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

DIESELtalk

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Market demand sees VINZ open in Gore

Demand for Certificate of Fitness testing has seen Vehicle Inspection New Zealand (VINZ) open a new facility in Gore, in partnership with Transport Repair Services (TRS).

Thanks to the recent Vehicle Licensing Reforms implemented by central government, VINZ saw an opportunity to support customers in Gore by offering a full locally-based testing service for the commercial vehicle fleet.



Gordon Shaw

Previously, some local transport operators chose to drive their heavy commercial vehicles to major centres, such as Dunedin or Invercargill, to procure such services.

Together, VINZ and TRS identified there was a great opportunity to support regional growth in Gore and the surrounding area, by providing servicing and regulatory inspections for local transport services.

Currently TRS services more than 1700 vehicles a year, and now those vehicles can also have COF inspections carried out at the VINZ Testing Station on the premises.

VINZ chief executive Gordon Shaw says local transport operators needed a one-stop-shop to save time, fuel, and aid productivity. He noted that waiting times at inspectorates in other centres was also a concern to the Gore-based operators.

Shaw also comments that the partnership business model used in Gore could also be utilised in other towns in Southland and Otago at a later date.

The VINZ testing station in Gore is part of a 10 hectare heavy commercial vehicle service facility that has been developed by Transport Repair Services.

There is a new seven bay service building and parts warehouse, with a

Continued on page 4



Arrivals improve in November

Arrival numbers of new and used trucks and vans improved slightly in November 2015, but overall numbers for the year are still tracking lower than in 2014.

There were 360 new large truck (over 3500kg) arrivals, and 2332 new trucks, utes and vans (under 3500kg) crossing New Zealand wharves.

The monthly total of 2692 new commercials for November was far below the April peak of 4266.

Year to date there have been 27,941 new commercial arrivals in

Continued on page 8

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NAVMAN WIRELESS

Christchurch wins Scania world title

The CablePrice Christchurch Shakers are officially the Scania Top Team world champions for 2015, taking out the title in Sweden.

The Shakers were up against Brazil, UK (KelTruck branch), and Australia, who were the front runners in the lead up to the competition; having previously taken out the title in both 2011 and 2013.

Globally, more than 8000 technicians enter the bi-annual event with the championship final showcasing the most skilled teams of Scania technicians and parts personnel in the world.

The top team championship is founded on Scania's approach to increasing the value of its service offerings, by providing motivation and training development to its service personnel.



Front left: David van Schie, Michael Long, James McCutcheon, Steve Watts (captain), Andrew Goodfellow and Russell Dixon (Scania Instructor).

For the Christchurch Scania side, the Top Team journey started at the beginning of 2015 with the Shakers competing and winning against eight other CablePrice branches around New Zealand.

From here, the Shakers flew to China to compete against five other countries in the regional finals hosted in Guangzhou, China. Despite the heat and tough competing conditions, the Shakers came out on top, qualifying them and runner-

Continued on page 8

New female chair for Ports of Auckland

Ports of Auckland Limited has appointed a female chair to its board of directors for the very first time.

Auckland businesswoman Liz Coutts replaces acting chair Rodger Fisher.

She will be the first woman to chair the board.



Liz Coutts

"I am delighted to be chosen, and feel very privileged, to lead Ports of Auckland through its next phase of development," says Coutts. "The company has made huge progress since I was first appointed to the board in 2010."

Under chief executive Tony Gibson, barriers to the employment of women stevedores have been broken down and the company culture has changed significantly, leading to a much more diverse and productive

Continued on page 8

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

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Grasslandz: Agriculture equipment in action

There haven't been many opportunities for farmers and rural contractors to be able to properly test various brands of equipment in a working environment, before they make a purchase, but a Waikato-based trade event is changing that.

Now in its third year of operation, Grasslandz 2016 (Jan 28,29) is a rurally-based agricultural machinery and equipment trade show, where prospective buyers can actually try out various European, Japanese, Korean, and Chinese brands on offer (conditions apply), before they commit to buy.

The event attracts both first and second tier machinery and equipment providers, and allows farmers and rural contracting buyers who might never consider non-Japanese or non-European products, to get behind the steering wheel of a Chinese or Korean competitor to see how well these brands perform in rural applications.

Unlike other trade events for the agricultural sector, where exhibitors can only hold static displays, Grasslandz is a fully interactive event, with six hubs centred around diggers and loaders, agronomy, fencing, effluent and irrigation, an ATV showcase, and a stock feeding and animal nutrition hub, as well as a business alley.

The various agricultural hubs - such as the diggers and loaders hub, and the effluent hub - are designed to streamline demonstration activities in an ideal environment for the target audience.

For example, a prospective customer could take an effluent tanker to fill up from the effluent pond and then spread it around a designated area, and exhibitors also have the ability to use their sites to demonstrate seeding, cultivation, and harvesting, as well as having a site covered in silage quality grass or stubble to demonstrate their equipment in action.

Last year more than 4000 to 5000 visitors attended Grasslandz, and the organisers say they expect more will pass through the gates in January 2016 thanks to the new hub concept.

NZ Trucks Hamilton branch manager, Peter Goodwin, is one of the key supporters behind the digger and loaders hub, and he is also one of the main organisers of the now annual tractor pull competition, which has proven very popular with showgoers.

Goodwin says the tractor pull completion is purely about fun, but he says Grasslandz offers rural contractors and "cocky" contractors, the ability to try diggers and loaders from brands they may not have considered before.

"There is far more of a business approach being taken by farmers, as their farms have grown in size and they have made the investment in large and expensive machinery and equipment that can be used on the property when needed, and then contracted out when not needed on farm, for a better return on their capital investment," says Goodwin.

Grasslandz will be held on a more than 14-hectare site (near the McFarlane Contractors yard) at Eureka, beside State Highway 26 (Morrinsville Road), on January 28 and 29, 2016.

MARKET DEMAND SEES VINZ OPEN IN GORE

Continued from page 1

truck wash area, as well as the stand-alone VINZ Testing station.

The VINZ testing station is manned by qualified and experience VINZ inspectors, and should demand require it, there is a second testing lane within the TRS facility that the inspectorate has access to, for high demand periods.

Having a local one-stop-shop will save industry time, fuel and wear on assets, including trucks and roads. It will increase productivity and create jobs for the region.

VINZ says it will continue to make strategic investment decisions to grow its inspection facilities across the country, and to also partner with companies such as TRS, to offer a full service approach to the commercial vehicle fleet in NZ.

In partnership with TRS, VINZ will be holding the official opening of its Gore testing station on Friday February 19, 2016.

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Trout River: Eliminating tip overs and power strikes

Seizing an opportunity to get involved with a unique product to New Zealand, that increased safety and efficiency in the road construction industry, was a no-brainer for Dunedin engineer Stu Mowat.

Mowat spent more than 33 years at the coalface with infrastructure giant Fulton Hogan, before branching out with his business partner Corey Reid (another 7-year Fulton Hogan veteran) to form Reid and Mowat Engineering Limited in Dunedin's Kaikorai Valley.

The company has become the New Zealand licensee for Trout River live bottom trailers, which Mowat says offer major safety benefits for the road construction industry, as the integrated conveyor system in the floor of the trailer removes the need for a tipper body and hydraulics.

It was Canadian-based Trout River Industries which initially developed the moving floor technology.

More than 18 months ago, Reid and Mowat acquired the sole licence to manufacture and supply the live bottom trailers, and other Trout River products, in New Zealand.

"I had seen many incidents in my career of tipper trucks and trailers striking overhead power lines while being in the raised position to spread asphalt or aggregate on to the road surface," says Mowat.

"Also a lot of people have been killed by tipper decks lowering unexpectedly, that is a far more common phenomenon than the industry lets on," he says.





Mowat says the Trout River live bottom installation in a rigid truck or trailer allows the truck driver to concentrate on the job at hand, without having to worry about overhanging power lines or trees accidentally connecting with a tipper body.

"It is a lot more relaxing for the driver not to worry about looking out for trees or power lines, they can just concentrate on the job at hand, because this unit makes it so easy," he says.

Corey Reid says the versatility of the live boots trailer allows operators to discharge on uneven ground, unload indoors, work under low structures and overhead lines stockpile, spread, shoulder and haul different types of cargo.

"From asphalt, quarry product, sand and crushed glass, to produce such as carrots and potatoes, the flexibility of the Trout River trailer allows operators to use it all year round and get a great return on their investment in the unit," says Reid.

Reid and Mowat Engineering created the first New Zealand made Trout River live bottom trailer for Downers, and the second was recently delivered to RCK Contracting in Auckland.

The Isuzu 6x4 rigid unit, pictured here with a Trout River live bottom floor in Fulton Hogan livery, is the first such unit of its type to be delivered to a customer.

The Downer-owned Trout River trailer went into service on Auckland's Waterview Tunnel Project. It has a tare weight of 6900kg, and Gough Transpecs and Gough TWL, assisted the project with the supply of key components, brake certification, and technical support.

The Downer trailer also features Gough Group supplied products including SAF Intra disc brake and air suspension package, as well as a Wabco EBS brake system.

According to Reid and Mowat Engineering, the Trout River live bottom trailers offer a range of unique attachment options. These attachments have 'quick coupling' hook ups that allow operators to do a variety of jobs in minutes.

A spreader attachment is ideal for back roads, parking areas, and driveways says Read and Mowat. The shouldering attachment is ideal for for road shouldering, guard rails, and wash outs says the company.

Trout River's key signature feature is the rounded tub design. This design ensures there is less wear at the rear of the tub, more of the load moves on the conveyor and ensures the height of the trailer remains at 2950mm.

Reid says this design contributes to greater payload, less wind resistance (and reduced fuel burn), and less chance of being hit by a loader bucket.

Currently there are two size of semi trailers available for customer order - a 2-axle, 8.5-metre (28 feet) unit, or a 3-axle 10-metre (33 feet) unit. The company offers various sizes for truck-mounted units at customer request.



