, "there is so much technology in them they are a candy store for dynamic engineers". The damping effect is similar to that of a soft closing cutlery drawer, they simply absorb whatever pressure is inflicted.

Our "Outback Attack" experience commenced in Darwin with a sealed road drive to Tipperary Station (which we all know is a long way), the perfect way to showcase the Ranger Raptor's on-road prowess

Even with its larger physical dimensions and wider track the truck doesn't feel ungainly on the tar seal. The sports seats are comfortable and supportive with side bolsters that I was thankful for later.

A large array of infotainment and driver aids (although no adaptive cruise control) are at hand, and the BF Goodrich high-performance all-terrain tyres offered very little road noise. The near two-and-a-half hour drive included a 130km/h section that (from the engine's point of view) went by unnoticed.

The "driveway" to the 210,000-hectare station was an unsurfaced, wide open trail, covered in red, aeolian dust (commonly called bulldust). In other words, Ranger Raptor territory.

Once again, the combination of that torquey engine, strong chassis, outstanding suspension and all-terrain conquering rubber had us believing we were still on the highway (and we drove accordingly).

With three exercises to complete, our hosts split us into groups and sent us into various locations. The first for us was the quarry and a chance to use the Raptor's 4WD modes and upgraded ground clearances. As expected, the Ranger took to the gradients and loose shingle without breaking a sweat, unlike us as the temperature nudged past 30 degrees – this really is a capable off-roader.

Next up was the experience we'd all been waiting for, a fast-paced course including power slides, jumps and torturous ruts – time to engage Baja mode. Among other things, Baja mode tightens up steering response while loosening rear end traction. The result is a wholly engaging drive that exorcises your inner demons. With a racing professional beside me to encourage and direct, the Raptor tore around Tipperary Station with extreme confidence. I felt in control every step of the way.

The third exercise was more a demonstration. A passenger ride in a six-minute hot lap that included air, speeds exceeding 150km/h and displays of tail wagging that would embarrass an excitable puppy. In short, it was a chance to get a real insight to the Ranger Raptor's true performance capabilities. It was sublime.

According to the drivers and technical team alike, the Raptor will take this punishment all day and seldom miss a beat. I strongly believe this to be the case.

The long "reality" drive back to Darwin was a bit of a comedown. The adrenaline-filled outback experience was one to relish and savour, with the Ranger Raptor in a class of its own. What Ford has produced is a sheer delight to drive both in the town and out in the elements, with four cylinders under the bonnet and another four supplied by Fox, the Ranger Raptor is a real eight-cylinder performance vehicle.

Less is more with Isuzu D-Max



BY SCOTT MURRAY

Isuzu Ute sells blunt instruments in a time of value luxury, and let's not pretend here – the new D-Max is still a sledge hammer in an operating theatre – and it takes me back.

I once drove a snorkelled 70-series LandCruiser troop carrier through Gippsland floodwaters up to the windscreen, and learned to drive in a tank-like bronze GQ Patrol in the Victorian High Country, and both came to mind when driving the D-Max.

When you see the asking price, initially it seems a little high for such a no-frills ute. But the fact you can find decade-old Isuzu light trucks for sale with hundreds of thousands of km on them, with new bodies fitted, for similar money, it suddenly becomes less about the number, and more about what you're getting for it. Not to mention how much Toyota's updated 79-Series costs even today.

There's another Japanese ute-maker which sells and sells on a reputation, but has been having some issues recently. But when it comes to dependable, robust trucks, with the demands put on their engine components, Isuzu is the leader.

Updated features on the revised range include an effective, simple satnav that, while sitting behind a glare-prone screen, is much more responsive than the last version (less yelling and prodding), and a decent reversing camera with a nice wide view.

Bugbears include the lack of reach adjustment to make up for one's lack of verticleness, I can live without CarPlay/Android Auto (even if some can't), and while I know "it's coming" with the Mazda partnership's next-gen D-Max range, no adaptive cruise or AEB must be mentioned for fleet buyers' sake as the vehicular workplace is increasingly under scrutiny from WorkSafe.

Entrusting one's life in their ute at a 45-degree incline, in the middle of the bush, or miles from any service department, every squeeze of the D-Max throttle feels like you're barely asking that N-Series 4JJ1 diesel engine to elevate its heart rate. And that's important. This means you're doing more with less; less wear, less strain, less risk. Truck motor in a ute; bloody brilliant.

Throwing the D-Max into the Melbourne 4x4 Proving Ground, to be frank, it barely noticed. What proved impressive was that ease with which it handles most challenges, particularly the log challenge, designed to throw off opposing wheels to lose traction.

The hill descent control is genius and absurdly easy to use, especially when using the "drive through the brake" technique to overlay three forms of speed reduction and avoid mishap. Keen to look for a chink its armour, the LS-U D-Max was sent on repeated descents of the proving ground's steepest slope to make sure it wasn't a fluke. What let the D-Max down was the squidgy, smelly, fragile component enjoying the addition of leather seats and the simple cabin layout.

Said fleet (and private) buyers will appreciate the longer service intervals at 12mth/15,000km and the 4x4's increased GVM of over three tonnes and payload on all variants of more than one tonne. The 4x4's Gross Combined Mass, of both car and trailer, is an impressive 5.95t.

That indefatigable six-speed gearbox make remarkably smooth changes, useful for not jiggling around your strapped or tied-down payload, and the use of new-blend steel in the suspension leaves means using three instead of five leaves, which means chiropractors will see fewer D-Max owners in for herniated discs. A welcome relief considering my lower back decided it hated me literally the entire week of having the D-Max.

So how did I let the D-Max down? By forgetting to select manual shift and sending this "scaled down truck" scurrying down the 45-degree slope in regular auto. The D-Max, again, barely noticed being dropped on its nose – course instructor Bruce Kerr on the other hand made obligatory remarks. Despite my self-proclaimed stupidity, not a single thing happened, and it carried on.

I feel this is the difference between the competition – some people just need a solid ute that does the job. Could I have broken something in other utes? Probably, although I dare not find out.

I don't want to use the word indestructible, because that's marketing rubbish. But, like finding only the head of your grandad's old hammer, you get the sense that engine and drivetrain will still power on long after the paint, tyres, body panels and plastics have eroded, rusted and decayed to the sands of time. Long after my squidgy, tired frame gives up the ghost, I'm confident that donk will still turn over.



MAN TGX voted 'Fleet Truck of the Year'

The MAN TGX has been voted "Fleet Truck of the Year" at the prestigious *Motor Transport* Awards 2018.

The London-held ceremony, in its 32nd year, saw an audience of over 1000 representatives from the transport industry celebrate excellence, innovation, outstanding service and efficiency in the industry.

Motor Transport editor **Steve Hobson** says the judging panel, made up of experienced industry professionals, singled out the MAN TGX for its "high efficiency, low cost of ownership, excellent parts and service support delivered through a highly focused dealer network, as well as the high levels of driver comfort."



"These are all attributes that make a real difference to truck operators and drivers," Hobson says.

MAN Truck & Bus UK managing director Thomas Hemmerich was presented with the award.

"I'm delighted to accept this award and see it as a true indication that the MAN TGX, our dealer network, and the customer service packages we offer are exactly what the market demands.

"At MAN we pride ourselves on delivering our customers a range of vehicles that are fuel efficient, technologically advanced, safe and robust, which are supported by a range of customer services that offer real tangible business benefits.

"The MAN TGX has found favour with countless fleets across the UK and this award helps recognise the fact that we both deliver and support a range of vehicles that our customers can rely on - and value," Hemmerich says.



MAN has established the TGX D38 as a major player in the 15-litre, heavy-duty truck market.

The high horsepower MAN model meets the demands of long distance transport in B-double applications.

It has been optimised with tailored powertrain designed for the most demanding transport tasks, with a six-cylinder inline engine with 15.2-litre displacement.

The engine further enhances the MAN range and introduces a new horsepower class of 560 hp at 2000 ft-lb, producing maximum torque from as low as 930 rpm, which ensures the focus is efficiency.

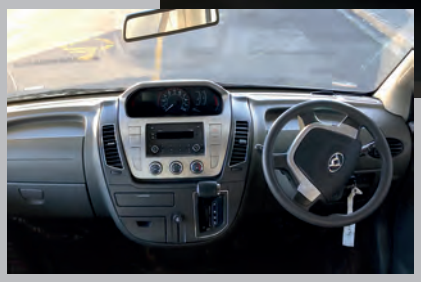
It provides a total-cost-of-ownership savings delivered through a range of patented MAN technologies.

The D38 has an automated manual 12-speed Traxion transmission shifting system, with three new fuel saving modes and GPS-controlled cruise control from MAN EfficientCruise, which uses topographical map data to detect route gradients and optimize fuel consumption depending on route.

The MAN TGX D38 provides sustained power reserves and excellent traction on sharp gradients while delivering the highest levels of driving dynamics, technology, and economy in its range according to the distributor.

Tourism Holdings to have electric motorhomes available this summer





BY RICHARD EDWARDS

Kiwi firm Tourism Holdings Limited (THL), operator of the Britz, Maui and Kea motorhome brands, is planning on renting electric motorhomes to customers in New Zealand this coming summer season.

The company has trialled multiple vehicles, with its latest concept - the expected base for the vehicles to be made available to the public - based on the LDV EV80 cab chassis, similar to the van reviewed in *EVtalk* last month. The vehicle is a two-berth unit, with an expected range of around 140km.

The vehicle, and the routes it will be recommended the vehicle take, were developed with the assistance of the Energy Efficiency and Conservation Authority's low emission vehicles contestable fund.

Giving *EVtalk* a tour of the vehicle, THL's **Ed Burak**, who has run the development programme for the EV, explained first and foremost the vehicle needs to be a functioning motorhome like any other.

"It's important that it's a motorhome first, and the fact that it's an EV is somewhat secondary in terms of how it functions," Burak says. "We've looked at things such as the length and we've reduced it so that it's easy to store, you have advantages of travelling on the ferry, and parking.

