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## Gripping rail safety film wins

**H**arrowing details of fatal train versus pedestrian accidents feature in an award-winning safety video.

**"He just didn't see me until I hit him," one freight train driver says.**

"I've had three fatalities on the track and it's something that you don't get used to," another says.



Their recollections form part of a four-and-a-half-minute film by KiwiRail.

**It recently won in the security and safety category of the 2017 International CineRail Festival in Lisbon, Portugal.**

Six freight train drivers who have been affected by

*Continued on page 34*



## Road safety campaign heats up

**H**ealth and safety on the road is just "part of the job", freight industry leaders say.

The issue is in the spotlight because of a rising road toll and a new government commitment towards a "zero harm" goal.

**Fatal crashes for both light and heavy vehicles have been creeping up over the past few years.**

Total road deaths for the year to December 4 stood at 342, 44 more than at the same time last year.

Associate transport minister **Julie Anne Genter** is pushing to address the

issue and that could involve changes in the logistics and freight sector.

**It also involves a promise to move greater amounts of freight by rail and sea.**

The new focus "would help save lives on our roads", Genter says.

"New Zealand is heading towards its fourth consecutive rise in the road toll this year, despite record spending on our roads.

**"Too many people are dying on our roads, despite our cars getting safer and our speeds getting slower."**

More money needs to be spent on "safety improvement on and around our roads that can lead to a significantly lower road toll", Genter says.

Transport minister **Phil Twyford** also backs a focus on ports and rail

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Ken Shirley



Julie Anne Genter



Phil Twyford

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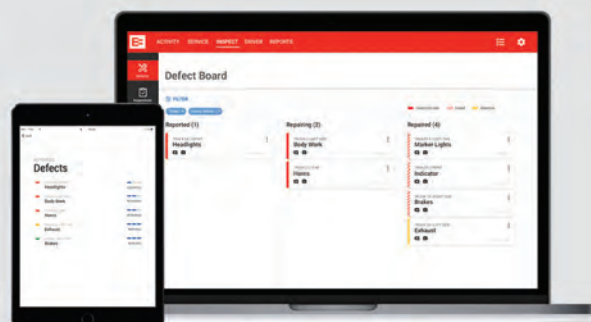
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# Rail saves 'billions', report shows

**E**xpect more investment in New Zealand rail, transport minister **Phil Twyford** says.

His comments come off the back of a recently released report showing an annual cost saving of around \$1.5 billion as a result of the country's train networks.

**It includes more than \$1.3b total saving in reduced congestion, more than \$60m in safety benefits, more than \$60m in maintenance benefits and around \$9m in emissions benefits.**

Passenger rail in Auckland and Wellington contributes 77% of the total value outlined in the report and freight rail throughout the country adds 23%.

The research, carried out by consultancy firm EY and commissioned by the New Zealand Transport Agency, showed those factors added "significant" value to the economy.

A "conservative approach" was used in its data, the report says. Its findings were only recently released although it was completed in 2016.

Twyford says the previous government had been sitting on the results for political reasons.

**"This study underlines the reasons for the Labour-led Government's plans to boost investment in rail – both in our cities and in the regions.**

"Rail is a great way to travel and move cargo. It

takes both passengers and freight off the roads, improving the travel experience of road users and reducing their costs.

**"For too long, rail has been on life support – starved of government funding.**

"The Labour-led Government will restore balance to transport funding, boosting investment in rail infrastructure both for passengers and freight.

"This will include significant investment in regional rail via the Regional Development Fund, as set out in the Labour-New Zealand First coalition agreement."

Twyford says establishing a light rail network in Auckland will significantly increase the \$1.3b a year of benefits that road users, including freight companies, experience from reduced congestion.

KiwiRail chairman **Trevor Janes** says many benefits of rail don't always "show up on the balance sheet" but they make a "huge contribution to New Zealand".

**The benefits also "far exceed what the taxpayer is spending on rail," he says.**

"They need to be considered when choices are made about the transport options available and how to allocate resources.

"Rail is taking cars off the road and it's taking trucks off the road. That is saving the country \$1.3 billion a year because it cuts congestion

for all road users, including other freight movers.

"The study found that without rail there would be the equivalent of an additional 100,000 daily car trips on our roads each year – 76 million light vehicle hours reduced through rail – and 57 million of those hours were on Auckland roads.