Pavlovich family celebrates 75 years of bus transport

New Zealand family-owned bus company, Pavlovich Transport Solutions and Services, is marking and celebrating its 75 years of operation.

The business grew from small beginnings as the provider of the first school bus route between Whatawhata and Hamilton.

Today the Pavlovich family operates a fleet of more than 70 buses and coaches nationwide.

Its major Hamilton bus routes, The Orbiter - the free CBD Shuttle - and Northerner, carry more than 1,500,000 passengers per year.

The Auckland-based Urban Express business carries more than 1,400,000 passengers per year.

Founders Marco and Minerva Pavlovich introduced the initial school bus service in the 1930s, and their son Ivan Pavlovich is still a company director and his son, Bernard, the current chief executive officer.

"Our history matters because, for us, it's personal. More than seven decades later our company still operates under our family name. Many of our buses proudly carry our name, while often our buses bear the badges of our partners," says Bernard Pavlovich.

"This is, in some ways, is an even greater responsibility, as those partners entrust Pavlovich to represent them. It's our name that makes the promise, and our history stands behind it."

The history is a rich one, according to Pavlovich.

"My grandparents started the business off-the-back of a community need. Children from the Whatawhata farming community needed a way to get to and from school; hence, Pavlovich Coachlines was born," says Pavlovich.

"Since then, our business has been based on the belief that a strong public transport system is at the heart of a thriving community. And there have been countless milestones celebrated along the way," he says.

In the 1960s, the company began charter tours out of Hamilton.

The first charter was a four-day Easter Tour embracing Gisborne, the East Coast and Bay of Plenty at an all-inclusive cost of about $45 - including travel, accommodation and meals.

Continued on page 15

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GOUGH TWL TRANSPORT WHOLESALE

Christchurch wins Scania world title

Continued from page 3

up; Singapore's Team Kinetic, in the Sweden grand final.

There were 12 countries in the final competition which involved six station rounds, consisting of one theory and five practical stations. This determined which four teams would go through to the grand final knock-out challenge while the other eight were eliminated. Brazil, UK, Australia and New Zealand made up the final four competing in the elimination, all in front of a studio audience and streamed live on *YouTube*.

The start of the knockout involved theory questions, followed by two practical assessments; wiring up a cable harness and working on a Scania industrial engine. This saw Australia and Brazil eliminated, leaving New Zealand and the UK to face off.

The final task for the Shakers was to build a brain (create a user function for the trucks electronic system) and then execute that system on a truck, with the first team to successfully activate the system winning the competition. At this point, the UK team was ahead on points which awarded them a 15 second lead start time over the Shakers. However, the penalty had no effect on the kiwis, by successfully activating the truck in a few minutes, while the Brits were still only half way through.

"After coming second to Australia in the 2013 final and having never won before, to take out the title this time around was a huge feat for the boys," says CablePrice national training manager Ross Wallace.

Wallace says he is extremely proud of the team for the effort they have put in, to even get to the finals, let alone win.

The Shakers have been awarded 50,000 Euro to go towards improving the training and development at their local branch.

Arrivals improve in November

Continued from page 1

the under 3500kg category and 3009 new commercial arrivals in the over 3500kg category, a total of 30,950.

Last year's total was 35,833 and unless there is a tidal wave of new commercial vehicles arrivals in December, it is looking less and less likely that 2015 will eclipse 2014's record figures for new commercial vehicles.

Used commercial vehicles arrivals under 3500kg improved slightly on October's tally with 575 units and there were 77 used commercial arrivals in the over 3500kg category, the combined overall figure of 652 was the highest figure recorded thus far in 2015.

Total used commercial arrivals under 3500kg currently total 4907 units for the year, and there have been 873 arrivals in the over 3500kg category, making an overall tally of 5780.

This total of 5780 in comparison to last year's overall total of 6264 used arrival again suggests that 2015 will not see a new record being set.



NEW FEMALE CHAIR FOR PORTS OF AUCKLAND

Continued from page 3

organisation.

"Ports of Auckland staff can take pride in the fact that they have made their company the largest and most efficient container port in New Zealand."

Outside the port gates the company is focused on expanding its network of intermodal freight hubs, in order to deliver more efficient access to foreign markets for importers and exporters.

"The next few years will continue to be a time of significant change for the port," says Coutts. "Consultation on the proposal to partially automate the container terminal will be completed in early 2016 and the Port Future Study, which will determine the long-term future of the port, is due out in mid-2016.

"The company is actively involved in the Port Future Study and is working hard to build a more open and transparent relationship with the Auckland community. I look forward to leading the company through this exciting and challenging time," she says.

Coutts has extensive experience in governance and executive roles in major New Zealand companies, including time as Caxton Group chief executive, a vertically integrated pulp and tissue paper business.

Hino competition winners announced

Hino Distributors (NZ) Ltd's nationwide driver's licence competition came to a close at the end of October, with Liam Rees and Aaron Lawrie winning the last two AMS licence upgrade packages. Rees, a volunteer firefighter at Trentham Fire Station, says that becoming a qualified truck driver will allow him to share the workload of driving the appliances.

In his competition entry, Rees also mentioned regularly seeing McCarthy Transport's Hinos carting logs on the road – something he'd like to do himself one day. He's excited that he is now a step closer to achieving both.

Lawrie is an apprentice mechanic in Auckland. In his entry he said he wanted to get his full complement of truck licences, including his B train, so that he could be fully qualified as both a mechanic and truck driver.



Liam Rees

The two winners' prize packages includes logbook theory and assessment, practical driving training, and driving assessment, provided by AMS Group.

Hino NZ's General Manager Ray Roberts says the competition's purpose was to publically highlight the nationwide driver shortage, while raising the profile of truck driving as a real long term career option.

"We received hundreds of entries," says Roberts. "Everyone had great reason for entering, it was also interesting to note some of the barriers potential drivers face getting into the industry". One big factor is the lengthy process required to move through the different licencing levels.

"The demand for good skilled drivers across all classes has never been higher", says AMS Group's lower North Island area manager, John Marcus. "Initiatives like Hino's competition is a great way to set young people up to join the trucking industry correctly."

"At Hino, we're all about encouraging the next generation," says Roberts. We're really pleased that we've been able to help four more drivers join such a rewarding industry.



Future transport options?

Will we all be banned from driving in 30 years time? Will platooning trucks on a road network, built over the rail network, take the place of trains? Will computers facilitate more shared loads?

These are just some of the questions the Ministry of Transport posed as it launched a new future planning programme last month.

The 'Transport Future Visions' project features the publishing of a number of 'stories' looking at sectors of transport, and how technology will change the way we get around - and move goods - in the future.

The public will be surveyed, having seen the stories – there are four initially, with more to come – as to what future they want to see.

Much of the vehicle-related technology mentions hark back to autonomous vehicles and intelligent transport systems – plus more intelligent transport and logistics planning, using software.

Some of these technologies are already beginning to have an impact, but the project looks far enough ahead to where humans may be removed from the transport process.

"Autonomous vehicles, they are coming, that is the reality," ministry chief executive Martin Matthews told journalists at the release of the stories in Wellington.

"This work is really about exposing people to some ideas of what the future could be about," he explains. "How do we think about how the transport system might evolve in the next 20, 30, 40 years?"

Some people, he expects, may find some of the changes suggested far

Continued on page 11

1



2



3



4



5



6



Continued from page 10

fetched, but he notes that in his own grandmother's lifetime, technology moved from relatively rudimentary cars to jet-aircraft crossing the world in a day.

"There have been points in history where we have seen massive changes in mobility that people saw, but perhaps didn't recognise the importance of."

He notes New Zealand is already seen as a world leader in its approach to ITS planning and technology.

Matthews says the visions were not predictions of what will happen, just what could happen.

"We don't present this work as the views of industry or government policy, but we think it is important to have a broader discussion about what New Zealanders want from the transport system, now and in the future."

The stories can be found at **transport.govt.nz/futures.**

7



8



9



10



11



12



13



14



DIESELtalk FEATURE

AFTERMARKET

Nearly 50 years of supporting the transport industry

From humble beginnings in a Dunedin family's private garage in the 1960s to a branch network of 19 stores currently, Gough TWL says it is one of New Zealand's most accessible transport equipment and consumable suppliers.

To support the nationwide network of 19 branches, Gough TWL also has two major distribution centres located in Auckland and Christchurch.

In 2016 Gough TWL will celebrate 50 years of partnership with the road transport industry in New Zealand.

Gough TWL aftermarket national manager Mike Brears says the company has a family first culture, and develops good strong relationships with staff and customers, by being a local business that supports local business.

"I see my team as my family and we work closely together," says Brears. "We like to have a proactive partnership with our customers, ultimately our business is about providing solutions."

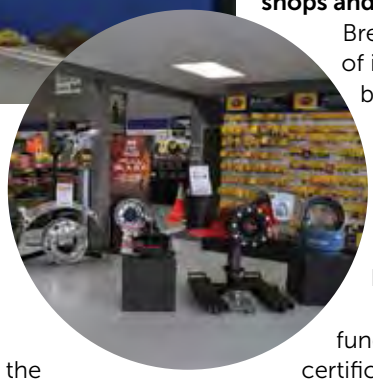
Brears, himself, has a long history with the company having joined the TWL Christchurch team fresh out of school in 1990, two years before the family-owned TWL company became part of another family-owned company, the Gough Group. It's sister company Transpecs also joined the Gough Group at this time.

Since 1990 there has been hardly any aspect to the Gough TWL operation in which Brears has not been involved in. He has worked his way up from parts junior to managing the Northern Region of the business, and recently has also spent time on the 'other side of the counter' as a customer.

He sees a focus on doing the basics well, and says this is a key philosophy for TWL.

"I'd like to reinforce our absolute commitment to the industry and our aftermarket truck and trailer parts offer," he says. "For nearly fifty years this has been the foundation of TWL's role in the local transport industry.