Attention has been paid to the interior and house systems.

"We've gone a little bit more contemporary - it's almost sort of like out of apartment living in terms of the finishes, and there's lack of handles," Burak says. "I guess in terms of some of the things which are different because of this EV approach is that we've eliminated all fossil fuels. So there's no LPG gas for cooking, for example - we've replaced that with a induction cooktop, which is nice and smooth - it looks beautiful. And it simplifies the whole vehicle.

"Of course, lighting is all LED lighting throughout the whole vehicle. And outside of that, we're starting to experiment with different materials to just try and improve the fit and finish and the presentation, and reduce weight as well."

Alongside the development of the vehicle has been the process working out where they will travel - the comparatively short range of the vehicle and need to charge requires a different approach.

"We also are fundamentally an experience company," Burak says. "Whereas perhaps 10 years ago we considered ourselves a campervan company. And so what that means is that we're interested in the overall experience and what the expectations of our customers are.

"We've developed itineraries which we believe slow the customer down a little bit and get them to enjoy each destination far better. We're also offering up things such as great food and wine experiences that they perhaps wouldn't be aware of if a classic tourist."

Routes will take into account charging - both existing charging infrastructure and THL provided charging points at camping facilities - developed as part of a partnership with Holiday Parks of New Zealand. Charging points at this stage will be at up to 22kW AC. When vehicles are parked up for the night, they can be plugged into site facilities at two points - one for the vehicle and one for the house supply. The LDV is DC charge capable, though most charging is expected to be overnight.

"They're going to have EV specific sites where they can plug in for the house at the back, to charge the microwave and their phones and bits and pieces, and plug in the vehicle in the front to recharge your vehicle battery."

Burak says the EECA funding has been valuable to the project.

"The availability of that funding is fantastic and incredibly useful. What it does is make things happen faster."

The plan is to have vehicles available for rent this summer season, though the initial fleet will be small.

"It is quite a control set, so about 10 vehicles," Burak explains. "Putting five in the North Island and five in the South Island, going up to perhaps 20 as we continue to roll out."

Burak suggests users may not need to pay any more for the vehicle than a diesel-fuelled vehicle, and costs will likely be overall less.

"I don't expect that we should be charging the customers extra to be using one of these vehicles. In fact, the overall cost of renting and operating should be significantly cheaper."

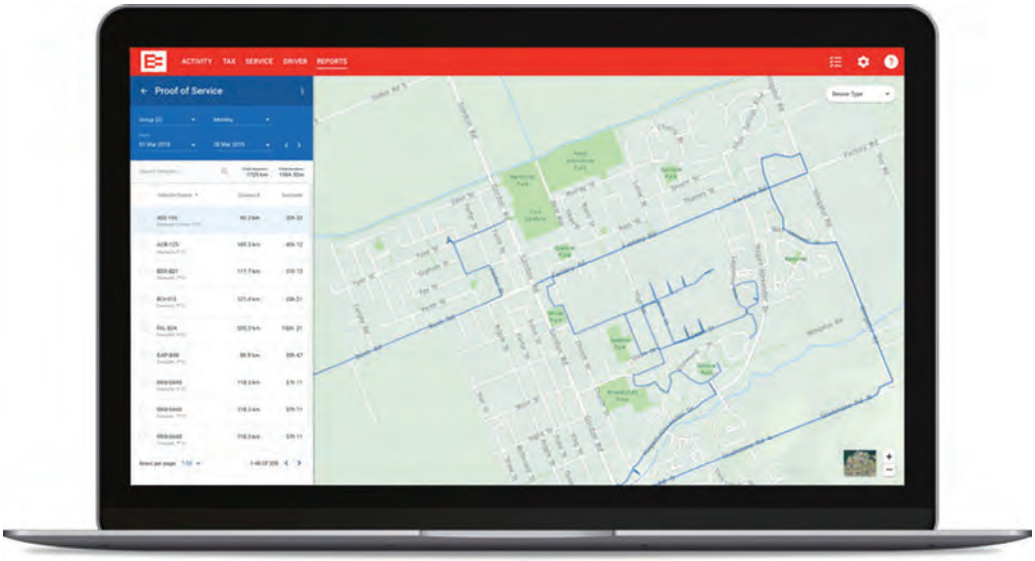
Read our full review of the all-electric LDV EV80 in the last EVtalk, which can be found online at **EVtalk.co.nz**. You can see a full interview with **Ed Burak** and a tour of the motorhome at the **Auto Media Group** Youtube channel.

ERoad launches asset tracking tool

Transport technology services company ERoad is expanding in the civil contracting and construction market with a new system for assets and contract reporting.

ERoad general manager New Zealand **Tony Warwood** says the company works closely with customers throughout the construction sector and the new services provide a "one-stop shop" for all asset tracking and reporting needs.

The asset tracking for powered and non-powered equipment will be an addition to the electronic road user charges payment and health and safety compliance that ERoad currently provides.



"Most importantly, it has the capability to give customers in civil contracting and construction a single, full view of all their assets and plant, not just vehicles," Warwood says.

"Customers using these services can see when, where and how equipment has been operating.

"They can, if they wish, make this information available to their contract owner as well as business partners for complete transparency."

Warwood says the additional services gives customers full visibility of all their assets - both vehicles and auxiliary equipment - all tracked and monitored through ERoad's depot in real time.

"It's the gold standard for contract reporting. A proof of service report delivers a comprehensive description of civil contracting activity such as gritting, sweeping, snow clearance, mowing, road sweeping, road marking, as well as construction activity like digging, rolling or grading."

ERoad customers could choose to provide their contract owner with a log in to their portal to view activity completed and monitor work. Proof of Service reports could also include maps and visualisation of equipment usage.

"With ERoad's high growth in the civil contracting and construction vertical it made sense to deliver a range of services suited to solving some of the complex asset management problems," Warwood says.

"We developed these services in conjunction with our civil contracting and construction fleets that already utilise ERoad's services like automatic RUC payment, driver safety features and vehicle monitoring and management.

"Our soon-to-be-released ETrack Wired device is easy to install, discreet and durable, ideal for auxiliary equipment - both powered and non-powered. The ETrack Wired asset tracker reported asset operating behaviour at regular intervals, providing a comprehensive history and location of equipment use," Warwood says.

Customers using the services also have the option of reporting information to other parties using ERoad Share.

"For contractors or firms working on joint ventures or in a sub-contractor relationship, ERoad Share makes it easy to see what's occurring across a range of EROAD equipped vehicles and assets sitting in various ERoad customer fleets, while ensuring anyone sub-contractor is operating their fleet in a safe and efficient manner.

"We think there's scope for our customers to further improve efficiency, utilisation of plant and improve job scheduling using these new services," Warwood says.



Greg Miller appointed new KiwiRail chairman

Minister for state-owned enterprises **Winston Peters** and minister of finance **Grant Robertson** have announced **Greg Miller** as new KiwiRail board chairman.

It follows the resignation of Trevor Janes who left the board on June 30.

Miller is currently the managing director and chief executive of Toll New Zealand, a position he has held since 2008.

He began his career as a cadet in transport operations at Mainfreight Group, rising through the ranks to become a senior executive.

He has since held roles at Tranz Rail and Tranz Link International as managing director across New Zealand, Australia and Asia, and was Toll Tranzlink director and group general manager from 2003 to 2008, where he chaired the Toll Tranzlink NZ Fonterra Strategy Committee.

Peters says Miller's appointment will help lead the Government's commitment to rail and its role in the regions.

"Greg Miller's leadership in the transport industry in New Zealand, in rail, road and sea transport, gives him a strong base for chairing KiwiRail and to help it meet the high expectations that the Coalition Government has for rail in New Zealand," Peters says.

Robertson says he looks forward to working with Miller as new plans are rolled out for KiwiRail.

"The 2018 Government Policy Statement on Land Transport highlighted how critical rail is for improving transport connections to the rest of the world for our exporters. KiwiRail is an important partner in this," Robertson says.

The appointment means Miller will also join and chair the New Zealand Railways Corporation NZRC board.

"I look forward to working with the KiwiRail team, from the railway workers at the coal face to the new chief executive of KiwiRail, to keep building this company and delivering a rail operation that performs for our customers in all cities and regions, with a competitive commercial strategy," Miller says.

"I'm particularly keen to prioritise KiwiRail's high-performance, high-engagement model where workers and executives collaborate to harness opportunities and improve productivity for the benefit of the whole company."

Miller has been appointed for a term of three years. Acting chair **Brian Corban** will continue in the role and will resume the deputy chair position when Miller joins the board.

CablePrice signs new deal

Continued from page 1

Hillhead 2018, in Buxton UK.

CablePrice managing director and chief operating officer **Pat Ward** says the partnership adds to the leading brands and products on offer.

"Hitatchi, John Deere, Bell, Montabert, Scania and Isuzu are among the most identifiable brands in the world, and we are excited to add McCloskey International to our stable.

"All these brands have proud and strong reputations in their fields of expertise.

"Our companies and customers will benefit from having access to McCloskey products at this time. With the current economic growth, and signals from the Government and the private sector that they will continue to invest heavily in infrastructure, we anticipate strong growth in the aggregate sector," Ward says.

"The focus on developments, including Roads of National Significance and improving regional links, will reflect strong growth numbers through 2019 and beyond."

McCloskey International president and chief executive Paschal McCloskey says the CablePrice deal strengthens the global distribution network.

"New Zealand is a market with huge potential, particularly in quarrying and recycling.

"This presents some unique and exciting possibilities that we anticipate will contribute to our growth.

"CablePrice has excellent relationships with both the public and private sectors, and working together will benefit not only our companies but, more importantly, their customers," McCloskey says.

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No stopping new and used trucks

New heavy vehicle registrations saw a boost in July and show no signs of slowing.