"Rail also means heavy vehicles such as trucks are on the roads for 11 million fewer hours each year – the equivalent of 30,000 trucks driving for an hour every day."

Meanwhile, Road Transport Forum chief executive **Ken Shirley** says trucks and trains are simply "just a tool" for the business of "moving stuff".

"Transparent pricing" for modes best suited to the task is the key, he says.

**Having the National Land Transport Fund pay for large rail infrastructure projects would be "a real kick in the teeth to motorists and the road transport industry" unless there were fair pricing models.**

"While rail freight has a very important role to play, it doesn't have the same flexibilities road transport freight enjoys."

Geographic and time flexibilities are some examples, he says.

**"You've got to have trucks at both origin and destination ... trains can't work without trucks." ■**

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# NZ demand pushes Volvo expansion

Volvo has expanded its Australian truck production factory to keep up with demand from New Zealand.

**Its factory in Wacol, Queensland, has increased its build capacity to keep up with "record numbers" across the ditch.**

Volvo Truck Sales Australia vice-president **Mitch Peden** says he's confident the upgrades will ensure the factory stays ahead of demand.

"Volvo Trucks in New Zealand has delivered record numbers in 2017 and demand for orders into 2018 remain at all-time high levels across the Volvo FM, FMx and FH model ranges.

"At a factory level, we are doing a lot of work to ensure every available build slot is allocated to the New Zealand team because we know they have orders waiting."

Peden says the factory's also working hard to do a

better job of prioritising its build slots so they can be allocated to customers in line with their timing demands.

**"We have juggled our build plan to maximise our ability to get additional trucks to New Zealand and while there's possibly not as many as we would like in the first half of 2018 if the market continues to grow, we'll continue to focus on satisfying as many requests as possible."**



Demand for the trucks is also high in Western Europe, putting additional pressure on the supply chain and putting the business at "maximum capacity".

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# Road safety campaign heats up

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as stated in his address to November's Road Transport Forum conference.

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

A recent Ministry of Transport report shows 58 people died and 808 were injured in road accidents involving trucks in 2015.

That was 18% of all deaths and 7% of all reported injuries on New Zealand roads.

Deaths from crashes involving trucks make up around 19% of the five-year average road toll.

**Trucks represent just 6% of the total distance travelled on the roads, the report says. And truck drivers are responsible for just 34% of the fatal crashes in which they are involved.**

The number of fatal crashes involving a truck for every 100 million kilometres has also dropped about 33% over the past 15 years.

For crashes involving trucks, head-ons were the most fatal in a five-year period to 2015 with 97 deaths.

That was followed by intersection crashes with 40 deaths, lost control or run off the road crashes with 32 deaths and pedestrian deaths 26.

A new police and NZ Transport Agency road campaign titled "We Want You Here for Christmas" addresses several contributing factors for motorists in general.

**They include speed and driving to the conditions, unrestrained vehicle occupants, impairment such as fatigue and alcohol, and distractions such as using a cellphone while driving.**

Improving hundreds of dangerous intersections around the country is another area Genter is promising to fix.

Other experts have linked an increase in the road toll to an increase in traffic and more kilometres being driven.

Road Transport Forum chief executive **Ken Shirley** says there are several ways to improve traffic safety, particularly for heavy vehicles.

Creating wide shoulder areas and separating oncoming traffic with wire barriers can "deliver significant safety improvements", he says.

Modern truck technologies such as state-of-the-art braking systems and vehicle-to-vehicle communications are also drastically improving safety.

That's on top of measures within the freight industry to tackle driver fatigue, Shirley says.

**Continuing to improve roads where some trucks "struggle to fit the networks" is another area that needs improving. Examples include areas around Lake Taupo and the Rimutaka Ranges.**

"We've got to look at where those choke points are.

"A lot of frustration for truck drivers is motorists trying to get passed when a passing lane is running out ... the truck has no alternative ... there is too much risk-taking by motorists."

## Outstanding health and safety

Mt Maunganui company Transliquid Logistics takes a very active approach when it comes to health and safety.

Director **Jackie Carroll** was the winner of the Sime Darby health and safety

award at November's Road Transport Forum conference.

Carroll helps manage a fleet of 23 Kenworths and around 45 drivers who deliver bulk fuel throughout the country.



Transliquid directors Greg Pert & Jackie Carroll

One of the biggest risk factors is other motorists, she says.