A major focus for TWL is the ongoing aftermarket support of the company's major transport agency lines.

While sister company Transpecs focuses on supporting trailer OEMS with the technical integration of major transport agency lines into new trailer equipment, Brears says that Gough TWL is a key part of the aftermarket value chain, alongside other independent parts and service partners.

He says such key agency lines for the company include SAF, Wabco, Alcoa, Edbro, Ringfeder and Holland.

"All of these brands have developed a huge brand loyalty from New Zealand customers in the past five decades, and they all continue to drive industry innovation and development.

"We are absolutely committed to these brands," says Brears. Our relationships with partners such as SAF-Holland and Wabco are part of the lifeblood of Gough TWL, and mirror the status accorded to the Caterpillar, Hyster, and Palfinger dealerships in the wider family group business."

As well as its core range of specialist products, Gough TWL offers and extended range of accessory and workshop items, its intention being to provide a one-stop-shop solution to commercial transport workshops and service centres.

Brears says a major area of industry value offered by Gough TWL and Gough Transpecs is the national Brake Consultancy Service team which operates from Cape Reinga to Bluff.

"While the teams fundamental role is brake certification and compliance, it is also a resource of qualified industry advice that is second-to-none when enhancing both vehicle and operating performance," he says.

"The trailer technology available to transport operators today combined with the knowledge of our brake team is a big catalyst for industry cost savings and improved profit, as is increased safety and meeting legislative requirements," says Brears.

"Many of our fleet customers can point to a time when a brake specialist has helped get a unit back on the road after successfully trouble-shooting a problem with the client's vehicle.

"The brake team are highly regarded for going the extra mile no matter how remote or distant an operator's business might be. This culture of support is something our entire team aspires to," he says.

Brears continues to say that as TWL moves beyond its 50th birthday next year, the focus will remain on local customers.

DIESELtalk FEATURE

AFTERMARKET

New branches planned for Truck & Trailer Parts

Part of the growing nationwide rollout of Truck and Trailer Parts branches, the Wiri branch - formerly BNT Commercial - located in Ash Road, prides itself on being a one-stop-shop for the heavy transport operator, and all types of heavy transport repair and service operations.

A part of the new business strategy by its principal owner, Hellaby Group, Truck & Trailer Parts specifically focuses on parts for heavy commercial vehicles.

Truck and Trailer Parts (TATP) Auckland branch manager **Daniel Jones**, says the business has added many more categories and products to the portfolio, thanks to the Hellaby Group investment, and indicated that there are many more to come.

According to Jones, TATP's portfolio of truck and trailer components, lubrication products, filtration, lighting, suspension components, brake parts, clutch parts, tooling, brake kits, and workshop cleaning products, and consumables, is growing rapidly.

He jokes that already the footprint of the TATP Auckland branch has had to have been reconfigured twice by counter salesman **Nate Kiria** (who has a background in warehousing and logistics), to make room for more categories of stock, and to make it easier for the team to access it.

There is more than 100 years of collective experience amongst the TATP Auckland branch team.

"We all have different backgrounds in the industry, "says Jones. " Our oldest serving employee, **Rees Hopkins**, has a background in Mitsubishi, and I have experience with Cat, Mercedes-Benz, Freightliner, Detroit Diesel and Cummins."



TATP Auckland team (L-R) Nate Kiria, Rees Hopkins, Daniel Jones, Kevin Morris, and Tama Tito.

Assistant TATP Auckland branch manager **Tama Tito** has previous experience with Mack, Hino, Renault Trucks, ERF, and Western Star.

"Our new Auckland branch sales representative **Kevin Morris** has a background in fuel injection and turbocharging, as well as Caterpillar brand experience, too," says Jones.

Truck and Trailer Parts general manager **Scott Holt** says these are exciting times for TATP.

"We are progressing well towards our goal of giving the heavy transport industry new choices, with some very exciting developments scheduled to come on-stream in the early new year," says Holt.

"We have completed early stage rollouts in Te Rapa, Richmond and Invercargill, and have two more significant site rollouts to complete very shortly," he says.

"Additionally, the product portfolio is expanding rapidly, and now also includes genuine Wabco Pan 19 trailer axle wheel end spares, as fitted to SAF, Hendrickson, Gigant, and Fuwa K Hitch axles," says Holt.

"We are also strengthening our bench staff continuously, with Mark Terry (rejoining the group after a stint with Multispares), Murray Hamlin (Air Brake Consultants Southern) and Bayden Funnell (Ex Gough TWL) all joining us recently," he says.

"Mark and Bayden bring significant heavy transport parts sales experience throughout their respective careers, with Murray adding a completely new, and welcome, dimension in support of our electronic braking sales throughout NZ," concludes Holt.

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Pavlovich family celebrates 75 years of bus transport

Continued from page 7

During this decade, the company also purchased Robertson's Hamilton-Raglan service, shortly followed by the purchase of Brosnan Motors' Raglan-Auckland service.

"Later on, in the 1970s, we imported the first Scania 'quiet bus' chassis into New Zealand. This was a very innovative move at the time. The bus had a noise of 77 decibels; almost half the noise level of other buses of the time," says Ivan Pavlovich.

"The 1970s was also the decade we secured a 'tourist' licence - initially from Auckland and Christchurch, but later expanding to full tour rights out of Auckland, Wellington, Christchurch and Picton. Transporting tourists all over New Zealand has since become an integral Pavlovich service," he says.

"In the late 90s, Pavlovich began its 'Urban Express' bus division to provide public bus service in Auckland. This service, which still operates today, was established in addition to already operating tour work in Auckland," says Bernard Pavlovich.

The year 2009 was a particularly momentous one for Pavlovich as the company secured a major bus contract with Waikato Regional Council.

"Today we have grown to operate a fleet of more than 70 buses and coaches nationwide ranging in size from 21-seat to 53-seat capacity. We are in business for the long haul," he says.

"Our focus is still as clear, as it has been for the last 75 years. Everything begins and ends with the customer and in focusing on being the 'best' bus operator, not necessarily the biggest," says Pavlovich.

"Building a successful business is reliant on satisfied customers, and we look forward to continuing bus services in Hamilton, and across the country, for many years to come," he says.















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November 4

Go Bus invests $13m in urban bus fleet upgrade

Go Bus Transport is spending over $13 million upgrading its urban passenger fleet in Christchurch, Dunedin and Hawke's Bay.

The company has commissioned 29 new buses to be built by Rolleston-based Designline Bus Pacific.

The new buses will all be on the road by August next year and will bring additional capacity to routes in these major centres around New Zealand.

Z Energy posts $67 million half-year net profit

Listed energy supplier (NZX) Z Energy has posted a $67 million half-year net profit after tax (NPAT) for the six months ended 31 September 2015.

This NPAT is a $22 million increase from the prior corresponding period, and Z Energy reported in financial statements to the NZX that its revenue also grew 20% to $1309 million.

In those public statements, Z Energy says its refining margins averaged $13 a barrel, which was up $5 a barrel from the previous corresponding period.

November 9

Freight-forward liquidator launches action against BNZ

The liquidator of Retail Ready Logistics has launched High Court action against Bank of New Zealand, and it's receivers Peter Chatfield and Stephen Tietjens over $157,000.

According to the New Zealand Herald, Liquidator Robert Walker 's lawsuit alleges that $157,240 of the $532,869 collected by the receivers in 2009 represented import duty that Retail Ready Logistics invoiced to its customers, but did not keep in a separate bank account on behalf of New Zealand Customs.

Chatfield and Tietjens collected the money from Retail Ready Customers during May to July 2009 which was used to reduce debt owed to Bank of New Zealand according to NZ Herald business reporter Hamish Fletcher.

Mainfreight half year net profit down 1.5%

Mainfreight has released its six monthly results to 30 September 2015 which shows that net profit (before abnormals) has declined by 1.5% to $33.14 million.

The company's share price fell slightly on receipt of this statement.

Mainfreight's statement says total revenue (sales) increased 12.9% to $1.114 billion, a record for its half-year reporting. (Excluding foreign exchange effects the increase is 5.6%).

November 11

Gasoline Alley Services rolls out AdBlue nationwide

Gasoline Alley Services Limited (GAS) has committed to supply AdBlue diesel emission fluid throughout its network of more than 115 stores nationwide.

The independently owned Kiwi chain of service stations recognised the increased demand for AdBlue as more and more diesel vehicles require it as part of their emission reduction technology.

It has partnered with local AdBlue manufacturer Chemsafe Manufacturing Ltd for the supply of VDA approved AdBlue diesel emission fluid.

Grant Moody moves to Truck & Trailer Parts

Auckland-based Truck & Trailer Parts added further strength to its growing number of key people, with the appointment of Grant Moody to the position of technical sales manager.

An industry veteran, Moody is known to many heavy transport industry customers through the central and lower North Island.

"We are extremely pleased to have Grant on board, as he brings a wealth of experience and further bolsters our growing team of professionals," says Truck & Trailer Parts general manager Scott Holt.

November 12

Ports of Auckland selling Onehunga port

Ports of Auckland wants to sell the Port of Onehunga to Panuku Development Auckland for public use, once it finished consolidating operations to its main port on the Waitemata Harbour.

The council-owned port operator says the Manukau Harbour is too shallow for modern shipping operations, and it has relocated much of the freight operation to Waitemata in recent years.

The construction of a new cement import facility at the Waitemata port, to be completed in 2016, is the final phase in the move to freight operations from Onehunga says the Port operator.

November 13

Fulton Hogan invests $611k in road to zero harm

Fulton Hogan has invested more than $611,000 in a two-year programme that will see the company use two mobile driver simulators as a training tool for its 3,800 local employees.

As part of being a good corporate citizen, when not being used by Fulton Hogan staff members, the two simulators and their instructors will be calling on local schools around the country to teach students safe driving habits.

The state-of-the-art simulators are capable of re-creating a range of conditions including night driving, sudden road obstructions and weather conditions including wind, rain, fog and snow.