Total new registrations of new trucks and buses over 3500kg GVM sits at 687 units for the month, up 21% compared to the 568 units registered in the same period last year.

Overall, 3834 new trucks and buses have hit the road in this category for 2018 compared with 3550 units in the same period last year.

Mercedes-Benz have taken the top spot for July, up 23% year-on-year with 101 registered units compared to 82 in the same period last year. This gave the brand a 14.7% market share for the month.

Isuzu come in second spot, down 33% with 87 units registered compared to 130 in the same period the year before. This gives Isuzu a 12.7% market share for July.

Hino come in third spot, up 7% with 60 units registered compared to 56 in the same period last year. Hino took a 8.7% market share for the month.

Fuso follow, down 19%



with 59 units registered for the month, **BCI** up 253% with 53 units, **Kenworth** up 246% with 45, **DAF** up 70% with 34, **UD Trucks** up 15% with 31 and **Iveco** up 47% with 28.

Meanwhile, total used imported truck registrations were up by 7% year-on-year with 193 units hitting the road. This compares to 180 trucks in the same period last year.



Overall, a total of 1339 used trucks have been registered for the year-to-date compared to 1269 in the same period last year.

Isuzu lead the used trucks segment, up 35% with 50 units registered and a 26% market share.

Toyota come in second, down 8% with 40 units and a 20.7% market share.

Hino are in third spot, down 41.5% with 24 units registered and a 12.4% market share.

This is followed by **Mitsubishi** with 19 units, **Nissan** with 16, **Fuso** (nine),

Continued on page 22

NEW HEAVY TRUCKS
OVER 23,000KG JULY 2018

MAKE	JULY '18	JULY '17	% Change	% of Market	YTD '18	JULY '17
KENWORTH	45	13	246.2	19.0	187	124
DAF	32	18	77.8	13.5	181	145
ISUZU	29	43	-32.6	12.2	237	200
HINO	22	19	15.8	9.3	149	115
VOLVO	22	24	-8.3	9.3	174	194
UD TRUCKS	18	9	100.0	7.6	73	56
SCANIA	17	10	70.0	7.2	103	95
FUSO	15	13	15.4	6.3	120	86
MAN	10	10	0.0	4.2	57	60
IVECO	7	3	133.3	3.0	46	37
OTHER	20	23	-13.0	8.4	190	166
TOTAL	237	185	28.1	100.0	1517	1278

NEW MEDIUM TRUCKS
9000-23,000KG JULY 2018

MAKE	JULY '18	JULY '17	% Change	% of Market	YTD '18	YTD '17
ISUZU	21	40	-47.5	31.3	183	228
HINO	16	23	-30.4	23.9	121	124
UD TRUCKS	13	18	-27.8	19.4	75	95
FUSO	5	21	-76.2	7.5	106	127
IVECO	5	2	150.0	7.5	37	24
OTHER	7	12	-41.7	10.4	49	69
TOTAL	67	116	-42.2	100.0	571	667

NEW LIGHT TRUCKS
3500-9000KG JULY 2018

MAKE	JULY '18	JULY '17	% Change	% of Market	YTD '18	YTD '17
FUSO	53	47	12.8	26.8	221	295
ISUZU	48	49	-2	24.2	197	213
FIAT	32	21	52.4	16.2	179	150
HINO	23	19	21.1	11.6	116	117
MERCEDES-BENZ	15	32	-53.1	7.6	109	117
HYUNDAI	5	6	-16.7	2.5	15	14
PEUGEOT	5	0	0	2.5	8	
OTHER	17	22	-22.7	8.6	136	108
TOTAL	198	196	1	100	981	1014

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Continued from page 21

Mercedes-Benz (seven), **Ford** and **Mazda** (five each) and **DAF** (three).

Daimler Truck and Bus NZ senior manager Pieter Theron says the new range of trucks is "exceeding expectations".

This includes the Mercedes-Benz Actros Distribution which is soon set for its official launch, and the new Arocs range.

"We are focusing on order intake of the new range ... We're excited about the new range and the numbers will speak for themselves.

From an order intake point of view, the market is showing no signs of slowing, Theron says.

"The market is stable at this point in time ... It looks steady and our order intake is up."

Theron says the new Arocs range is doing well with the line-haul sector and there has also been a lot of interest from the logging sector too.

The new heavy vehicle segment over 23,000kg GVM was up 28% year-on-year for July with a total of 237 units registered. This compares to 185 registered in the same period last year.

A total 1517 units have hit the road in this segment in the year-to-date compared to 1278 at the same time last year.

Kenworth leads the segment, up 246% with 45 units registered and a 19% market share.

DAF come in second spot, up 78% with 32 units registered and a 13.5% market share.

Isuzu are in third spot,

Continued on page 23



NEW LIGHT COMMERCIAL MAKES UNDER 3500KG JULY 2018

MAKE	JULY '18	JULY '17	YTD '18	YTD '17	% Change	Market Share
TOYOTA	868	845	6106	6627	2.7	20.3
FORD	799	746	6563	5407	7.1	18.7
HOLDEN	418	350	2901	2826	19.4	9.8
MITSUBISHI	363	342	2633	2473	6.1	8.5
ISUZU	294	339	0	0	-13.3	6.9
NISSAN	239	228	2321	1938	4.8	5.6
MAZDA	186	206	1218	1252	-9.7	4.3
LDV	162	76	1166	666	113.2	3.8
VOLKSWAGEN	161	143	1167	897	12.6	3.8
MERCEDES-BENZ	135	148	605	519	-8.8	3.2
Other	658	603	6648	7654	9.1	15.4
TOTAL	4283	4026	31328	30259	6.4	100.0

NEW BUSES OVER 3500KG JULY 2018

MAKE	JULY '18	JULY '17	% Change	% of Market	YTD '18	YTD '17
BCI	53	15	253.3	39.8	83	38
FACTORY BUILT	33	2	1550.0	24.8	138	10
ALEXANDER DENNIS	18	0	0	13.5	61	24
FORD	12	5	140.0	9.0	50	35
MAN	10	6	66.7	7.5	62	28
OTHER	7	12	-41.7	5.3	121	229
TOTAL	133	40	232.5	100.0	515	364

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

MAKE	JULY '18	JULY '17	% Change	% of Market	YTD '18	JULY '17
MERCEDES-BENZ	101	82	23.2	14.7	269	285
ISUZU	87	130	-33.1	12.7	687	725
HINO	60	56	7.1	8.7	408	370
FUSO	59	73	-19.2	8.6	512	575
BCI	53	15	253.3	7.7	83	38
KENWORTH	45	13	246.2	6.6	187	124
DAF	34	20	70.0	4.9	186	153
FACTORY BUILT	34	4	750.0	4.9	143	17
UD TRUCKS	31	27	14.8	4.5	149	152
IVECO	28	19	47.4	4.1	154	127
Oher	155	129	20.2	22.6	1056	984
TOTAL	687	568	21.0	100.0	3834	3550

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Continued from page 22

down 33% with 29 units registered compared to 43 in the same period last year.

This is followed by **Hino**, up 16% with 22 units, **Volvo** down 8% with 22, **UD Trucks** up 100% with 18, **Scania** up 70% with 17, **Fuso** up 15% with 15, **MAN** unchanged with 10 and **Iveco** up 133% with seven units.

The new medium truck segment between 9000kg to 23000kg **GVM** was down 42% year-on-year with a total of 67 units registered compared to 116 in the same period last year.

Isuzu take top spot, down 47% with 21 units registered and a 31% market share.

Hino come in second, down 30% with 16 units registered, and **UD Trucks** are in third, down 28% with 13 units registered.

Fuso and **Iveco** follow with both brands registering five units for the month.

The new light truck segment between 3500kg to 9000kg **GVM** was up 10% year-on-year in July with a total of 250 units registered.

Mercedes-Benz took top spot in the segment, up 19% with 88 units registered and a 35% market share.

Fuso come in second, up 26% with 39 units registered, with

Isuzu third, down 12% with 37 registered.

Fiat follow, down 28% with 23 units registered, **Hino** up 57% with 22 units, **Iveco** up 14% with 16 and **Foton** up 200% with six.

The new light commercial market was up 6.4% year-on-year with 4283 units registered in July.

Toyota took the lead in the segment, up 3% with 868 units and a 20% market share.

Ford were second, up 7% with 799 units, and **Holden** took third spot, up 19% with 418.

Mitsubishi follow, up 6% with 363 units; **Isuzu** drop 13% with 294, **Nissan** up 5% with 239, **Mazda** down 10% with 186, **LDV** up 113% with 162, **Volkswagen** up 13% with 161, and **Mercedes-Benz** down 9% with 135.

Isuzu NZ general manager Colin Muir says overall the brand has maintained its number one position in July despite some hurdles.

"Whilst we were number one in July by a significant volume continuing to grow our position having not been beaten in any month so far in 2018, we actually underran our expected result by a reasonable number due to some delays in getting trucks out of body build and registered.

"The pipeline of sold but as yet unregistered Isuzu's is literally straining at the seams.