**"A big issue is the volume of traffic on the road on a daily basis ... you hear horror stories of other motorists taking risks and putting the transport operator in a bad situation."**

Teaching employees greater awareness around defensive driving is one way the company tackles the problem, she says.

"With the product we're carting, you have to be very mindful of avoiding getting into bad situations at all times - a lot of that we call safety observation ... looking for those hazards and risks and always scanning."

Creating a supportive workplace culture is another critical factor in improving safety, Carroll says.

"Safety standards is the culture and behaviour of people you employ ... you want them to have good attitudes and behaviour on the road."

**Transliquid puts all its employees through internal one-on-one driver training programmes. It also carries out peer assessments and in-cab evaluations with video footage that can be reviewed and self-critiqued.**

"It's a practice we've adopted, our team came up with the concept and it works very well. It's not a blame and shame, just self-checking, provided you have the right culture.

"It's not about sharing it in the team, it's just individual."

Encouraging staff to take responsibility is also a valuable part of managing driver fatigue, she says.

"A lot of it comes back to culture ... our guys feel comfortable to say they're not fit for work if they didn't sleep well and are not made to feel ashamed of that.

"The dispatch team are fully aware of the roster and a workload that's achievable and if the day goes pear-shaped due to delays, traffic or road closure we can adjust the workloads to compensate."

## Driver feedback wanted

Preventing death and injury on New Zealand roads is also part of a new research project with a focus on trucks versus trains.

**Rail safety charity TrackSAFE NZ has launched the initiative with the backing of the NZ Transport Agency, KiwiRail and the Road Transport Forum.**

The study follows recent serious accidents involving heavy vehicles at railway level crossings around the country.

The study aims to get driver feedback on experiences around level crossings which will then be used to make safety upgrades and trial new technology.

TrackSAFE NZ manager

Continued on page 8





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# Road safety campaign heats up

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**Megan Drayton** says it's an exciting undertaking.

"This will be the first study in New Zealand that specifically takes into account the views of heavy vehicle operators.

"We really hope the insights we get will lead to improvements in safety for truck drivers as they drive over level crossings."

**There have been more than 23 collisions between trains and heavy vehicles since 2010.**

The driver of a Waste Management truck was killed in a collision with a train in the Bay of Plenty in October and there have been three other heavy vehicle collisions in 2017 – south of Masterton, at Te Puke and south of Invercargill.

**"Each and every collision has a traumatic impact, not just on the victims and their friends and families, but also the wider community and the rail staff involved," Drayton says.**

More than 300 near-misses have been reported over that time. Train drivers reported 33 near-misses in the year to September, nine more than the previous year.



Improved reporting, increased rail and train services and a rise in the number of trucks on the road are potential reasons.

Canterbury, Auckland and Waikato have recorded the greatest number of near-misses involving trucks.

Environmental factors are also a cause of safety risk such as short-stacking distances at level crossings. That's where long trucks can't clear the tracks when stopped at an adjacent road intersection.

The Transport Accident Investigation Commission reports around 19% or 264 level crossings have short-stacking distances.

Other level crossings have gradients that could result in low ground clearance and cause vehicles to get stuck.

TrackSAFE NZ is looking for around 1000 heavy vehicle drivers to sign up to take part

in an initial online survey.

**KiwiRail level crossing project engineer Eddie Cook says more needs to be done to address short-stacking and hopes the survey will address the key issues.**

KiwiRail is now trialling a system that sees crossing alarms activated early if an over-length vehicle approaches a level crossing at the same time as a train.

"The system can measure the length of a vehicle and also detects trains in advance. When they're detected at the same time, the alarms will activate early," Cook says.

The short-stacking system is one of several safety improvement trials KiwiRail is working on with the Safe Roads Alliance at crossings throughout the country.

The alliance is made up of the NZ Transport Agency

and infrastructure consultancies Beca, Bloxam, Burnett & Olliver and Northern Civil Consulting.

**It's been established to deliver a programme of road and roadside safety improvements to the state highway network over six years.**

Other key projects include a trial of solar-powered level crossing signs which light up when vehicles approach to encourage drivers to stop and look for trains.

Go to **tracksafe.co.nz** to sign up for the driver survey. ■

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## The power of accountability

Driver and vehicle safety are the major challenges facing fleet operators, a recent survey by logistic management company EROAD shows.

Driver shortages, communication and rising business costs come in close behind.