Waste Management seeks drivers for council contract

Waste Management is advertising in *DIESELtalk* for experienced class four and class five drivers to join their Redvale and the Waitakere-based team as part of the Auckland Council disposals contract.

The roles entail safely driving HPMV truck and trailers or hook lift fleet vehicles to defined routes and schedules for the Auckland Council contract.

Waste Management are seeking individuals who are capable of performing physical labour, early starts, and can project a professional compa-

Continued on page 17

Continued from page 16
ny image through adherence to safety procedures, standards, vehicle cars and maintenance policies.

Failed Bullet Freight creditors owed nearly ten million

Failed nationwide logistics firm Bullet Freight Systems has left more than 200 unsecured creditors out of pocket by $2.8 million, and ANZ bank has only recovered $8.5m of its $15.4m claim against the company.

Stuff.co.nz reports that receivers PPB Advisory initially tried to sell the business as a going concern, but could not find a buyer amongst interested parties in New Zealand and Australia.

PPB has finished salvaging and selling the failed company's assets, which it has detailed in the final receivers report. The report covers other companies in the same group including Strait Freight and Strait Linehaul.

November 17

Fonterra saves $5 million in transport costs as redundancies rise

Fonterra has confirmed it has laid off 835 staff through its major restructuring this year, up from 750 announced in August.

According to BusinessDesk, the Fonterra global ingredients arm is introducing tighter synchronisation of rail, road and marine transport in partnership with customers as part of a two-year long global savings initiative.

This tighter synchronisation of transport delivered a $5 million annual saving in 2015.

Bison start-up awarded $20,000 by Gig-Start Fund

Logistics software and hardware provider Bison is one of three Dunedin start-up businesses to receive an award of $20,000 in the second round of the Gig-Start Fund.

The fund was created to provide a launch pad for new-to-market UFB-led service concepts in GigCity, Dunedin. Chorus and Alcatel-Lucent finance it.

The three winners had to pitch their ideas in a "Dragons Den" type format to the Gig Start Fund judging panel that included Emily Cooper from Silkbody and Nigel Bamford from Escea.

Third Truck arson means insurance worries for owner

North Canterbury demolition contractor Paul Flanagan says a third arson attack on his truck fleet since 2012 now leaves him with the worry that he will not get insurance again.

Five trucks belonging to Paul Flanagan Contracting Limited are victims of an arson attack on the companies' yard in Woodend, North Canterbury.

According to Stuff, Flanagan was overseas during the time of the arson attack and he told The Presshe was unhappy with the police and his insurer.

November 19

Vehicle sales and finance both up for Turners

Vehicle auctioneer, retailer and financier Turners Limited has announced increased profits for the six months to the end of September.

The company, formerly Dorchester Pacific, released its unaudited interim results this morning – showing a 47% net increase in profit after tax to $7.44 million (2014 $5.06 million).

Net profit before tax was $10.26 million (2014 $5.59 million), ahead of the recent market guidance of $9.50 million.

$34 million capacity expansion for Napier Port

Napier Port today announced lower profits for the year to the end of September – but has highlighted its significant investments in the future of the facility.

Reported net profit after tax for the 12 months declined marginally to $12.9 million, down from the previous year's record result of $13.4 million. The company says the result reflects the significant investments throughout the year and the extra people employed.

The Port's investment for the year included the purchase and delivery of two Terex mobile harbour cranes; the commissioning of an offport empty container depot; introducing a vehicle booking system; maintenance and capital dredging; building the Port's new main office; purchasing New Zealand's first mobile harbour crane simulator; establishing a new inland port freight hub in Palmerston North; and paving the main log yard (6.5 hectares).

KiwiRail cautions truck drivers going under rail bridges

KiwiRail is warning heavy vehicle drivers of the potential dangers of bridge strikes after a truck hit the span of the bridge over Rockdale Road in Invercargill recently.

Incident recovery manager, Emma Cowell, says that fortunately the bridge was not seriously damaged but it is concerning that those responsible for hitting the bridge did not report it to KiwiRail.

"This incident should have been reported immediately, so there was a period of time when it was potentially unsafe, and a risk for train services and road users," Cowell says.

November 20

New hut for Uretiti

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NZTA replaces damaged hut.

A small hut which plays a big part in helping keep Northland's roads safe has returned to SH1 at Uretiti, north of Waipu.

The hut is a compliance station used by staff from the Police Commercial Vehicle Investigation Unit (CVIU) to monitor commercial trucks and their drivers.

Recovery plan for Lyttelton Port released

A plan has been released today detailing how Lyttelton's port will be rebuilt.

Canterbury Earthquake Recovery Minister Gerry Brownlee yesterday released the Lyttelton Port Recovery Plan, which allows for the port to be rebuilt and repaired in a timely and appropriate manner.

"In June last year I directed that a Lyttelton Port Recovery Plan be prepared by Environment Canterbury and the Lyttelton Port Company," Brownlee says.

November 23

Transport technology symposium calls for papers

The 14th International Symposium on heavy vehicle transport technology (HVTT14) which Rotorua is hosting in November 2016, is calling for papers on all relevant industry topics to be submitted by interested parties.

The International Forum for Road Transport Technology (IFRTT) is conducting the conference from November 15 to 18 next year.

This conference provides a unique forum for legislators,

Continued on page 18

Continued from page 17
road administrators, academics, consultants, vehicle manufacturers and suppliers, transport organisations and transport operators to discuss and exchange ideas on ways to improve the safety, efficiency, productivity and sustainability of the road transport industry.

Alliance wins biggest yet Waikato road project

A consortium made up of Fletcher, Beca, Higgins and Coffey (FBHC) won the contract to build the biggest road project yet in the Waikato in an alliance with the NZ Transport Agency.

The 21 kilometre long Hamilton section of the Waikato Expressway will include a proposed design for five interchanges, 17 bridges and new connecting roads at Ruakura Road and Resolution Drive.

Once all seven sections are complete, the expressway is expected to cut travel times between Auckland and Tirau by up to 35 minutes.

Proposed upgrade for bus regulations

Proposed changes to a land transport rule will allow buses to carry more passengers between New Zealand's main centres and pave the way for diesel-electric hybrid buses, says associate transport minister Craig Foss

A consultation document proposes amending the Vehicle Dimensions and Mass (VDAM) Rule 2002, which regulates the size and weight of vehicles, to extend axle mass limits of high-capacity urban buses.

A separate review looking at further changes to vehicle size and weight limits, with a discussion document on broader changes, is due to be released in the coming weeks.

November 24

Cardinal Logistics funds new South Auckland Ambulance

As part of its community focus, Cardinal Logistics has wholly funded a new ambulance for the Order of St John, including all of the high tech clinical and medical equipment used on board.

Cardinal Logistics managing director Tony Gorton initiated the funding for the new ambulance to support the Order of St John charity and also the local South Auckland communities where Cardinal Logistics employees reside.

An event was held at Cardinal Logistics Wiri and Mangere sites today to celebrate the launch of the new Ambulance.

November 25

EROAD revenue up 55% as it expands into North America

EROAD has grown its revenue to $12.2 million for the half year, up 55% on the same period last year, as the company continues to expand its operations in New Zealand, Australia, and the North American markets.

Total contracted units totalled 31,298 at 30 September 2015, up 58% from 19,864 at 30 September 2014.

"I am pleased with what has been achieved operationally during the six months. To have continued to grow while adding a further 30 staff, including building our R&D teams illustrates the environment EROAD has created," says EROAD chairman, Michael Bushby.

Napier Port launches first crane simulator

Napier Port's new $5 million office building and the country's first mobile harbour crane simulator were officially opened yesterday by economic development minister Steven Joyce.

The new building and mobile simulator are part of the ports aim to lift safety and productivity as it prepares for continued growth.

Last year container handling was up 16.5% and the port has seen 80% growth in container movements in the last decade.

November 26

Road transport and construction growth boost UDC profit

Asset financier UDC (owned by ANZ) has announced strong profits, off the back of rising vehicle lending and growth in road transport and construction.

Net profit after tax increased to $57.1 million for the year to 30 September 2015, an 11% rise on the previous financial year.

UDC has lifted revenue by 6% to $122 million and seen its cost-to-income ratio fall to 26.5%, from 27.3% last year. Debenture investments are up 11% over last year, to $1.74 billion.

November 27

Hellman reunites two locations in one new building

Hellmann Worldwide Logistics' has opened its new 15,000-square-metre ambient and controlled-temperature warehousing complex and head office at Landing Drive, Auckland Airport.

The bespoke facility unites Hellmann's two previously-separate Auckland operations into one location.

Hellmann New Zealand managing director Chris McCagney says an immense amount of collaborative planning went into creating the facility.

November 30

Transporters involved in calf mistreatment

Dairy industry bodies say they are appalled at the care of Bobby calves revealed in video footage recorded by animal rights group Farmwatch – with a small minority of transporters also alleged to be involved in issues.

Among mistreatment recorded by Farmwatch, and released in conjunction with SAFE, includes truck drivers roughly throwing calves into the back of trucks.

DairyNZ chief executive Tim Mackle says cruel, and illegal practices are in no way condoned or accepted by the industry as part of dairy farming.

New NZTA boss confirmed

A key leader of Auckland's transport system will be moving into a national role.

Former chief executive of the Auckland Regional Transport Authority, Fergus Gammie has been appointed chief executive of the NZ Transport Agency, confirmed in an announcement from board chair Chris Moller.

Moller says the Board has made this appointment after an international recruitment process that attracted a very strong field of candidates.

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HAMMAR buys out NZ engineering partner

Sweden's HAMMAR Group has purchased the engineering business of its New Zealand partner of 21 years, including a purpose-built factory in Takanini.

The Kiwi purchase comes two months after another expansionary move by the HAMMAR Group in the Asia-Pacific region, with the opening of its new 1600 square metre factory in Malaysia.