Continued on page 24



USED HEAVY TRUCKS OVER 23,001KG JULY 2018

MAKE	JULY '18	JULY '17	% Change	% of Market	YTD '18	YTD '17
HINO	3	0	0	30.0	8	3
ISUZU	2	1	100.0	20.0	8	7
CATERPILLAR	1	0	0	10.0	2	3
OTHER	4	7	-42.9	40.0	66	74
TOTAL	10	8	25.0	100.0	84	87

USED MEDIUM TRUCKS 9001-23,000KG JULY 2018

MAKE	JULY '18	JULY '17	% Change	% of Market	YTD '18	YTD '17
ISUZU	4	4	0.0	44.4	32	39
HINO	2	9	-77.8	22.2	36	30
MERCEDES-BENZ	2	1	100.0	22.2	10	5
OTHER	1	3	-66.7	11.1	56	46
TOTAL	9	17	-47.1	100.0	115	120

USED LIGHT TRUCKS 3500-9000KG JULY 2018

MAKE	JULY '18	JULY '17	% Change	% of Market	YTD '18	YTD '17
ISUZU	44	32	37.5	26.5	299	272
TOYOTA	40	36	11.1	24.1	251	247
MITSUBISHI	19	20	-5.0	11.4	119	142
HINO	18	32	-43.8	10.8	187	175
NISSAN	15	15	0.0	9.0	94	74
MITSUBISHI FUSO	7	4	75.0	4.2	25	19
MAZDA	5	2	150.0	3.0	33	22
OTHER	18	8	125.0	10.8	88	71
TOTAL	166	149	11.4	100.0	1096	1022

USED BUSES OVER 3500KG JULY 2018

MAKE	JULY '18	JULY '17	% Change	% of Market	YTD' 18	YTD '17
FORD	4	0	0	50.0	8	4
MITSUBISHI FUSO	2	0	0	25.0	2	
OTHER	1	6	-83.3	12.5	34	35
TOTAL	8	6	33.3	100.0	44	39

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"Most pleasing for Isuzu and our dealers is the fact that we have strong results in heavy, medium and light segments whist seeing some brands leveraging heavily on particular models just to keep up, which comes with significant risk as market needs ebb and flow."

MIA chief executive David Crawford says although there were signals in July showing a drop in business confidence and "worrying signs the NZ economy is not as strong ... new vehicle sales have for the time being held steady," he says.

The used light truck market between 3500kg to 9000kg GVM was up 11% with a total of 166 units - 1096 trucks have hit to road in this segment in the year-to-date.

Isuzu lead, up 37.5% with 44 units and a 26.5% market share.

Toyota come in second, up 11% with 40 units, and **Mitsubishi** third, down 5% with 19.

Hino drop 44% with 18 units, **Nissan** unchanged on 15, **Fuso** up 75% with seven, and **Mazda** up 150% with five.

The new tractor segment was up 92.5% for July with 258 units in total.

John Deere lead, up 168% with 102 units and a 39.5% market share.

This is followed by **Massey Ferguson**, up 170% with 27 units; **New Holland** up 93% with 27, **Case IH** up 36% with 19, and **Kubota** up 6% also 19.





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

MAKE	JULY '18	JULY '17	% CHANGE	MARKET	YTD '18	YTD '17
ISUZU	50	37	35.1	25.9	340	318
TOYOTA	40	37	8.1	20.7	257	258
HINO	24	41	-41.5	12.4	238	211
MITSUBISHI	19	25	-24.0	9.8	132	160
NISSAN	16	15	6.7	8.3	106	99
FUSO	9	5	80.0	4.7	29	22
MERCEDES-BENZ	7	3	133.3	3.6	31	21
FORD	5	0.0	0	2.6	18	14
MAZDA	5	2	150.0	2.6	33	22
DAF	3	0	0	1.6	18	7
Other	15	15	0.0	7.8	137	137
TOTAL	**193**	**180**	**7.2**	**100.0**	**1339**	**1269**

USED LIGHT COMMERCIAL MAKES UNDER 3500KG JULY 2018

MAKE	JULY '18	JULY 17	YTD '18	YTD '17	% Change	Market Share
TOYOTA	477	530	3060	3080	-10.0	44.1
NISSAN	240	233	1480	1576	3.0	22.2
MAZDA	65	68	424	529	-4.4	6.0
ISUZU	58	41	396	361	41.5	5.4
FIAT	47	3	133	65	1466.7	4.3
FORD	39	49	289	268	-20.4	3.6
MITSUBISHI	34	41	246	263	-17.1	3.1
HINO	24	41	238	211	-41.5	2.2
HOLDEN	19	21	130	146	-9.5	1.8
CHEVROLET	15	24	125	144	-37.5	1.4
Other	64	38	441	808	68.4	5.9
Total	**1082**	**1089**	**6962**	**7451**	**-0.6**	**100.0**

USED TRACTOR REGISTRATIONS JULY 2018

MAKE	JULY '18	JULY '17	% Change	% of Market	YTD '18	YTD '17
JOHN DEERE	18	13	38.5	36.0	81	93
MASSEY FERGUSON	7	7	0.0	14.0	57	56
NEW HOLLAND	4	5	-20.0	8.0	28	43
CASE	2	1	100.0	4.0	26	17
DEUTZ-FAHR	2	5	-60.0	4.0	11	9
FORD	2	0.0	0.0	4.0	24	20
KUBOTA	2	1	100.0	4.0	14	12
OTHER	13	11	18.2	26.0	134	162
TOTAL	**50**	**43**	**16.3**	**100.0**	**375**	**412**

NEW TRACTOR REGISTRATIONS JULY 2018

MAKE	JULY 18	JULY '17	% Change	% of Market	YTD '18	YTD '17
JOHN DEERE	102	38	168.4	39.5	431	288
MASSEY FERGUSON	27	10	170.0	10.5	155	83
NEW HOLLAND	27	14	92.9	10.5	108	75
CASE IH	19	14	35.7	7.4	83	79
KUBOTA	19	18	5.6	7.4	84	100
CASE	11	1	1000.0	4.3	38	24
DEUTZ-FAHR	11	9	22.2	4.3	54	54
SAME	10	1	900.0	3.9	16	2
CLAAS	9	10	-10.0	3.5	62	49
OTHER	23	19	21.1	8.9	156	123
TOTAL	**258**	**134**	**92.5**	**100.0**	**1187**	**877**

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Diamond milestone for Bridgestone's oldest store

Garnett's Tyre Service is celebrating 60 years in business.

It is Bridgestone New Zealand's longest running independent store, with six decades of serving the Maungaturoto area in Northland.

The business was opened by **Bert** and **Elsie Garnet**t on July 14, 1958 and is now run by **Dean** and **Vicky Garnett.**

Dean started working in his father's tyre shop in 1974, before eventually taking over the family business in 1989.

"I still enjoy serving customers and making their cars run nicely, ensuring they're on quality tyres and safe," Dean says.

"We wouldn't be here if it wasn't for our great customers, so we share this milestone with them. Thank you to everyone that has backed us along the way and to Bridgestone and Firestone."





The workshop has seen three facelifts since its opening, including the addition of solar panels in recent years, but there are still strong links to the store's heritage.

"My dad had a manual tyre machine which is still here and we're proud to still be in the same workshop with Bridgestone and Firestone's backing for all these years," he says.

"I still feel like he's watching over me and he would be proud to see his store reach 60 years. One of my fondest memories is when the business turned 40 and we could share the milestone together."

The business provides expert service for customers with varying needs from the everyday driver, to commercial and farming customers.

Bridgestone Australia and New Zealand managing director **Andrew Moffatt** says reaching 60 years is a fantastic effort.

"Sixty years in business is a remarkable achievement and Bridgestone is delighted to have Garnett's Tyre Service as part of our network.

"We look forward to continuing to support this great family business into the future," Moffatt says.

Mercedes-Benz announce X-Class V6 arrival



Mercedes-Benz is gearing up for the New Zealand launch of the X-Class V6 model.

The new X350d will arrive in the country in December and complements the twin-turbo four-cylinder diesel X250d model which arrived earlier this year.

The X350d is powered by a 3.0-litre 190kW (258 hp) six-cylinder diesel engine and completes the sprint from 0 to 100 km/h in 7.5 seconds.

It comes with 7-speed automatic transmission, permanent all-wheel drive and a choice of engine and transmission response levels from comfortable to sporty at the driver's fingertips through the standard Dynamic Select system.

Safety features include seven airbags, internally vented disc brakes on the front and rear and i-Size attachment system for two child seats.

The standard Lane Keeping Assist in the 4-cylinder models is changed for the X350d to Active Lane Keeping Assist, meaning if a driver unintentionally departs from the lane, not only will pulsed steering wheel vibrations occur, but one-sided braking is also applied to manoeuvre the vehicle back into its lane automatically.

Additionally, there is ESP trailer stabilisation, a tyre pressure monitoring system, cruise control, and a reversing camera. A 360-degree camera comes as standard in the Power line.

Pricing starts at $81,205 for the Progressive range and $88,325 for the Power range.

Forklift training tackles barriers



Tasman Training and DT Driver Training have teamed up to produce a new online forklift course for operators with English as a second language.

DT Driver Training director **Darren Cottingham** says as companies draw from an increasingly diverse and international workforce, language barriers can be common which create difficulties with training.

The course gives a better understanding of training material when gaining certificates and includes live action video, 3D and 2D animation, images, photos and voiceover.

"Most people who work on forklifts in New Zealand have a reasonable level of spoken English ... but it can be difficult for those who grew up reading a different language, especially one which doesn't use the same characters as English, to fully understand written training materials.

"We enable every question to be translated into one of 103 languages as well as having an audio recording in English," Cottingham says.

Trainer **Stan Chesswas**, who has 30 years' experience, says the course has other advantages too.

"If you take a typical forklift course, your operator has to be away the best part of a day and it's difficult to schedule that time, and if they're working nights, they're tired.

"In a classroom course, the average attention span is 20 minutes which isn't ideal when you're trying to get safety concepts across.

"The course is divided into modules that take between three and 13 minutes. They can be repeated as often as required. It's a better way of learning at your own pace with no peer pressure, a consistent delivery every time and the convenience of doing it any time of the day on your computer or smartphone," Chesswas says.

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SEA Electric driving zero emission delivery vehicles

SEA Electric is a driving force behind electric transport vehicles in Australia and is also making waves in New Zealand, with five vehicles deployed and many more to come.

The Melbourne-based company's drivetrain features in the first large capacity all-electric van available in Australia.

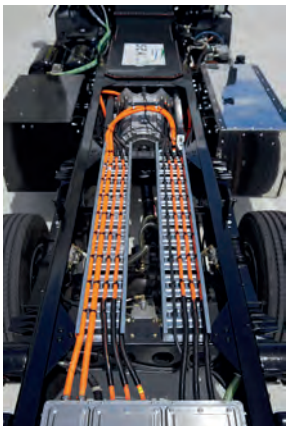
The E4V van, which also comes as a 14-seater, is designed for freight and taxi operators aiming to reduce their fleet running costs while gaining acclaim as an environmentally friendly operator.