**The findings show operators have a genuine concern for staff and a commitment to getting drivers safely home to their families every day.**

Their concerns are highlighted by ACC estimates stating work-related crashes, including commuter crashes to and from work, account for around half of all workplace deaths.

Fleet owners are striving to build a workplace culture that prioritises safety and helps them meet their company's obligations under the Health and Safety at Work Act.

EROAD driver safety team senior product manager **Rebecca Kemp** says a new wave of technology is helping businesses and drivers tackle many of the problems.

New devices are enabling

drivers to make "smarter and safer decisions about how they drive on the road".

**"Innovative technology, including in-cab driver behaviour tools, can play an important role in the trend towards ever-safer road transport," she says.**



Rebecca Kemp

Creating more driver accountability also reduces speed and most safe driving programmes

include a focus on driving to the posted speed limit.

Where telematics has traditionally enabled companies to track speed against open road speed limits, some providers - including EROAD - have taken that further by tracking against posted speed limits and making driving event data available online to fleet managers via a portal.

**"It's important that the reasons behind monitoring speed are communicated well, with a focus on rewarding safe driving and supporting training," Kemp says.**

EROAD's next-generation in-cab device, Ehubo2, augments the safety and coaching experience with real-time driver feedback.

It enables identification not only of vehicle activity but also which driver was in the vehicle at the time via an onscreen driver login.

That offers the flexibility of being able to add all of drivers into a system, including temp drivers, with no requirement to manage cards or key fobs.

More exact identification of drivers leads to better data on driving behaviour which benefits appraisals and reward programmes.

"What surprised us was the impact that a driver logging into a vehicle had on his or her driving. In a recent EROAD study we found that driver accountability reduces speeding by at least 50%," Kemp says.

"The combination of the driver's name clearly displayed on the in-vehicle unit and the attribution of driving events back to the driver, rather than the vehicle, allows the driver to actively respond

by improving adherence to the speed limit."

Such tools are seen as effective solutions when they operate alongside leadership from a company's senior management team, fleet and safety managers.

"To deliver the best outcomes, management need to be change agents in creating a culture of safety within their company.

**"The culture promoted by management affects whether a dispatcher allocates appropriate time to each run or pushes the envelope; whether a driver approaches each intersection anticipating the need to halt at the traffic control device or runs an amber light.**

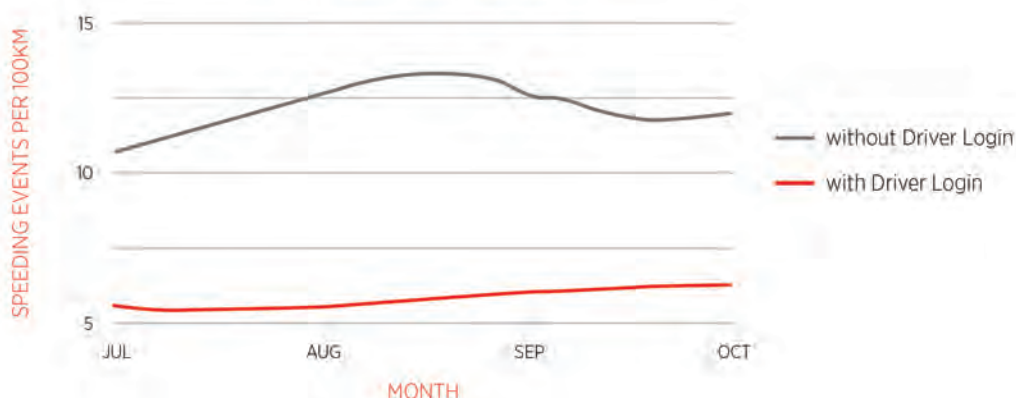
"In a 2016 study, EROAD found that management engagement is key to impacting on-road driving behaviour. Organisations that pay consistent attention to EROAD's driver behaviour analytics have 38% fewer speeding events than organisations that don't view them at all."

**A best-of-class telematics solution will see a company reduce mountains of paperwork. It will deliver significant and measurable improvements to safe driving programmes by supporting positive behavioural change, Kemp says.**

She says there are a number of key things to look for in the technology. It must have an easy-to-use driver login. The driver's name should be clearly identified on an on-screen login on the in-vehicle device, with per-

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### SPEEDING TREND





## Fleets embracing telematics

It seems not too long ago that the term “vehicle telematics” was relatively unknown.

Those hearing it for the first time could easily mistake it for something entirely different to what it is.