After deciding it's time to retire, Chris Lees and his wife, Jenny, agreed to sell their South Auckland-based company SEEL Engineering, which has built HAMMAR units on contract since 1998, for the Swedish manufacturer.

HAMMAR founder, Ben Hammar, flew out from Sweden to sign the agreement and thank the couple for their contribution to the success of the company's side loaders, which are now the most popular in New Zealand.



Ben Hammar (far left) shakes hands with Chris Lees, while Fred Sandberg congratulates Jenny Lees on their impending retirement.

Lees will continue to offer his expertise as a consultant following the transfer of his business on January 1, 2016.

"We appreciate Chris making himself available to us in an ongoing relationship, because there is probably no one with as much knowledge and expertise on side loader engineering in New Zealand," says HAMMAR New Zealand managing director Fred Sandberg.

A member of the Lees engineering family, Chris Lees was involved in developing the very first side loader to be built on a semi-trailer in New Zealand in 1978.

He has been engineering side loaders ever since, going on to work with the first importer of HAMMAR products in the mid-1990s, before it decided to set up its own subsidiary in New Zealand in 1997.

In 1994, the very first HAMMAR side loader was produced locally under an arrangement that lasted until now, with SEEL Engineering providing contract manufacturing in South Auckland for the Swedes.

That arrangement has seen HAMMAR ship out tested and certified Swedish-built cranes and other components, including Swedish high-tensile steel for the chassis frames to be built at the Takanini workshops by Chris and his team, while Jenny oversaw the administration and accounts in the office.

"I knew when I first saw these side loaders arrive from Sweden that they were extremely well engineered and they would be very successful here," Lees says.

He and Ben Hammar struck up a friendship. Before leaving for the northern hemisphere, Ben made sure that Chris and Jenny understood there was an open invitation for them to include a visit to see him, his family and the HAMMAR team in Sweden during their retirement travels.

"Chris has been very important to the success of HAMMAR in New Zealand," says Hammar. "He is a very experienced engineer and is as dedicated to the quality of our products as we are. He has been a loyal and very good friend to us over all these years and it is always good to see him when I visit."

Lees acknowledges how much side loaders have changed, since the very first HAMMAR was built.

"That one weighed in at eleven-and-a-half tonne and could lift just twenty-six tonne," he says. "Now we've got side loaders that weigh less, and can lift 45 tonne – it shows you how far things have come in such a short time."

Today, the workshop he managed now produces a range of HAMMAR side loaders, including the recently introduced 130 model with three cranes that is unique to the New Zealand transport market.

The SEEL Engineering name on the Takanini building was recently replaced with the HAMMAR sign, signifying the intention to focus on the core role of side loader manufacturing.

More space becomes available for more side loaders to be built, as well as enabling the service and repair side of the business to be more efficient for New Zealand customers.

"Colour is an important part of the transport business"

"New Zealand is well ahead of Australia in terms of fleet colour and fleet branding application - there's a huge amount of pride taken by transport operators in the appearance of their trucks," says Auckland Truck Spray Ltd owner, Peter Maxwell.

Auckland Truck Spray Ltd is a member of the RALI (Resene Automotive and Light Industrial) FLEETCARE approved applicator network.

The company uses the Cromax™ Imron Fleet Line® range of products amongst others from RALI, because Maxwell says it offers a thoroughbred paint finish, and he will be loyal to the Cromax (previously DuPont) product for as long as it's available.

"I'm pleased that RALI have secured a relaunch of the Imron EZ 3460S Clear Coat here in the new year. We lost supply of it for a little while, but I'm very happy that the FLEETCARE network are getting it back.

"This clear coat product has Teflon all the way through its makeup, and it provides a clear coat of paint for the life of the truck; while other coatings wear down, this one wears up," says Maxwell.

Imron EZ 3460S is a very durable clear coat with excellent cleaning properties and resists dirt, road tar and tree sap.

"The extra money an operator spends up front for an application of Imron EZ 3460S absolutely pays off in the long term, with reduced costs of cleaning, reduced downtime, and even reduced corrosion issues," he says.





"One concrete operator commented that not only did concrete fall off a truck sprayed with EZ 3460S, there was almost a fight every Friday amongst the staff as to who got to wash it, and be the first to have a beer, because it was easier and quicker to clean than the other trucks.

"We also once won an image award from a competitor paint supplier a few years ago for a truck that we had sprayed for the Carr & Haslam fleet," says Maxwell wryly.

"I believe there is a lot more professionalism in the truck market in New Zealand than in Australia amongst both corporately owned and independent truck fleets," says Maxwell. "It's a good thing. A nice clean truck with a good lick of paint on it helps the image of the industry."

Amongst Auckland Truck Sprays regular fleet clients are brands such as Coca Cola, Dart Freight and Carr & Haslam.

Maxwell says customers such as Coca Cola have very stringent specifications, as well as spraying the cabs, and the chassis to the battery box, Coca Cola also requires that the underside of the roof be sprayed as well as the top of the roof.



"We use a European-sourced Cromax product that sprays directly to metal, and it performs really well," he says.

"We had a minor issue once with paint flecking off, and we narrowed it down to the cleaning process prior to paint application, and we rectified how that was done."

Maxwell has owned and operated Auckland Truck Spray Limited in Penrose for more than 18 years, and most of his current employees have more than 15 years' service with the company.

"A high staff turnover kills your business and you will struggle to maintain quality, so treat others how you want to be treated and all will run well," he says.

There are three staff involved in preparation, three spray painters, one panel beater, and one chassis man.

Maxwell has also created his own non-skid paint additive to a priming system, which is now applied to checker plate walkways, as well as on to steps, and the bodies of attenuator trucks, used by roading contractors, as a further health and safety measure.

He says although the workshop carries out minor repairs during refurbishment projects, the operation was created as a wholly boutique paint spray work shop for all types of trucks and trailers.

More Ryco filter kits for Japanese trucks

Following the April 2015 release of a range of oil and fuel filters to suit Isuzu, Hino, Fuso (Mitsubishi) and UD (Nissan) commercial vehicles, Ryco has released more filter kits to further complement its Japanese Truck programme.

Initially, 11 kits for Isuzu trucks were launched, covering oil and fuel filters to suit the 4-cylinder N series and 6-cylinder F Series, plus selected Giga models. These will be followed by kits to suit other popular Japanese commercial vehicle applications.



With cost savings in kit form over the individual Ryco oil and fuel filters, Ryco says the new kits will prove popular for many workshops and truck operators, including fleets, providing both cost savings and convenience for the mechanic on the job.

"The Ryco Japanese truck filter catalogue has been a great success with truck operators, workshops, resellers and distributors," says product manager Ross Cunningham.

"Ryco filters are designed to meet or exceed OE specifications and the range available to suit Japanese commercial vehicles already covers more than 140 specific filters," he said.

For further information on the Japanese truck filter kit program, or a copy of 'The Ryco Book for Japanese Trucks' contact a local Ryco stockist, Ryco representative or visit www.rycofilters.com.au.

Thermostats for trucks and buses

All standard thermostats are in included in the DT Spare Parts range for trucks, trailers and buses.

Thermostats regulate the temperature of the coolant in the cooling system of the vehicle engine under all conditions. This is an important factor in maintaining engine durability, fuel consumption, and emissions control.

A thermostat includes a wax pellet which registers the temperature of the coolant flowing around it, and provides for the allocation of coolant flow, either through the coolant cooler or past it via a short-circuit line.



This means that at very low coolant temperatures, cooling is largely avoided, and at high temperatures, maximum cooling is provided.

In the closed position, a by-pass valve enables the required minimum flow rate of coolant, to prevent damaging over-pressure in the engine.

High flow rates are achieved by double-thermostats, which have two different opening temperatures in order to ensure a uniform engine temperature.

To ensure resistance to the corrosive substances in the coolant, individual components affected are made of corrosion-resistant materials, such as stainless steel or brass.

Some thermostats have ventilation holes with a valve, which simplifies bleeding of the cooling circuit when replacing components.

To facilitate easy assembly DT Spare Part thermostats are supplied with the appropriate gaskets, O-rings, or seal rings required.

Workplace literacy can no longer be ignored

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



New Zealand's low adult literacy rates cannot be ignored. It is a growing problem that carries a significant social and economic weight. For individuals with low literacy, the struggle extends far beyond the workplace to their home and family life and future prospects.

For businesses, low workplace literacy is a risk to health and safety, and a barrier to productivity.

A 2006 international study showed that over a million New Zealanders (43% of adults aged 16 to 65) have literacy skills below those needed to participate fully in a knowledge society. More than 80% of that - or 1.1 million - are in the workforce.

Workplace literacy and numeracy covers a whole range of skills needed at work, including communicating, reading instructions, accomplishing tasks, working within a team, and adapting to new technology and approaches.

In so many contexts, businesses will say that literacy is the underlying issue behind many challenges they face in their business. But many fewer business have got active strategies to sort it, perhaps because the issue seems too big to deal with, or they do not know what support is available.

So here is the good news. Businesses can get direct financial support to improve the literacy and numeracy skills of staff in their own workplace.

Skills Highway is an employer-focussed programme funded by government and managed by the Industry Training Federation in partnership with the Tertiary Education Commission (TEC).

We're delighted to be involved, and want to make sure that it is an easy process for businesses to access the funding, and engage with effective training and the resources to meet their needs.

New Zealand's Industry Training Organisations (ITOs) are ideally placed to work with business on this, because already they work alongside employers across a vast range of industries, and cover 75% of the workplace. ITOs will help set workplaces up with literacy and numeracy programmes, and employer and worker-friendly resources.

The ITF has appointed workplace literacy specialist Nicky Murray as national programme manager for Skills Highway, and Anne Alkema as research manager. Both Nicky and Anne have extensive experience in this highly specialised field.

Murray will help employers to access the available funding and she will connect workplaces with literacy providers, industry training organisations and other key players.

Our commitment is to make sure that the process is simple and the benefits are sustainable for workers and their bosses.