The van was officially offered recently after successfully completing trials that achieved a 400km range, joined in the trials by SEA Electric's E4B 14-seater.

Built on vans imported from manufacturer XGD, the E4V and E4B feature the SEA-Drive which SEA Electric uses in all its fully electric transport vehicles.

It has developed and patented the SEA-Drive technology in 152 countries, with each of the five models customised to a specific category of commercial vehicles.

The SEA-Drive has been created by utilising some of the world's class-leading EV components and integrating each sub-system with proprietary software and controls. The outcome is a flexible system that performs at the highest levels, while cost effective to use and adaptable to a large range of donor commercial vehicle platforms, the company says.



The SEA-Drive.



The all- electric 23.5t Hino GHEV rigid delivery truck.

The flexible architecture and design mean the SEA-Drive acts as a "live" platform and can be continually improved as both hardware and software improvements are made – both new and aftermarket. This de-risks the purchasing decision for the operator.

OEM and operator adaptation projects are in various stages of development across the globe.

The SEA-Drive technology can also power bigger commercial vehicles, up to 23.5 tonne rigid 6x4 vehicles, for instance, managing director Tony Fairweather says.

He suggests keeping watch for a pending, high-profile deployment in Melbourne.

Although delighted with the 400km range trials, Fairweather says the vans are designed for the metropolitan delivery and pickup market where the required range is more around 250km daily.



The electric E4V van.

"We are confident that this equates to the majority of vans sold in this 25,000 per annum market."

Changing battery technology, particularly in reducing their size, is expected to lead to weight savings, greater load capacity and reduced costs.



Tony Fairweather

"As much as we are very happy from the optimisation efforts of our SEA-Drive technology, we are also benefiting from the regular cell density improvements that are being offered by our supplier," Fairweather says.

He says range is no longer an issue in the pick-up and delivery sector, and the environmental benefits are well documented.

The vans use an on-board charger and a standard three-phase, 32amp power point at night when excess power is usually available, reducing charging costs.

The lower running costs will help fleet operators switch to EVs, Fairweather believes.

He feels any added incentives from policy makers will also encourage commercial fleet uptake of EVs.

"Our market focus is on products that have a greater financial return for our customers, as the total-cost-of-ownership is now less than that of a diesel product," he says. "It's cheaper to buy a SEA-Drive powered electric commercial vehicle than a diesel equivalent when understanding the true cost model."

SEA Electric also plans to launch a range of rigid all-electric delivery vehicles for fast-moving consumer goods (particularly food and beverage) distributors in both Australia and New Zealand soon.

With a general manager and two aftersales engineers now employed in Auckland, SEA Electric is open for business in both Australia and New Zealand, and can be contacted via **sea-electric.com** for more information.

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Electric buses part of trans-Tasman deal

Australian and New Zealand distributor for Optare buses, Bus Corp Oceania (BCO) and Bonluck distributor Bus and Coach Sales Australasia (BCSA), have announced a tie up that will deliver national sales and service support for both.

Along with low tare weights Optare is also boasting a range of low-carbon buses using enhanced diesel technology or zero emission electric drivelines. Pure electric (EV) powered versions are available across the range.

It is also offering complete integration of telematics on critical operating and status parameters.

As part of the arrangement, BCO will become the Bonluck dealer for NSW, Victoria, SA, WA and New Zealand, while BCSA will become the dealer for Optare in Queensland and Northern NSW, handling sales and service for the brand in both regions.

The announcement of the expansion of the Optare and Bonluck dealer networks follows the recent establishment of BCO's New South Wales office at Smithfield in Sydney's west. It also comes as the company opens its new sales and support office in the Auckland suburb of Wiri where **Joe Crickett** will manage BCO operations for New Zealand.

The appointment of BCSA as Optare's dealer in Queensland and Northern NSW and BCO's sign on as the Bonluck dealer across the rest of Australia and NZ underlines the commitment to both Optare and Bonluck as serious players in the bus and coach markets down under, Bus Corp Oceania general manager Jason Pecotic says.



"BCSA has a long history in the bus and coach industry with a strong reputation for customer service, and is ideally situated at Yatala near Brisbane to service the major Brisbane and Gold Coast markets as well as the larger Queensland and Northern NSW markets," he says.

"Between them BCSA's directors **Rodd Hood** and **Athol McKinnon** have over 80 years of experience in the bus and transport industry.

"BCSA's vision is to be an innovative leading supplier of quality passenger vehicles with its core values being quality, safety, reliability and affordability which aligns perfectly with Optare," Pecotic says.

Since start up in mid-2017, BCO has grown from its base at its head office in Melbourne and has seen a surge of interest in the Optare product since its debut at the Bus and Coach Expo on the Gold Coast last September.

Pecotic says on a recent visit to the Bonluck factory in China he saw the full range of products being built to specification, including luxury coaches for Australia , articulated buses for NZ and nine-metre city buses being built for Australia and NZ along with coach bodies being built on European chassis for both Australia and NZ.

Optare recently began deliveries of a 114-bus contract for Tranzit in New Zealand's capital Wellington.

Its line-up of buses ranges from the entry level 27-seater 7.9-metre Solo midi model through the 9.9-metre Solo, the larger Tempo and flagship MetroCity bus along with a new double decker, the MetroDecker.

The latest technology Cummins turbo-diesels will power most Optare buses in Australia; mated with Allison automatic transmissions, while Mercedes Benz power is also available in some models along with electrics across the range.

Optare has nearly 100 years in bus manufacturing growing out of the famous Leyland brand.

Parent company, Ashok Leyland is part of the Hinduja Group with annual revenues of $A2.5 billion, ranked among the world's top four bus manufacturers.



Transport firms part of coalition to cut emissions

A new Climate Leaders Coalition of 60 businesses has committed to cutting greenhouse gas emissions and leading the way to a low-carbon economy.

Firms involved in the transportation and energy industries feature heavily in the scheme. They have all signed an agreement to tackle their emission rates.

This includes measuring greenhouse gas emissions and publicly reporting on them, setting a public reduction target and working with suppliers to reduce their carbon emissions.

A 13-member chief executive leadership group includes heads from Ports of Auckland, KiwiRail, Toyota, Air New Zealand, Fonterra and Z Energy.

Also among the coalition signatories are Freightways, Toll, TIL Logistics Group, Waste Management, Dempsey Wood and Auckland, Wellington and Christchurch airports.

Many of those in the coalition have already taken measures to electrify their fleets.

Climate change minister **James Shaw** says the agreement is a step forward in meeting zero emission targets over the next 30 years.

"These 60 companies ... make up nearly half of our country's total greenhouse gas emissions when you include their supply chains.

"So to have them formally join the challenge to tackle climate change and reduce their emissions is a huge boost towards our goal of net zero emissions by 2050."

Shaw says while other countries have business groups committed to cutting emissions, in no other country do those groups represent almost half their country's emissions.

"These business leaders can see what's possible and they're up for the challenge.

"I am also delighted to see their support for two key parts of the upcoming Zero Carbon Bill, which are to establish an independent Climate Change Commission and set regular carbon 'budgets' as stepping stones to reach net zero emissions by 2050."

Shaw says the commitment also extends to working with suppliers to reduce their greenhouse gas emissions.

KiwiRail boss **Peter Reidy** says rail will play an important role in meeting the targets.

"Rail, by its very nature, helps businesses hit their sustainability targets and New Zealand meet its commitment to carbon reduction.



Peter Reidyt

"Rail has 66% fewer carbon emissions than heavy road freight per tonne of freight carried, takes more than a million trucks off the road each year, reduces congestion in our cities, results in fewer road injuries and fatalities and saves on road maintenance costs across the country.



"If we could take 2.4 million trucks off the road by shifting more freight to rail, that would reduce New Zealand's emissions by 518,000 tonnes annually.

"While the transport sector accounts for 17% of New Zealand's total carbon emissions, rail accounts for just 1% of that.

"However, KiwiRail, like all New Zealand businesses, can do more. We've signed up to the CEO Climate Change Statement because we want to continue growing New Zealand's economy in a sustainable way," Reidy says.

KiwiRail has already made a number of changes to reduce emissions, including its Driver Advisory System (DAS) technology which has seen fuel savings of 16 million litres, or $11 million, since 2015.

Through its partnership with the Energy Efficiency and Conservation Authority, KiwiRail is also looking to make savings on its Interislander ferry operations.

"We will continue to drive programmes to reduce waste, cut our electricity usage and further improve the fuel efficiency of our locomotive and ship fleets. We're committed to continuing to help New Zealand move towards a low-emission future.

"As New Zealand's second largest landowner we are actively thinking about using our land to plant forests. This could further reduce our carbon footprint by up to 120,000 tonnes per year," Reidy says.

TIL Logistics Group chief executive **Alan Pearson** says his company is "proud" to be involved in the initiative.

"We are committed to working together as part of the coalition to create a sustainable future for New Zealand and make it a great place to live and work – now and for future generations.



Alan Pearson

"This not only makes good sense for our country, but also good economic sense for our business.

"We will continue to identify and invest in new initiatives to further improve our fuel efficiency, cut our electricity use and reduce waste," Pearson says.

TIL have made a number of commitments as a result which includes:

- Partnering with Z Energy for the use of bio fuels across TIL's 1000 NZ truck fleet.
- Engagement of in-cab technology, such as ERoad, to monitor driver behaviour for fuel efficiency.
- Use of selective catalytic reduction (SCR) technology to reduce emissions.
- Investment in LED lighting across all TIL Logistics Group's warehouses. New facilities are designed to maximise energy efficiency as much as possible.
- Investing in video conferencing to reduce flights and travel.