**Now the use of telematics devices is becoming more common in most medium to large size fleets and smaller fleets are fast catching up.**

The uptake is understandable because the benefits of using the technology are far-reaching.

Vehicle Technologies national account manager **Adam Shardlow** says the systems are cost effective and proven to generate a return on investment when implemented correctly.

“What’s more, the software is user-friendly and intuitive and no longer requires an engineering degree to understand,” he says.

These days the focus on safe and healthy workplaces means reducing risk by managing driver performance

is widely acknowledged as almost a necessity.

**The vehicle is, of course, considered a place of work and needs to be managed as such.**

“The recent uptake in telematics systems and the benefits operators are seeing from their implementation are now accurately quantifiable,” Shardlow says.

But what happens when

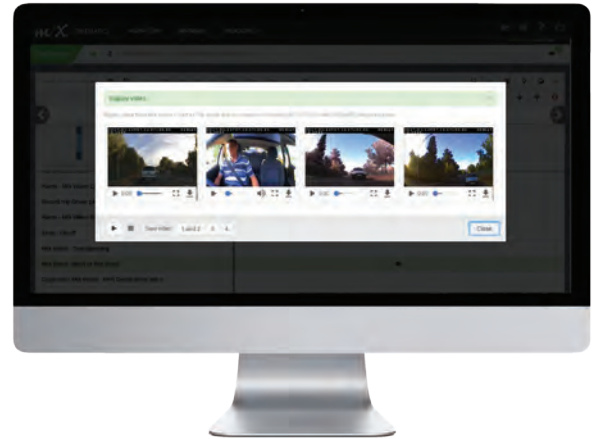


**Adam Shardlow**

you’ve ticked all the boxes around safety and compliance? Once you’ve gained some efficiency from reduced fuel usage and speeding, what next?

“Most premium telematics solutions already produce a raft of data on vehicle usage but this often only forms a small picture of what your vehicle is actually doing,” Shardlow says.

“As a systems integrator, Vehicle Technologies is well positioned to enable the enlightened operators of



telematics empowered fleets to move to the next level with telematics garnered information.

**“Providing actionable intelligence across the safety, environmental, security and efficiency spectrums.”**

The Vehicle Technologies passion for integration arises out of the specific need for fewer in-cab distractions or tasks, and providing drivers with accurate, live information so they can successfully complete the primary task of completing the trip safely and to the benefit of all road users.

The integration of a

camera solution offers fleets the added peace of mind that visual evidence brings in supporting drivers, employees and colleagues in the event of unfounded complaints.

“The company’s approach for fleets is to integrate in-cab camera solutions with telematics. By doing so it means that you’re not at the mercy of using multiple platforms to view critical information and don’t need to wait for vehicles to arrive at the depot to do so

“A telematics integrated camera solution like MiX

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sonalised reporting available via a driver portal.

**The device should encourage strong engagement with drivers. Feedback from some customers is that data tracking has led to competitive behaviour among drivers, Kemp says.**

EROAD’s 2016 benchmarked driver behaviour report, Leaderboard, found customers who regularly use it have an average vehicle rating of four stars. Compared with customers

who did not, a low engagement resulted in an average vehicle rating of three stars.

The devices should deliver real-time in-vehicle coaching. Tools such as EROAD’s Drive Buddy support drivers with speed data and notifications for harsh braking, cornering and sharp acceleration on a full colour touchscreen so they can make safer decisions while they’re on the road.

They should provide personalised driver feedback for better coaching. Textual

and driver-specific analytics can save driver trainers days of combing through a multitude of reports for each driving assessment.

**The devices should be a visually appealing one-pager like EROAD Driver Insight, which the trainer or fleet manager can generate immediately for ongoing and quick feedback.**

Providing visibility of sub-contractor driver behaviour is another factor. You can’t manage what you can’t see and analytics should provide

visibility of sub-contractor driving behaviour, so you can ensure they meet the same high standards you expect from your own fleet.

In summary, it’s a win-win for safety and for your business, with tools that enhance visibility of driver behaviour, support drastic reductions in speeding, and deliver best in class analytics that enable your leadership team to monitor and maintain an organisational focus on safety. ■

## Smart technology for saving lives

Can tracking drivers save lives? We chat to Teletrac Navman solutions specialist Chris L'Ecluse.

**T**he application of telematics is being credited with saving lives.

And organisations worldwide are becoming more aware of the safety benefits of tracking systems.