Improving workplace literacy will make a real difference to New Zealand's economy and quality of life. Not only will the results of this programme affect individual achievement and kick-start educational success, it can also unlock productivity, and deliver far-reaching benefits for the workplace, industry, and our economy.

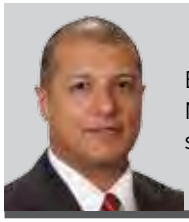
But there is also a bigger picture. While we are committed to the success of this programme, and we will be working with ITOs and employers to make a real difference to literacy in the workforce, we also need to look back into the school system.

We need to ensure that more young people are coming through that system set up with the skills they need for their lives ahead.

See more at: www.skillshighway.govt.nz
www.itf.org.nz



Will your business be ready for the new health and safety laws?



By **Chris L'Ecluse,**
Navman Wireless senior solution specialist

Christmas and the holidays are on the horizon, but time – and government regulations – wait for no one. The new Health and Safety at Work Act comes into effect on April 4, 2016 – just four months away. So the message is, don't wait, make sure your business is ready in time for the new laws.

The government regulator, WorkSafe, will be issuing formal guidance to support the Act and regulations. This guidance will start to become available in 2016, but in the meantime here are five things they advise you to do now:

- Familiarise yourself with the key concepts of the legislation
- Review your health and safety practices
- Identify health and safety risks in your business, and take steps to prevent these from causing harm
- Lead by example
- Make health and safety part of your workplace culture

Let's re-cap, what are the changes?

Under the new laws, individual people (not just companies) will be held responsible.

Directors or officers have a primary duty of care to ensure the health and safety of workers and others. They must exercise due diligence to ensure that the organisation complies with that duty.

That includes making sure there are appropriate processes for receiving and considering information about incidents, hazards, and risks, and responding to them in a timely way.

If directors or officers do not take reasonable steps to ensure that they are kept informed of risks and hazards, they will be in breach of the law and personally liable. If there is a safety issue and they do nothing, they will be liable. And even if they delegate to others, they still remain responsible.

Workers will also be required to take on more responsibility. Under the new laws workers will have a duty to take reasonable care for their own health and safety, and ensure that their actions do not affect the health and safety of others. They will also have to comply with reasonable instructions concerning health and safety, and co-operate with relevant policies and procedures.

Remind me – what's a PCBU?

You've probably heard the term PCBU, which means Person Conducting a Business or Undertaking. Essentially it's the person who is in the best position to control risks for work health and safety, while carrying out the business or undertaking. A PCBU will usually be a business entity, such as a company, rather than an individual person, although a sole trader or a self-employed person may be a PCBU.

What does "reasonably practicable" mean anyway?

In the Health and Safety At Work Act, the term "reasonably practicable" pops up many times, and it's an important concept.

The PCBU must do what is reasonably practicable to meet their duties to ensure health and safety. WorkSafe defines this as: "What is or was reasonably able to be done at a particular time to ensure health and safety, taking into account and weighing up all relevant matters. These matters include the likelihood of the hazard or risk occurring, the degree of harm that might result from the risk or hazard, what is known or would be reasonably expected to be known about a risk or hazard, and how to eliminate or minimise the risk."

If you run a trucking firm, for example, speeding drivers are a very real risk. It would not be reasonably practicable to have the boss sit next to every driver to make sure they stuck to the speed limit.

But it would be reasonably practicable for you to have regular meetings with drivers to discuss safe driving and driving within the speed limit (and to minute these meeting to prove that they had taken place). You might also monitor the driving style of your workers using a GPS fleet monitoring system.

Is your business ready?

To meet your obligations under the new law you may need to take a number of actions. This may include making changes to your business systems and processes. You may need to add new requirements to existing roles or even create a new position within your company.

Go through this check list to see how your business is doing:

- Revise existing health and safety policies and practices
- Revise existing job descriptions
- Revise employment contracts
- Develop a process for getting information about risks
- Create new health and safety policies
- Create a new position to oversee the flows of health and safety information
- Arrange additional risk assessment
- Arrange additional training
- It's a challenging time for small to medium businesses to ensure that they will meet the requirements of the new legislation. But now is the time to take action before the law comes into effect iApril 2016.

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Isuzu domination continues

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Isuzu Trucks continues to lead the new truck market despite a 16.5% drop year-on-year in November sales.

The company is currently sitting on 976 registrations as at November 30, and its aim is to break the 1000 registration mark by year end.


Colin Muir

Our tallied figures show its direct Japanese competitors, **Hino** are sitting on 599 registrations to November 30 and **Fuso** on 631.

That's 377 (**Hino**) and 345 (**Fuso**) units respectively behind **Isuzu Trucks**.

Isuzu Truck general manager Colin Muir says the November 2015 result was less than what the distributor had hoped it would achieve, and he attributed this to late arriving boats from Japan, and some customer trucks taking longer to build and not leaving the body builders quickly enough to be checked off and registered for the road.

Commenting on preliminary figures received by him, Muir notes that Isuzu has taken some market share from Hino, but Fuso has clawed some market share back. He reckons the brand had a particularly good month in light trucks predominantly.



"We expect to have a very healthy registration figure in the December sales month to cap off what has been a very stellar year for Isuzu Trucks," says Muir

Fuso saw the highest number of new truck registrations in November with 86 units, followed by **Mercedes-Benz** with 72 new truck registrations. **Isuzu Trucks** achieved 66 registrations, **Hino** saw 49 registrations, and **UD Trucks** had 20.

Fiat saw 19 truck registrations, **Volvo** had 16, and **Iveco** saw 15 units registered in November.

Paccar brands **DAF** and **Kenworth** performed strongly in the heavy truck segment with 19 and 13 registrations respectively.

Southpac Trucks general sales manager Richard Smart says that 2015 is shaping up to be the best sales year yet, in the 21 years the company has been selling both DAF and Kenworth brands.

Smart also commented that 2015 has been a "stellar" year for the brands he represents. To the end of November 30, Southpac

Continued on page 25

NEW HEAVY TRUCKS OVER 23,001KG NOV 2015

MAKE	NOV '15	NOV '14	% Change	% of Market	YTD '15	YTD '14
ISUZU	28	14	100.0	17.4	262	227
DAF	19	12	58.3	11.8	193	169
HINO	19	34	-44.1	11.8	195	269
VOLVO	14	19	-26.3	8.7	224	242
KENWORTH	13	25	-48.0	8.1	178	170
FREIGHTLINER	12	21	-42.9	7.5	104	144
MERCEDES-BENZ	11	5	120.0	6.8	67	76
MITSUBISHI FUSO	8	21	-61.9	5.0	126	199
UD TRUCKS	8	20	-60.0	5.0	112	124
MACK	5	4	25.0	3.1	69	61
OTHER	24	23	4.3	14.9	393	440
TOTAL	161	198	-18.7	100.0	1923	2121

NEW MEDIUM TRUCKS 9001-23,000KG NOV 2015

MAKE	NOV '15	NOV '14	% Change	% of Market	YTD '15	YTD '14
MITSUBISHI FUSO	25	19	31.6	31.6	151	203
ISUZU	23	9	155.6	29.1	270	220
UD TRUCKS	12	12	0.0	15.2	128	119
HINO	10	16	-37.5	12.7	210	215
IVECO	9	5	80.0	11.4	29	47
OTHER	6	13	-53.8	7.6	80	158
TOTAL	79	74	6.8	100.0	868	962
TOTAL	70	78	-10.3	100.0	789	888

NEW LIGHT TRUCKS 3500-9000KG NOV 2015

MAKE	NOV '15	NOV '14	% Change	% of Market	YTD '15	YTD '14
MERCEDES-BENZ	55	41	34.1	33.1	272	234
MITSUBISHI FUSO	44	35	25.7	26.5	289	207
HINO	20	8	150.0	12.0	193	192
FIAT	19	20	-5.0	11.4	206	177
ISUZU	15	37	-59.5	9.0	397	363
IVECO	7	1	600.0	4.2	43	41
OTHER	6	27	-77.8	3.6	86	186
TOTAL	166	169	-1.8	100.0	1486	1400

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Trucks had seen 376 registrations collectively for the two Paccar truck brands.

"This could very well be the year that the Kenworth brand makes up 50% of the heavy US truck sales here in New Zealand, and we need to register just four more trucks in December to make this our best Kenworth sales year yet," says Smart.

Light trucks (3501kg - 9000kg GVM) bounce back

Mercedes-Benz led the new light truck (3501kg - 9000kg GVM) market in November 2015, with 55 units registered, followed by **Mitsubishi Fuso** on 44 registrations, **Hino** with 20, **Fiat** with 19, **Isuzu Trucks** with 15, and **Iveco** with 7.

It is interesting to note that all the brands, barring **Isuzu Trucks**, had a better registration month for November 2015 than the previous year. In November 2014 **Mercedes-Benz** recorded 41 light truck registrations, **Isuzu** took 37, **Fuso** took 35, **Fiat** took 20, **Hino** took 8, and **Iveco** had one new light truck registration for the same period.

Year-to-date 'light trucks' have recorded 1486 registrations, 86 units more than the previous corresponding period.

Medium trucks (9001kg - 23,000kg GVM)

Mitsubishi Fuso led the new medium truck (9001kg - 23,000kg GVM) category with 25 registrations, followed by **Isuzu Trucks** on 23, **UD Trucks** on 12, **Hino** on 10, and **Iveco** with 9 new registrations.

November 2015 saw an improvement for **Fuso** year on year up from 19 new medium trucks registered in November 2014, **Isuzu** was also up from 9 units registered previously, and **Iveco** from 5 units, but **Hino** fell from 16 units registered in the previous corresponding period and UD matched its performance with 12 units, the same as the previous corresponding period.

Medium truck registrations have also slowed year to date, 868 to the end of November 2015 as opposed to 962 for the full year of 2014.