*Go to climateleaderscoalition.org.nz for more information.





Heavy vehicles to benefit from latest EECA funding

Nineteen projects promoting electric vehicle uptake benefit from the $3.87 million in the Energy Efficiency and Conservation Authority's latest funding round announced by energy and resources minister **Megan Woods**.

The money from the low emission vehicles contestable fund administered by EECA covers up to 50% of the project's cost, the rest met by the applicant.

Plenty of heavy vehicle projects are represented, including $763,668 for NZ Bus to install charging infrastructure for pure electric buses in Wellington and $255,000 for WEL Services to convert a 10-tonne truck to electric.

Eastland Port in Gisborne gets $177,000 for a heavy electric truck to tow a water trailer suppressing dust in port and log yard sites; Tranzit Group has picked up $367,000 for a fully electric bus in Palmerston North.

Shore Trips and Tours gets $134,250 for an electric coach to take cruise ship passengers to Te Puia; and Hobbiton from Tauranga.



Megan Woods

Quest Apartment Hotels receives $147,550 for advanced multi-charger systems across 29 apartment complexes.

Jucy Group gets $365,000 for its collaboration with several tertiary institutions to design lightweight fit-out options and other range extension initiatives for 10 electric camper vans.

Toi Ohomai Institute of Technology receives $48,972 for two electric seven-seater staff vans to connect its Tauranga and Rotorua campuses, with associated charging infrastructure.

New Zealand Post gets $100,425 in conjunction with contractor Grant Bagshaw to prove the suitability of electric vans on a rural post delivery network, with three Nissan e-NV200 vans due to operate in the Katikati region for a year.

NZ Post also gets $61,150 to produce a practical checklist for companies to assess the likely impact of installing EV chargers on building electrical infrastructure and energy costs.

Countdown Supermarkets receives $387,500 for fully electric delivery vehicles in Auckland, Wellington and Christchurch.

Wellington-based Kaibosh Food Rescue gets $69,999 to replace its old trucks with two electric vans for daily food rescue and redistribution.

And in Auckland, Cityhop receives $326,809, with a plan to add 20 low-emission vehicles to its car sharing scheme.

Christchurch City Council picks up $43,470 to deploy an electric van for its newly re-established central city parks maintenance team; while The Environment Centre Hawke's Bay has $13,000 for an EV van.

Twenty-two more public fast chargers will be installed to build EV drivers' confidence in the accessibility of State Highway 1 between Christchurch and Blenheim; the Southern Scenic tourist route; and the Kapiti and Horowhenua coasts.

ChargeNet NZ has received three grants. It gets $65,500 to install two 50kW DC fast chargers at Ward and Cheviot.

The company also receives $164,500 as part of a partnership for a dedicated electrified Southern Scenic tourist route.

It's also part of a trans-regional partnership which will see nine fast chargers installed in five towns in the Horowhenua-Kapiti area.

About $130,000 will go towards three cloud-connected metered fast-chargers in Ohakune, Taumarunui Railway Station and Otorohanga.

TRANSPORT TALK DIARY



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

July 2

Electric vehicles can help reduce fleet age: CRA

The Collision Repair Association is suggesting electric vehicles could play a major part in reducing the age of New Zealand's vehicle fleet.

The organisation's general manager Neil Pritchard says record petrol prices and the introduction of Auckland's regional fuel levy could also help create an environment where incentives are introduced to remove older vehicles from our roads.

"In isolation, an increase in the price of fuel may encourage car owners to look for more efficient vehicles, but with dozens of new electric and hybrid models expected to hit the market in the coming years, more needs to be done to encourage the earlier retirement of some of the less efficient, older models.

Toll proposed for Transmission Gully

The Transmission Gully motorway could be user-pays once up and running.

A NZ Transport Agency briefing document to transport minister Phil Twyford recommends making the 27 kilometre four-lane motorway from Mackays Crossing to Linden a toll route.

The document, released to *Stuff.co.nz* under the Official Information Act, says the new motorway will reduce the cost of road travel and doesn't encourage the use of public transport such as rail.

July 3

Contractors warn of construction gap

Construction projects could see a potential $2 billion funding gap under the Government's newly approved 10-year transport plan, contractors say.

Civil Contractors New Zealand chief executive Peter Silcock says the multi-billion dollar shortfall is set for 2019 to 2022 under the Government Policy Statement on Land Transport.

July 4

Renault Trucks launches electric range

Renault Trucks has unveiled an all-electric range after 10 years of customer trials under real operating conditions.

The Renault Master Z.E., Renault Trucks D Z.E. and Renault Trucks D Wide Z.E. range from three to 26 tonnes and are ideally suited for city use such as distribution, delivery and waste collection.

The trucks will be manufactured in the Renault Trucks plant at Blainville-sur-Orne, France, with the Renault Master Z.E. available in September 2018 and the rest arriving on the market by 2019.

CentrePort on track post-quake with $2m dividend

Wellington's CentrePort has announced "a strong bounce back" from the 2016 Kaikoura earthquake with a $2 million interim dividend.

Shareholders did not receive a dividend in the 2017 financial year due to building costs following the quake.

Chairman **Lachie Johnstone** says the dividend payment is the result of CentrePort returning to pre-earthquake levels of performance in most business units.

July 5

Highway quality questioned

The deteriorating state of some new motorways and highways has the Road Transport Forum worried.

As a result RTF chief executive Ken Shirley is calling on the New Zealand Transport Agency to sort out the problem.

"Evidence that the brand-new Waikato Expressway is developing ruts and breaking up comes hard on the heels of similar build quality issues with the new Kapiti highway, and proves that there is an endemic problem with the way NZTA manages their roading projects," says Shirley.

July 6

Royal Wolf expands with acquisition

Shipping container specialist Royal Wolf has purchased storage and container company Spacewise.

The acquisition will see Royal Wolf expand from 12 to 16 locations around the country, including two new satellite offices in Timaru and New Plymouth.

Royal Wolf is the largest shipping container supplier in Australasia specialising in the hire, sale and modification of new and refurbished shipping containers, and portable container buildings such as kiosks, kitchens, worker's lunch rooms, and public safety walkways.

July 9

Pacific Fuel Haul and Z Energy renew partnership

Pacific Fuel Haul, a division of NZX-listed TIL Logistics Group, has renewed its partnership with Z Energy.

The newly signed long-term contract includes increased volumes and wider distribution coverage.

It covers the North and South Island and includes cartage of petroleum and aviation fuel for both of Z Energy's brands, Z and Caltex.

Napier Port hits record 50,000 containers

Napier Port has handled a record 50,000 shipping containers.

Its container packing facility Port Pack delivered a record 50,000 TEU (20ft container equivalents) in 12 months to June.

This was a rise of 4000 from the same period last year.

July 11

Elders plays down bid for PGG Wrightson

Australian-based agribusiness Elders says it has not made "any definitive proposal" to acquire New Zealand agricultural supply company PGG Wrightson.

It issued the statement to the Australian Stock Exchange on Tuesday following a report in The Australian that Elders was looking to raise A$300 million towards the purchase of NZX-listed PGG Wrightson.

The report suggested the rest of the deal would be funded through debt with PGG Wrightson valued at around A$600 million.

ERoad reports 'slower' first quarter results

Transport technology services company ERoad says quarterly sales numbers are below expectations.

The Auckland-based company added 4172 contracted units and saw 5% growth in its quarterly update for the three months to June 2018. It now has a total 81,772 contracted units.

"The unit sales in the first quarter of FY19 has been much slower than we initially expected as many deals have been pushed out beyond the quarter," a company statement says.

July 12

Biosecurity awareness needs work - O'Connor

Biosecurity minister Damien O'Connor is pushing for a better public understanding of biosecurity threats, like the brown marmorated stink bug.

Continued on page 34

Continued from page 33

According to a survey done as part of the Biosecurity 2025 programme, more than 60% of New Zealanders have a good understanding of biosecurity and think it is important.

But only 2% think they would be personally affected by a biosecurity breach.

DAF launches 3D online truck configurator

Dutch truck manufacturer DAF has released new online 3D technology to create the perfect heavy vehicle set-up.

The 3D truck configurator displays all available axle configurations and cab variants and factory options.

The configured truck can then be shared directly with the dealer and the bodybuilder to reduce workshop lead times.

Twyford looks to the future at VIA dinner

Automotive and transport industry leaders gathered for the Imported Motor Vehicle Industry Association's (VIA) annual mid-winter dinner on Thursday.

The guest speaker was transport minister Phil Twyford, who gave a future-focused speech that suggested individual car ownership is on borrowed time.

"Within a relatively short period of time, more people will be living in high-density urban communities."

Einride unveils autonomous electric logging truck

An autonomous, all-electric logging truck has been unveiled by Swedish tech start-up Einride.

The T-log was recently revealed at the Goodwood Festival of Speed and is designed to navigate forest roads. It's set for full operation by 2020 with registered interest from several major global businesses.

The vehicle has no driver's cab and can be remote-controlled by an operator up to hundreds of miles away. It connects to intelligent routing software with real-time traffic data.

16 July

Iveco launches 6×2 gas powered Stralis

Iveco has launched its first gas powered 6×2 truck for 44-tonne operation.

The Stralis NP 460 three-axle unit is powered by liquid natural gas (LNG) and was recently unveiled at the Daventry International Rail Freight Terminal (DIRFT) – one of Europe's largest liquefied gas filling stations.

The LNG tanks are mounted either side of the chassis and provide a range of around 750km.

KiwiRail boss joins Fletcher

KiwiRail boss **Peter Reidy** is set to leave and take up the role as chief executive for Fletcher Building's construction division.

Reidy will start the new job in early November after four years at the state-owned enterprise. It will see him lead projects such as infrastructure and roading.

KiwiRail board members have acknowledged Reidy's "significant contribution particularly in the areas of customer service, commercial performance, improvements in health and safety and leading a step-change in culture."