The European Union, for example, has passed a law that will make telematics technology compulsory in all new cars sold within the EU from April 2018.

It has introduced it to help emergency services attending car crashes.

**In emergencies every minute counts so the speed of getting emergency services to the scene can be the difference between serious and fatal injuries.**

A telematics device will call the emergency services and transmit vital details such as the exact time and location of the crash, direction of travel and scale of the impact.

Teletrac Navman solutions specialist **Chris L'Ecluse** says the technology offers huge benefits to companies.

"Tracking drivers and the vehicles they are using

generates a lot of detailed, real-time data.

**"This telematics data needs to be used proactively to improve road safety by minimising the risks that lead to fatal collisions."**

A recent Teletrac Navman survey of Kiwi fleet operations and fleet management professionals gathered insight on the use of telematics in New Zealand. The result were very positive, L'Ecluse says.

"The survey results found that nearly a quarter of organisations with telematics have lowered their rate of accidents and attribute this to their use of a telematics system.

"After vehicle and equipment tracking, speed was the second most monitored aspect by respondents.

"They also used telematics to monitor driver hours and driver performance.

**"The results indicate that Kiwi businesses are recognising and benefiting from the health and safety applications of tracking systems."**

L'Ecluse says a robust

tracking system can reveal insights into a driver's behaviour, such as harsh braking and cornering, acceleration and speeding, in real time.

**Deterioration in driving skill is a clear warning sign of fatigue, especially mistakes which are unusual for a driver.**

The NZ Transport Agency says fatigue is believed to be a contributing factor in around 12% of all motor vehicle crashes.

**For truck drivers in particular, the combination of long hours spent at work and on the road, night shifts and irregular work schedules mean managing fatigue levels is an important part of the job.**

With a tracking system, alerts can be set to warn both the driver and the fleet manager of risky driving practices.

By recognising small but regular mistakes, drivers and managers can act immediately to reduce the risk – such as the driver taking a 20-minute break – and businesses can take steps to improve their health and

safety practices.

Collisions can also occur from a lack of experience or training and often it's about reacting to other drivers on the road.

The NZTA says truck drivers were responsible for less than one-quarter of the fatal crashes involving a truck and another road user.

Businesses can objectively manage performance using statistics around specific driving behaviour when using a tracking system. The statistics give drivers an insight into how they are handling their vehicles on a daily basis and what areas they need to improve on.

They can pinpoint days in which there were more unsafe driving incidents to figure out if they need more training in certain weather conditions or with more traffic on the roads.

**Unsafe incidents can be recorded and replayed for training. Managers can build individual training plans and incentivise good drivers through reward programmes, building a culture of safety.**

Continued on page 13



Chris L'Ecluse



## Fleets embracing telematics

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Vision delivers the desired footage automatically to the same MiX Telematics platform that you are managing your vehicles and drivers from.

**"This saves time, enables you to match footage against metrics, such as speeding and cornering, providing the most comprehensive overview of a situation possible."**

"It's the next best thing to being behind the wheel and in the vehicle yourself."

Of course, cameras are great for addressing what's happening on the road. What about vehicle systems that are part and parcel of a normal day's work?

Take a log truck as an example. They often have numerous systems on-board. A central tyre inflation system is almost standard as is some sort of weight measuring system.

But how do you actively monitor these systems? How do you know that the driver took a weight sample of the scales before departing the forest? How do you know the driver hasn't left the tyres deflated once they have left the forest road?

"The non-adherence to either of these policies causes significant damage to the taxpayer-funded

roads and enables an unsafe operation of a vehicle in a public space endangering us all," Shardlow says.

"The Vehicle Technologies way is to integrate, automate or provide warnings and reminders to operators of a possible non-compliance prior to the occurrence.

"System integration enables the consolidation into one view. Using the log truck example, Vehicle Technologies has successfully integrated with both TRT and BigFoot Central Tyre Inflation systems along with the likes of SI Lodec weighing systems."

Multiple fees are avoided as the valuable information is delivered in one platform, enabling operators to make informed decisions on the actionable intelligence they have been provided.

**Live warnings of non-compliance operation, dangerous tyre inflation or over-weight issues protect everyone through telematics integration in real time. It can also be done by utilising only one SIM card.**

The Internet of Things (IoT) and quest for constant connectivity has led to multiple SIM cards and their connection costs. It is not unusual to have four, five or more SIMs in

a vehicle these days.