Heavy trucks (23,001kg+ GVM)

The avid customer take up of the new **VC36** series **Giga HD** model reflects the monthly result for **Isuzu Trucks**, with 28 new heavy truck registrations in November, cementing the distributor's lead in this market segment.

Paccar brand **DAF** followed with 19, **Hino** also recorded 19 new heavy truck registrations, followed by **Volvo** on 14, **Kenworth** with 13, and **Freightliner** took 12 registrations.

Isuzu Trucks has clawed its way back from the November 2014 results when it saw 14 new heavy trucks registered, and **DAF** is up from 12.

However, **Hino** saw a marked decrease, dropping from 34 registrations year-on-year, **Kenworth** dropped from 25, **Freightliner** from 21, and **Volvo** dropped 5 spots from 19 units registered last year.

Year-to-date there have been 1923 new heavy truck registrations, which compares favourably to a total of 2121 registrations for 2014.

The year 2015 could well become the year of the 'heavy truck'.

NEW BUSES OVER 3500KG NOV 2015

MAKE	NOV '15	NOV '14	% Change	% of Market	YTD '15	YTD '14
MITSUBISHI FUSO	9	1	800.0	52.9	65	48
MERCEDES-BENZ	3	2	50.0	17.6	43	38
VOLVO	2	4	-50.0	11.8	13	13
FACTORY BUILT	1	1	0.0	5.9	44	26
OTHER	2	7	-71.4	11.8	137	159
TOTAL	17	15	13.3	100.0	302	284

NEW LIGHT COMMERCIAL MAKES UNDER 3500KG NOV 2015

MAKE	NOV '15	NOV '14	% Change	% of Market	YTD '15	YTD '14
TOYOTA	901	723	24.6	25.7	7769	7870
FORD	769	629	22.3	21.9	7110	6320
HOLDEN	290	335	-13.4	8.3	3452	2978
MITSUBISHI	253	154	64.3	7.2	2335	2129
NISSAN	218	212	2.8	6.2	2936	2324
ISUZU	183	156	17.3	5.2	2563	1985
MERCEDES-BENZ	132	89	48.3	3.8	763	659
MAZDA	112	90	24.4	3.2	1284	1362
MITSUBISHI FUSO	86	76	13.2	2.4	631	657
VOLKSWAGEN	83	125	-33.6	2.4	1207	1259
OTHER	484	524	-7.6	13.8	5959	6376
TOTAL	3511	3113	12.8	100.0	36009	33919

NEW TRUCK MAKES ALL WEIGHTS OVER 3500KG NOV 2015

MAKE	NOV '15	NOV '14	% Change	% of Market	YTD '15	YTD '14
MITSUBISHI FUSO	86	76	13.2	20.3	631	657
MERCEDES-BENZ	72	53	35.8	17.0	410	380
ISUZU	66	64	3.1	15.6	976	831
HINO	49	58	-15.5	11.6	599	678
UD TRUCKS	20	32	-37.5	4.7	241	244
DAF	19	12	58.3	4.5	197	183
FIAT	19	20	-5.0	4.5	207	178
VOLVO	16	23	-30.4	3.8	237	257
IVECO	15	8	87.5	3.5	113	123
KENWORTH	13	25	-48.0	3.1	179	170
OTHER	48	85	-43.5	11.3	789	1066
TOTAL	423	456	-7.2	100.0	4579	4767

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Used light trucks continue to climb

The number of used light truck registrations (3501kg - 9000kg GVM) continues to grow, with a 21% year-on-year increase in November 2015 to 119 from 98 in November 2014.

Year-to-date 1275 used light trucks have been registered to the end of November, up from a total of 1006 at the same time last year.

Toyota continues to lead the used light truck market, with 29 registrations in November 2015 (28 November 2014), and year-to-date the brand has 409 registrations, as opposed to 287 in the previous corresponding period.

Isuzu follows **Toyota** in the used light truck market with 23 registrations for November, the same number as the previous corresponding period. Year-to-date **Isuzu** has recorded 264 registrations up from 258 at the same time last year.

Third placed **Mitsubishi Fuso** saw a jump in it's used truck registrations in November with 23 units up from 6 at the same point last year. Year-to-date the brand has recorded 179 registrations up from 96 in the previous corresponding period.

In fourth place on the used light tuck table **Hino** is only up one unit in November 2015 to 15 registrations but year-to-date its tally of 165 units betters last year's figure of 104 at the same time.

Used medium trucks slow

Used medium trucks (9001kg-23,000kg GVM) continues to mirror the slow performance of 2014, there were 9 registrations in November 2015 one less than November 2014.

Year-to-date used medium trucks account for 104 registrations two down from the previous corresponding period.

Hino and **MAN** saw two registrations each in the used medium truck category for November. **Hino** leads the category year-to-date with 34 registrations up from 23 in the previous corresponding period.

Year-to-date **Isuzu Trucks** holds second place in used medium truck registrations

Continued on page 27

USED HEAVY TRUCKS OVER 23,001KG NOV 2015

MAKE	NOV '15	NOV '14	% Change	% of Market	YTD '15	YTD '14
KENWORTH	3	2	50.0	20.0	36	8
VOLVO	3			20.0	14	13
DAF	2			13.3	6	1
MERCEDES-BENZ	2			13.3	6	4
SCANIA	2	1	100.0	13.3	8	4
OTHER	3	10	-70.0	20.0	51	64
TOTAL	15	13	15.4	100.0	121	94

USED MEDIUM TRUCKS 9001-23,000KG NOV 2015

MAKE	NOV '15	NOV '14	% Change	% of Market	YTD '15	YTD '14
HINO	2	3	-33.3	22.2	34	23
MAN	2			22.2	4	13
FACTORY BUILT	1			11.1	4	4
ISUZU	1	3	-66.7	11.1	21	17
OTHER	3	4	-25.0	33.3	41	49
TOTAL	9	10	-10.0	100.0	104	106

USED LIGHT TRUCKS 3500-9000KG NOV 2015

MAKE	NOV '15	NOV '14	% Change	% of Market	YTD '15	YTD '14
TOYOTA	29	28	3.6	24.4	409	287
ISUZU	23	23	0.0	19.3	264	258
MITSUBISHI	23	6	283.3	19.3	179	96
HINO	15	14	7.1	12.6	165	104
FIAT	9	1	800.0	7.6	27	22
NISSAN	6	10	-40.0	5.0	114	118
CHEVROLET	4	1	300.0	3.4	11	20
MAZDA	3	3	0.0	2.5	36	27
IVECO	2	3	-33.3	1.7	6	4
OTHER	5	9	-44.4	4.2	64	70
TOTAL	119	98	21.4	100.0	1275	1006

USED BUSES OVER 3500KG NOV 2015

MAKE	NOV '15	NOV '14	% Change	% of Market	YTD '15	YTD '14
NISSAN	3	2	50.0	33.3	6	8
FORD	2			22.2	5	15
ALEXANDER DENNIS	1			11.1	6	4
OTHER	3	2	50.0	33.3	56	57
TOTAL	9	4	125.0	100.0	73	84
TOTAL	8	10	-20.0	100.0	43	70

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Continued from page 26

with 21 units, up from 17 last year, while **MAN** has declined from 13 units registered down to four.

Used heavy trucks improve

Used heavy trucks (23,001kg+ GVM) had a slight year-on-year improvement in November 2015, up two units to 15 overall.

Kenworth and **Volvo Trucks** had 3 registrations each, while **DAF**, **Mercedes-Benz**, and **Scania** took 2 registrations each.

Year-to-date there have been 121 used heavy trucks registered to the end of November 2015 as opposed to 94 in the previous corresponding period.



Used light commercials improve

Used light commercial registrations improved year on year in November 2015 up 10% to 792 from 719 in the previous corresponding period. However the overall numbers have slowed for the year in comparison to the same time in 2014.

Toyota led the used light commercial registration in November with 341 units (down from 381 in November 2014), followed by **Nissan** on 153 registrations (up from 133 in November 2014), with **Mazda** on 46 registrations (up from 35 in November 2014) and **Fiat** on 38 (up from 11 in November 2014) and **Mitsubishi** on 36 (up from 12 in November 2014).

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Year-to-date however, total used light commercial registrations have declined markedly from 7222 in 2014 to 6578 as at the end of November 2015.

Year to date, **Toyota** leads the used light commercial vehicle market with 3264 registrations (3954 in November 2014) followed by **Nissan** on 1229 (1468 in November 2014), and **Mazda** with 382 registrations (361 in November 2014).

USED TRUCK MAKES ALL WEIGHTS OVER 3500KG NOV 2015

MAKE	NOV '15	NOV '14	% Change	% of Market	YTD '15	YTD '14
TOYOTA	30	28	7.1	19.7	423	299
ISUZU	24	28	-14.3	15.8	290	285
MITSUBISHI	23	7	228.6	15.1	201	122
HINO	17	19	-10.5	11.2	207	154
NISSAN	10	14	-28.6	6.6	133	138
FIAT	9	1	800.0	5.9	28	23
CHEVROLET	4	1	300.0	2.6	11	20
MERCEDES-BENZ	4	1	300.0	2.6	16	15
FORD	3	3	0.0	2.0	19	30
IVECO	3	8	-62.5	2.0	12	18
OTHER	25	15	66.7	16.4	233	186
TOTAL	152	123	23.6	100.0	1573	1290

NEW TRACTOR REGISTRATIONS NOV 2015

MAKE	NOV '15	NOV '14	% Change	% of Market	YTD '15	YTD '14
JOHN DEERE	51	57	-10.5	32.1	483	606
NEW HOLLAND	16	18	-11.1	10.1	186	201
CASE IH	13	12	8.3	8.2	97	135
CLAAS	13	5	160.0	8.2	74	81
MASSEY FERGUSON	11	16	-31.3	6.9	135	128
CASE	9	9	0.0	5.7	76	60
DEUTZ-FAHR	9	10	-10.0	5.7	67	92
KUBOTA	9	11	-18.2	5.7	102	101
FENDT	6	10	-40.0	3.8	48	71
TRACTOR	5	9	-44.4	3.1	86	85
OTHER	17	16	6.3	10.7	123	114
TOTAL	159	173	-8.1	100.0	1477	1674