July 18

Refining NZ reports income loss from shutdown

Refining NZ is reporting a processing fee income loss for the May/June period of $2.8 million due to the impact of the recent maintenance shutdown.

The Marsden Point-based company started the shutdown in late April with major work on refinery processing units and related equipment under way on May 7. Such operations take place every 15 years.

It was back in operation on July 6 after longer than expected delays due to leaks and a weld failure on the hydrocracker unit.

Dairy price down but 'could have been worse'

Dairy products have fallen 1.7% in the latest Global Dairy Trade auction but there are still positive signs with a rise in whole milk powder.

This is good news for the heavy transport, machinery and automotive industries.

The average price was down US$10 to US$3222 per tonne. However, whole milk powder was up 1.5% at US$2973 per tonne, while skim milk powder was up 0.8% at US$1959 per tonne.

Z Energy downgrades earnings

Z Energy has cut its full-year earnings guidance by $30 million due to supply chain disruptions and high fuel prices.

The "weaker than expected performance" in the June quarter has seen a revised 2019 financial year EBITDAF earnings guidance of $420m to $455m for the company.

This is down from the previous range of $450m to $485m.

July 20

DHL Express aircraft upgrades includes trans-Tasman

Global freight company DHL is set to use a larger plane on its trans-Tasman service as it revamps its international fleet.

The firm is replacing its current Boeing 757 with a bigger Boeing 767-300 on the Auckland to Sydney route, the *NZ Herald* reports.

This will enable an extra 24 tonnes or 80% more cargo.

West Coast to open $25 million bridge

A new $25 million road bridge across the West Coast's Taramakau River is set to open this Sunday.

The project, between Kumara Junction and Greymouth, is set to replace the old 132-year-old Taramakau road-rail bridge.

The old bridge will be closed to road traffic but will stay in use for trains.

July 23

Ford New Zealand announces new five-year warranty

A new five year warranty programme will cover all of Ford New Zealand's latest passenger, SUV and Transit vehicles, along with the the 2019 Ford Ranger, which arrives in October.

The Ford Express New Vehicle Warranty also includes an extension to 150,000 kilometres for Transit and MY2019Ranger and unlimited on all other vehicles.

The warranty extensions will replace Ford's current three year, 100,000 kilometre offering.

Penske awards master technician prize

David Willis has been awarded the 2018 Detroit Master Technician title.

The competition, run by Penske Power Systems, recently held its final in Brisbane.

It saw technicians from around Australia and New Zealand compete in qualification rounds in Brisbane, Auckland, Sydney, and Perth, in a range of challenging tasks.

July 24

Heavy EVs feature at EVworld NZ

Two Waste Management trucks are among heavy electric vehicles on display at the EVworld NZ conference and expo in Auckland.

Fuso, Landex, XCMG, Beca, the Road Transport Forum and the Chartered Institute of Logistics and Transport will also be there.

The Conferenz organised event is expected to attract thousands of people to the ASB Showgrounds from August 9-11.

Continued on page 35

Continued from page 34

Eastland Group posts record $17.6m profit

Gisborne-based Eastland Group is reporting a record profit of $17.6 million for the financial year.

The company recorded income of $84.7 million to March 31 through its operation of major regional infrastructure such Eastland Port, Gisborne Airport and Eastland Network.

It saw $10.1 million paid to shareholder Eastland Community Trust.

Campaign seeks workers for civil trades

Getting more people into roading and infrastructure work is the goal of a new careers campaign set to get underway.

EPIC Careers in Infrastructure is a career promotion initiative by Civil Contractors New Zealand (CCNZ) to fill more jobs in water, roading, energy and internet infrastructure projects.

The campaign will official launch on August 2 at the CCNZ conference in Hamilton with an introduction from transport minister **Phil Twyford** and CCNZ president **Brian Warren.**

July 25

Driverless UK bus trial this year

A trial of the United Kingdom's first full-sized driverless bus is planned later this year.

A single-deck autonomous bus will be produced by transport operator Stagecoach in partnership with bus maker Alexander Dennis Limited (ADL) and technology company Fusion Processing.

The 12-metre ADL Enviro200 vehicle will be completely autonomous and able to operate without a driver in an off-road environment. The technology also delivers road safety benefits when driven in manual mode, Stagecoach says

July 27

MAN TGX voted 'Fleet Truck of the Year'

The MAN TGX has been voted "Fleet Truck of the Year" at the prestigious *Motor Transport* Awards 2018.

The London-held ceremony, in its 32nd year, saw an audience of over 1000 representatives from the transport industry celebrate excellence, innovation, outstanding service and efficiency in the industry.

Motor Transport editor **Steve Hobson** says the judging panel, made up of experienced industry professionals, singled out the MAN TGX for its "high efficiency, low cost of ownership, excellent parts and service support delivered through a highly focused dealer network, as well as the high levels of driver comfort".

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TRANSPORT TALK DIARY

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



July 4

Trucks on crash test agenda

The Australasian New Car Assessment Programme is undergoing early preparations to conduct light commercial truck crash testing.

The independent ANCAP is expanding its scope of the new vehicle market to include light and medium duty trucks from 3.5 tonne and over, which would include volume models from some of the biggest manufacturers in the segment including Isuzu, Hino, Fuso and Iveco.

July 10

EV working group considers freight impact

An Electric Vehicles Working Group has been formed by the Australian Logistics Council (ALC) to consider the full impact this rapidly-evolving transport solution will have on the movement of freight in the years ahead.

The group's initial membership will include representatives from Linfox, Woolworths, DHL Australia, Australia Post and a number of other ALC member companies.

July 13

Hitachi to deliver autonomous mining trucks

Hitachi Construction Machinery has signed a deal with Australian mining company Whitehaven Coal to develop an autonomous haulage system.

Whitehaven Coal, Australia's largest independent coal miner, is using the initiative to support its operations in northwest New South Wales.

July 17

Toll gives grads a foot in the door

Freight and logistics company Toll is helping students launch their careers in the industry, hearing from senior managers taking part in skill development workshops.

Week-long inductions were held last week in Auckland, Melbourne and Singapore for recent graduates who were welcomed to the company.

July 23

Penske awards master technician prize

David Willis has been awarded the 2018 Detroit Master Technician title.

The competition, run by Penske Power Systems, recently held its final in Brisbane.

July 24

Overloaded vehicles on VicRoads' radar

VicRoads has announced it will be on the hunt for oversized and overloaded trucks with suspicious loads.

Vic Roads Transport Safety Service officers issue 227 defect notices for trucks every month in Victoria, on top of an average of 232 individual non-compliant driver infringements.

July 25

Driverless UK bus trial this year

A trial of the United Kingdom's first full-sized driverless bus is planned later this year.

A single-deck autonomous bus will be produced by transport operator Stagecoach in partnership with bus maker Alexander Dennis Limited (ADL) and technology company Fusion Processing.

Keep up with heavy transport and equipment news everyday as it happens online at transporttalk.co.nz/subscribe



Toll graduate programme targets 'future leaders'



Freight and logistics company Toll is helping students launch their careers in the industry.

Week-long inductions were recently held in Auckland, Melbourne and Singapore for selected graduates who made applications for the programme.

The graduates heard from senior managers across the business and took part in skills development workshops.

The programme was established in 2017 and takes place over two years.

Graduates participate in several rotations that expose them to different areas of the business, including global logistics, global forwarding and global express.

Two of the Australian graduates will relocate to work in Tokyo with Toll parent company, Japan Post, while four Japan Post trainees have also joined.



The programme aims to target graduates with logistics and supply chain, business and commerce, and STEM degrees, and who are fluent in a second language.

Graduate programme manager **Sharon Abbott** says the initiative is great entry point in the industry.

"Graduates gain exposure across our core operational business during their rotations, they get to see the end-to-end process and build their knowledge of how our sites operate from the ground up. This is critical to develop them as our future leaders across the organisation," Abbott says.

Bryony Smith, who studied marketing and international business at The University of Auckland, has joined the programme with Toll in New Zealand.

Smith says she's excited for what's ahead.

"I can't wait to get stuck into the rotations and learn as much as possible.

"I'm looking forward to taking part in some of the operational sides of Toll.

"It will be great to get a deeper understanding of the different divisions and some practical, hands-on experience," Smith says.

Christie Hill is also among 27 new graduates enrolled in Toll's 2018 graduate programme.

It's the global nature of logistics that makes her excited to join the industry, she says.

"You learn skills and processes that are applicable all over the world and across multiple industries. Every day I meet so many diverse and highly skilled people.

"The Toll programme, although only new, is one of the best I've seen.

"It is so exciting to be able to get such a thorough exposure to so many areas within a company," Hill says.

Twyford to present at RTF Conference

It is now only a few weeks until the 2018 RTF Conference. The conference, which will take place at Forsyth Barr Stadium in Dunedin on September 26 and 27, will address some of the major challenges facing our industry and provide delegates with insights into the broader economic and political environment the industry finds itself in, as well as a fun opportunity to catch up with industry colleagues from around the country.

It is particularly pleasing that transport minister **Phil Twyford** has, once again, agreed to address the conference. It is fair to say that some of the decisions made by this Government will have a big impact on the road transport industry. However, it is a credit to Twyford and the Government that he is keen to front and present his reasons for some of the far-reaching policy decisions that have been made in the transport and infrastructure areas since he took office.

Phil is passionate about transport and helping to manage the transition to a more integrated nationwide transport network. It was fantastic that he took time to address our conference so soon after the new Government was formed last year, even if he was 30 minutes late due to Auckland's traffic jams. Perhaps that was more totemic than we all thought it was at the time.

Unfortunately, outgoing KiwiRail chief executive Peter Reidy will have left the job by the date of the conference, nevertheless a representative of KiwiRail senior management will come along to discuss the precedence rail now receives as a favoured mode of transport.

As much as the Government tries to sell its transport policy as being mode neutral, that's a pretty difficult argument to make considering the cross-subsidisation of rail projects from the back pockets of road users.