**Vehicle Technologies offers system integration solutions combining SIM communication costs into one platform via a number of methods, resulting in reduced costs per vehicle and the time required to manage each system.**

"The options for vehicle system integration are as endless as the solutions that are available to be fitted to a vehicle," Shardlow says.

"It could be a job scheduling system, a refrigerated system, engine diagnostics, temperature sensors, trailer information and the list goes on.

"But the advantage of pursuing this approach is clear. Operators can reduce costs by centralising the flow of information and communication costs.

"The efficiency gains and returns made by utilising a system integration approach to compare the performance of multiple vehicle systems via one platform is unmatched."

System integration also goes beyond the vehicle. Advancement in tracking and monitoring technology means almost any work-related asset can be monitored from the same telematics platform as the fleet.

Whether its containers,



trailers, construction equipment, lighting platforms or even the humble port-a-loo, if it is valuable it can be tracked and monitored through a single telematics system.

And with the IoT revolution well underway in New Zealand, it presents countless opportunities for fleets. Utilising new, extremely cost-effective communication platforms, it is now possible to measure, track and report on almost anything.

**"Whether you are looking at getting into telematics for your fleet, considering where you can go to next with vehicle telematics, looking at tracking other assets in your business or simply looking to streamline the devices in your vehicles it is important to consider a Vehicle Technologies system integration approach to get the best value and return on your investment," Shardlow says.**

Vehicle Technologies has more than two decades of experience in working with telematics within New Zealand, providing innovative solutions for the likes of Fonterra and NZ Bus. ■

Continued from page 12

**L'Ecluse says the growth of the technology within the freight industry is here to stay.**

"Many of the technologies that the transport industry relies on today were not around 50 years ago or even 10 years ago in some cases.

"Technology is constantly being adapted and improved to address business needs, with workplace health and safety being a key focus.

"What this means for transport is that telematics will become increasingly integrated with other tech-

nologies to bring insights into singular solutions.

**"Technology will be used to create a full profile of a driver to ensure that they are fit to operate vehicles and monitor [them] for signs of a lack of concentration, fatigue, illness and stress."**

In a country networked with roads, there are always challenges for drivers. A comprehensive approach to road safety, backed by tracking technology, can help tackle the challenges and potentially save lives. ■

## Self-insurance using telematics

The cost of insurance is unlikely to be something that puts a smile on your face.

**But reducing its cost is important to all businesses.**

Telematics is now able to support people to start taking the first steps towards self-insuring.

It involves using telematics as a viable option and more and more businesses are going down the self-insuring route, specifically for non-powered assets such as generators, containers, trailers and other types of plant equipment.

Non-powered assets are a focus for self-insuring because they are the assets usually insured only against theft.

Thanks to telematics, instead of paying insurance premiums to protect against the replacement cost of stolen assets, businesses can instead improve their chances of recovery and avoid the cost of theft.

**Matthew Perkins**, from Australasian telematics provider Smartrak, says the risk of non-powered asset theft is very real and statistics back that up.

**"Rates of theft are on the rise. Between 2004 and 2014, plant and equipment thefts in Australia increased by 45% and in New Zealand 20% of all vehicle thefts are trailers."**

"Sadly, most plant and equipment that is stolen

is never recovered. The recovery rate can be as low as 10%."

There are a number of reasons for those thefts. A lot of equipment rarely has distinguishing marks that can identify it, unlike trucks, vans, or cars

which have number plates and VIN numbers.

**And plant and equipment are not always protected by high levels of security. They are also easy to steal and use in many cases. For example, it is often easy to get duplicate keys.**

If a non-powered asset is stolen and it is insured, there is a long process to follow.

That includes reporting the theft to the police, claiming from the insurance company and the insurance company processing the claim, assessing it and finally reimbursing the business according to its policy.

Perkins says telematics makes the process much "simpler, quicker, and less costly".

"When an asset is stolen you log into your account to get a real-time location for the asset. You go to that location, potentially with the police, to recover what's yours," he says.

**Telematics makes it possible because GPS tracking devices ping their location at regular and frequent intervals.**

GPS hardware is evolving quickly and hardware - such as the TrakWise Remora - dedicated to tracking non-powered assets are designed to be used with assets that might not have their own source of power. Instead, it powers itself for months using its own internal batteries.