USED LIGHT COMMERCIAL MAKES UNDER 3500KG NOV 2015

MAKE	NOV '15	NOV '14	% Change	% of Market	YTD '15	YTD '14
TOYOTA	341	381	-10.5	43.1	3264	3594
NISSAN	153	133	15.0	19.3	1229	1468
MAZDA	46	35	31.4	5.8	382	361
FIAT	38	11	245.5	4.8	69	67
MITSUBISHI	36	12	200.0	4.5	267	221
FORD	31	22	40.9	3.9	230	281
ISUZU	29	33	-12.1	3.7	269	356
CHEVROLET	18	15	20.0	2.3	161	165
HINO	17	19	-10.5	2.1	175	154
HOLDEN	17	8	112.5	2.1	122	107
OTHER	66	50	32.0	8.3	410	448
TOTAL	792	719	10.2	100.0	6578	7222

USED TRACTOR REGISTRATIONS NOV 2015

MAKE	NOV '15	NOV '14	% Change	% of Market	YTD '15	YTD '14
JOHN DEERE	16	19	-15.8	17.0	97	126
MASSEY FERGUSON	16	7	128.6	17.0	121	99
NEW HOLLAND	11	6	83.3	11.7	57	61
CASE	8	4	100.0	8.5	41	31
KUBOTA	5	3	66.7	5.3	16	24
FIAT	4	1	300.0	4.3	23	14
TRACTOR	4	7	-42.9	4.3	33	40
DAVID BROWN	3	1	200.0	3.2	32	17
FORD	3	4	-25.0	3.2	27	34
SAME	3	3	0.0	3.2	20	20
OTHER	21	18	16.7	22.3	160	171
TOTAL	94	73	28.8	100.0	627	637

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A lightweight Advantage alloy deck enables a ute to carry more cargo, seen here complete with an under-tray sliding drawer and additional toolboxes.

Better ways to carry that load

People buy utes to carry loads, but they don't always maximise the advantage by tailoring the space and accessories to suit their needs.

Best Bars Limited, says it has made it easier for ute owners to gain the full benefits of their vehicle from a comprehensive array of options, with its Advantage alloy deck and well-side accessory range.

However, Best Bars says that even before making a purchase, people need to understand what and how much they will be carrying on the back of their ute so that they can make a choice between a standard well-side configuration, or go for a cab/chassis that can be fitted with a flat deck.

"While the standard well-side that comes with a ute is an easy choice, it may not carry what they want, as the space is restricted by the wheel wells," says Best Bars marketing officer, Rolf Wilson.

"More items can be carried by putting a deck on to a cab/chassis, and with lightweight alloy decks there's an opportunity to transport heavier cargo, too. All the major vehicle manufacturers offer a cab/chassis option, often with double, extra and single cab choices, to which Best Bars can supply a deck."

Alloy decks make most sense for road-using tradespeople who often carry heavy loads on a regular basis, and the Best Bars range of alloy decks has been designed to suit most 1-tonne ute models. The Advantage brand alloy decks are tough, and with their durable, anodised finish they will keep their looks for longer.

Constructed from high-strength, lightweight, extruded aluminium, modern alloy decks can shift up to 20% more load per trip. With both sides and the rear tailgate able to be folded down, it is also much easier to load cargo onto the flat deck.

The lighter weight causes less wear and tear on driveline components and also contributes to lower fuel consumption.

A full range of accessories can also be added to make the Advantage decks even more versatile, including tool trays that slide underneath, plus ladder racks, including racks that are incorporated into front nudge bars and rear bumper bars, cab protectors, rear light protectors, bull bars and nudge bars.

Many utes continue to be purchased in standard well-side form, however, and their use has been enhanced by Best Bars, which recently introduced a new roll-up tonneau cover to complement the trifold Advantage cover, both of which keep goods safe from prying eyes and dry.

The Advantage cover uses an alloy frame that is fixed, without drilling holes in the vehicle, to the top of the well-side tray with specially designed brackets to lock it into place, providing a smart and attractive appearance, and also keeping the weather at bay. Removable ribs inside the cover keep it taut over the well-side tray.

As the name suggests, the cover simply rolls up when the ribs are removed and it can be stored right behind the cab for loading and when the driver needs to transport tall or bulky items.

Elasticated straps are incorporated into the design to keep the rolled up cover tightly in place whilst the ute is being driven.

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Better late than never for all-new Hilux



In a world where pick-ups are becoming more and more popular as dual purpose work and family vehicles, Toyota not only needed to address the short fall of high-riding 4x2 model variants in its Hilux pick-up range, it also needed to address the noise and performance of its diesel engine, as well as on road refinement.

Ten years is a long time between model releases, and although Toyota kept the old model Hilux at the top of the market for most of its life time, with recent limited editions such as the Edge 4x2, and the Sportivo and TRD 4x4 models, sooner or later an all-new model was going to be needed.

It's later to market than expected by the Toyota New Zealand executive team, but the new Hilux is a cut above the old one - the new 2.8-litre diesel engine is light years ahead of the old 3-litre, and the new 6-speed manual and automatic transmissions are also greatly improved in their feel and response.

For those few people who prefer a petrol version, there is a 4-litre V6 engine available with a 6-speed automatic transmission in the low riding 4x2 S double cab variant, as well as the 4x4 double cab SR5 and SR5 Limited.

The new Hilux range grows from 12 models to 21, and includes the new high-riding PreRunner 4x2 models, which mirror the 4x4 models in all aspects apart from not having the on-demand four-wheel-drive system.

There are four Hilux grades: S, SR, SR5, and SR5 Limited. The new PreRunner adds five new variants to the range and Limited specification adds four more new models.

PreRunner is a Toyota sub-brand name that comes from the American-made Tacoma pick-up, which has been used to differentiate it's high-riding 4x2 models in that market since 1988.

Toyota admits it previously had a deficit in the 4x2 range, particularly not having enough automatic variants, or a high riding variant to conquer the Ranger and other pick-up brands.

Offering the upscale SR5 Limited in 4x2 and 4x4 versions will allow Toyota to sell 700 more units a year into the 'Wildtrak' market, says its NZ general manager sales Steve Prangnell.

Prangnell says the company has set a sales forecast of 5400 units for its new Hilux in 2016, with the aim of making a profit on each one.

"We are not going to enter the discounting war," he told media at the November Hilux launch. "Our game plan is to not watch the competitors.

"Our strategy is to execute our game plan and not to watch the score board," says Prangnell.

Pragnell says Toyota New Zealand is also expecting a decline in new vehicle sales in 2016 of at least 8% - but says the Palmerston North-based distributor will hold its current market share of 21%.

He also commented that in the last five years the market for light commercial vehicles such as Hilux has grown by 50%, taking share from sedans and hatches, as buyers move into pick-ups, which have become more car like to drive, and offer better specification and safety features.

The new Hilux range offers something for everyone, and there's a far greater spread of double cab models, as this is by far the biggest selling variant in the pick-up market, accounting for more than 80% of sales, as opposed to 6% and 5% for single and extra cab variants respectively.

Driving impressions

On the recent media launch we drove the 2.8 Extra Cab 4x2 pick-up with the five-speed manual transmission, the 2.8 Double Cab 4x4 SR5 manual pick up, and the 4-litre V6 Double Cab SR5 Limited automatic pick up.

We drove the manual SR5 Limited 4x4 Double Cab over some challeng-

Continued on page 30



Continued from page 31

ing dirt tracks just outside Palmerston North and were impressed with the vehicle's engine performance, and the slick shifting manual gearbox which utilises an intelligent shift function to match engine speed to road speed for smoother gear changes.

The Hilux retains it's off-road credentials and made light work of ploughing through muddy fields and across dirt and metal roads around the back blocks of the East Coast between Palmerston North and our evening destination - the Akitio Fishing Club.

Noise, vibration, and harshness are greatly reduced from the previous generation of Hilux diesel, and I liked the new touchscreen in the centre of the dash which houses the audio, Bluetooth, and reversing camera functions for all model grades - as well as the satellite navigation and SUNA traffic avoidance functions in SR5 and SR5 Limited.

The SR5 Limited offers leather upholstery, a driver's 8-way power seat, a full size alloy spare wheel, as well as an upgrade to 18-inch alloy wheels from the 17-inch versions fitted to the SR5, and also a chrome fog lamp surround.

The 4-litre V6 SR5 4x4 double cab automatic has quite a different character, both in response and timbre to it's diesel sibling, yet is equally at home on the tarmac as well on dirt and grass tracks.

The V6 engine offers plenty of mid-range urge, and it is a smooth and responsive unit when shown the cloven hoof, however, and it's no surprise here, but it's not as fuel efficient as the four-cylinder diesel.

But Toyota insists that there is a market for the V6 petrol engine, and it will account for at least 200 sales a year to people who want a capable pick up but not a diesel engine.

The low riding 2.8 Extra Cab 4x2 was a complete surprise to us, its the 'sleeper' of the Hilux range.

Despite having the lower powered version (123kW) of the 2.8-litre engine, the Extra Cab was no slouch on the open road, and despite only being a 4x2 it was perfectly stable and comfortable to drive over some challenging dirt and metal roads in the East Coast.

On tarmac the Extra Cab was almost sports car like in its handling, turning into corners with ease, and proving that a lower centre of gravity can be preferable to a commanding ride height, although it too offers a good view of the road ahead.

One small disappointment was the occasional suspension oscillation felt through the cabin when driving un-laden on tarmac and chip sealed roads. No doubt a few hundred kg of cargo would sort out this problem.



We came away from the Hilux media launch event more than a little impressed with the new range of pick-ups from Toyota, and even more impressed that the distributor will sell the product on its merits and not enter a discounting war, in an attempt to regain the 'number 1' spot.



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