Nevertheless, KiwiRail's own perspective on where it has come from and where it is going, particularly in regards to freight, will be fascinating.

Other business-related sessions include **Paul Mackay** from Business NZ, who will shed some light on the Government's proposed changes to industrial relations law and how that may have a major impact on transport companies. Well-known economist **Cameron Bagrie** will give us his views on the state of the New Zealand economy, which will be particularly interesting as business confidence softens across the country, and HWR's **Rex Williams** will give us the perspective from the boardroom of one of the South Island's leading transport companies.

The conference is not meant to be all about serious issues, however. Included in the programme are speakers such as **Paul Allison**, the noted Otago sports icon and rugby commentator, who will regale us with stories from Otago's sporting history over breakfast; **Graeme Gale** will share some of his adventures running Helicopters Otago; while the whole thing will be MC'd by renowned entertainer **Doug Kamo**.

As is now tradition we will be holding the Road Transport Industry Awards Dinner during the conference, this time at the beautiful Dunedin Town Hall, and there will also be the final of the NZ Truck Driving Championship at the east end of the stadium.

The conference website including an online registration facility, accommodation options, sponsorship packages, and draft programme is available at www.rtfconference.co.nz.

It promises to be a great event so don't miss out, get your tickets now!

Moving on to a less-positive issue, evidence that the brand new Waikato Expressway is developing ruts and breaking up is yet another disappointing reminder that the New Zealand Transport Agency is no longer the tightly-focussed, technically competent organisation it used to be.

There are still many extremely good and competent people at NZTA, however, predictions that the agency's performance would start to reflect the loss of technical expertise over the last few years unfortunately look like becoming true. With both the Kapiti and Waikato Expressways having problems only months after opening and various other state highways in a poor state of repair, it is becoming obvious that NZTA no longer has the technical competency to ensure that contracted projects are delivered to the quality required.

Major state highway projects cost motorists and commercial road transport operators hundreds of millions if not billions of dollars, paid for through fuel excise and road user charges. The very least New Zealanders should expect is that the projects are undertaken to a reasonable standard and once a new road is opened it does not become a patchwork of repairs after only a few months of use. It is simply not acceptable that a new road surface starts deteriorating because water has been allowed to seep into the seal. It should be designed and thoroughly tested to make sure that doesn't happen.

Quality issues on brand new stretches of road are a real concern to our industry. Not only do operators suffer the inconvenience of constant roadworks, lane closures and slower journeys but there is also a significant safety issue at play. No point wishing for Vision Zero and spending money on a whole lot of other safety infrastructure if the roads are breaking up.

The new Government must get on top of this problem. The agency needs to start focussing on its core role of properly building, maintaining and managing our state highway network. That must be its first priority.

Ken Shirley was appointed the chief executive officer of the Road Transport Forum (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**



Lack of bathroom facilities a big concern for truckies

Never has there been so much comment and united views of those in the road transport industry than what came from a recent discussion on rest stop areas.

I opened a can of worms about suitable New Zealand rest areas (or lack thereof) for truck drivers after a post was made on the Women in Road Transport (WiRT) Facebook page.

Good luck finding a bathroom if you pull into a truck stop for fuel these days. Forget the security of being able to use a bathroom, grab a coffee or even decent food that's not fried up within an inch of its life.

I also found out you're just not on the planet if you go anywhere without wet wipes.

Fuel companies used to have facilities available but when these were mistreated and abused they got stopped.

In some bathroom spots in the US there are actually signs saying "no truck drivers" which is not ideal.

In Australia, rest areas can consist of a wide piece of compacted red dirt in the Outback. I was shown a sign saying "truck stop 19m", meaning it was 19m long – B doubles are 26m long so you don't have to be a mathematician.

Our advantage in New Zealand is that at least we have bigger bushes to hide behind. If we can find a park for a 23-metre unit and not have any camper vans blocking the way for a decent spot.

The problem is further compounded by road closure and detours around the Dessert Road for example.

Drivers are suddenly in an area they're not familiar with and by the time they see a suitable place to pull over, it's too late and another three cars have jammed up behind.

Health and safety is paramount but let's face it, a lot is done on safety but not so much health.

It's important to drink lots of water as a truck driver but to do this you have to be fairly certain of being able to let it go at the other end.

We are told the benefits of drinking more water but the overwhelming reaction received to WiRT has been, "we can't because there are no rest rooms available to us".

Being safe while trying to find a suitable rest stop is also a huge concern especially for women truck drivers in a rural setting.

And the feedback we received show this is also a huge issue for male truck driver too.

The lack of facilities available for drivers in the Christchurch region was one example given.

"When pouring concrete in Christchurch post-earthquake, every main trunk route had yellow lines ... Nowhere to pull over, nowhere to go and park to buy food as trucks are not catered for at service stations ... the portaloos stunk and you learned to hang on. Not good if you have to drink two litres water to keep hydrated and stop fatigue. They don't give you many places to stop and pee," was the response from one driver.

I have contacted a couple of fuel providers to see what they can do about this and some are looking at solutions.

Surely we can get access after-hours via a fuel swipe card to a facility?

WiRT has also contacted the NZ Transport Association to help with a solution.

They have been very co-operative as has our community of Road Transport Associations and the National Road Carriers.

The initiative is that NZTA will erect signs warning of a suitable place to pull over and let traffic go or take a break.

When it's late at night or raining with reduced visibility and the driver is detoured from their normal route, some of these places are not obvious until it's too late to slow down safely. **Good on NZTA for helping out.**



Meryn Morrison was appointed chair of Women in Road Transport in 2016 to be a leading female voice in the industry. It's about promoting a positive image and positioning the road transport sector as a professional career choice for women.



HMVs, what have we imported lately?

This month we look at HMV (heavy motor vehicles) importations of both GSV (goods service vehicles) and PSV (passenger service vehicles) over the last 18 months.

The reason we wanted to do this is to see what effect the brown marmorated stink bug (BMSB) crisis had on the importation of HMVs.

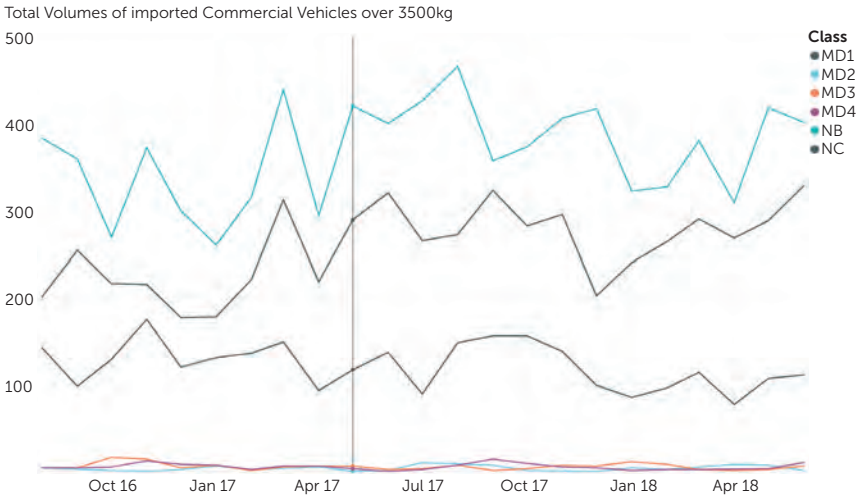
The truth is, not much of an effect at all, with a variance of about 200 vehicles of classes NB, NC and MD group overall (see chart), unlike the effect on cars where the whole industry virtually ground to a halt.

What did come out of this study is more of an understanding of market dynamics that clearly shows the heavier GSVs (NC class) registrations are led by the new vehicle suppliers with 1231 vs 404 used over the 18 months (see table) whereas, the NB class race is consistently being led by the used vehicle suppliers with 883 used vs 449 new.

The overall PSV picture shows the complete MD group is led by the new suppliers with 127 new vs 76 used.

The third dynamic is re-registrations that show 190 NC, 4 NB and 127 MD group vehicles for a total of 322 re-regos out of a total of 3492 HMV registrations over the 18 month snap-shot (just under 10%).

Are these vehicles that went into retirement when contracts finished and have been brought back into the fleet as operators required more vehicles, or have they been operating without being licensed and operating without CoFs? I hope they were temporarily retired.



NZTA Entry Certification Review

The NZTA began a review of the entry certification process for HMVs in early 2018, this was prompted by some engineering failures in several imported new buses identified in late 2017.

The NZTA is tasked with the responsibility to ensure all vehicles entering the NZ vehicle fleet are "safe" and "fit for purpose". These vehicles indicated a possible flaw or risk in the system.

VIA was represented at workshops the NZTA ran in centres around NZ earlier this year where participants in these workshops worked collectively to assist NZTA in identifying shortfalls and suggesting solutions, in parallel to these workshops NZTA ran an internal mapping exercise of the system as it is currently understood.

NZTA has now combined both the streams (internal exercise and workshops) results and analysed the information.

There were 92 opportunities for improvement identified through the process, from these, 33 recommendations were considered to instil long-term change and be adaptable to currently unknown future requirements.

NZTA has now developed a proposed recommendation that has been published for comment. The discussion document can be found at **www.nzta.govt.nz/HVEC-Feedback-2018.** The opportunity to give feedback closes at 9am on Monday, August 20. We encourage you to peruse the document and give feedback on it to the NZTA at **VECWorkshops@nzta.govt.nz**

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**



	NEW			USED			RE-REG			
	NB	NC	MD	NB	NC	MD	NB	NC	MD	TOTAL
3000-6000	1	0	0	1	0	0	0	0	0	2
6001-10000	0	0	0	0	0	0	0	0	0	0
10001-15000	443	190	127	879	140	76	4	190	127	2176
15001-20000	5	86	0	3	24	0	0	0	0	118
20001-	0	955	0	0	240	0	0	1	0	1196
TOTAL	449	1231	127	883	404	76	4	191	127	3492



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