The TrakWise Remora also features an anti-tamper sensor to ensure businesses are aware of unauthorised removal of the hardware. Alerts and location are plotted back to

Smartrak's EyeQ System to help manage location tracking and escalation.

"Most businesses use the insurance route because it's what they've always done - protecting the assets in their business that have a value by insuring them," Perkins says.

**"However, just because it is the way you have always done it doesn't mean it is the most effective or efficient way."**

He points to the benefits of self-insuring using telematics which include saving money, reduc-

ing lost productivity and using fewer resources.

"Telematics solutions are often much cheaper than the expensive insurance premiums you must pay to get theft coverage on your non-powered assets, especially if you already have telematics integrated in your fleet.

"In addition, high-value assets are more expensive to insure than assets that have a lower value.

**"With telematics, however, the cost is fixed regardless of the value of the asset. This can make it considerably cheaper to insure high-value equipment."**

"With a telematics solution, you will experience considerably less downtime in the event of theft. In fact, it is possible to identify the location of the asset within minutes of discovering the theft. Therefore, the only downtime is the time it takes you to make the recovery."

"Unfortunately, telematics cannot replace all the insurance premiums you must pay each year. Using telematics to self-insure your non-powered assets is, however, something you should consider." ■



**Matt Perkins**



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# Kenworths built for new age

**W**hen it comes to transport, we know everything is done big.

But to see and appreciate only the big stuff is to miss the small details and precision that goes into building a Kenworth truck down under.

**DIESELtalk took a tour of Kenworth's manufacturing operation with plant tour guide Brian Dickson as the plant ramped up production to meet a rapidly growing market.**

After revealing the Legend 900 as a limited edition re-release of the iconic T900 at the Brisbane Truck Show in May, orders for the classic Kenworth flooded into local manufacturer PACCAR Australia.

The first Legend 900s

were delivered in the last few weeks, with production scheduled well into the new year.

However, for all the nostalgia, it's the new Kenworth T610, which began production in January, that will have the biggest impact on sales.

As noted recently by a prominent Australian transport journalist, this model has probably had more written about it than any other new truck release in the past decade – it is a game-changer for the industry, and for Kenworth.

**The production line needs to keep up with the demand without compromising on quality or safety as the top priorities.**

As well trucks for its Kiwi customers, PACCAR in

Bayswater, Victoria, makes Australian trucks for Australian conditions.

With 1000 staff, including 500 workers on the production line and another 500 in the office, it could easily be described as an army of people building Kenworths from start to finish.

It takes around three months from the point of order, through the design process, to produce the end product for Australian, New Zealand and Papua New Guinea customers.

Dickson explains some of the points that set the Australian-made trucks apart.

"Australian Kenworths are built for our environment, to better manage local applications and conditions," he says.

"The right-hand drive cab is designed specifically for Australia."

**As one of the few right-hand drive Kenworth markets in the world, everything on a new truck is virtually bespoke, even the skeleton, which one would expect to see in pre-marked and pre-drilled cookie-cutter format.**

The chassis rails are fed through the side of the enormous building, marking the beginning of a custom Kenworth build.

"No holes are drilled in any of our chassis that won't be used," Dickson says.

"There is no scratching or scribing on the chassis to locate holes because that can cause microscopic cracking on corrugated roads and

Continued on page 17

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Continued from page 16  
potholes under heavy loads."

**Instead, workers use masking tape and a pencil to mark the high tensile steel which has a hard 20-year life ahead of it.**

Watching people at work in this environment is fascinating. Each person has their assigned task but must be constantly aware of their safety and that of the worker next to them, all while ensuring their task is completed seamlessly within the timing of each station.

Every 30 to 40 minutes a chassis moves along the production line to the next build station.

A morning shift starts at 7am and finishes around 3.30pm in a staggered arrangement that means there's plenty of time to change over staff at workstations at an efficient but calm pace.

"We want people to move at a good pace but nobody

is to feel rushed – when you rush in this environment, mistakes are made and safety becomes compromised," Dickson says.

"We don't compromise on safety."

Kenworth actually builds its truck chassis upside down, with axles, suspension and preliminary wiring, hoses and fluid lines put on first by a team of four to six people.

Extreme-duty orders such as mining and heavy haulage trucks are built in a bay off the main production line.

Progressing through a couple of stations, the whole truck slides into what looks like a giant sarcophagus – actually it's the first painting booth.

**Although "booth" suggests compactness, it is quite the opposite, in fact – roughly 15 metres long, at least 4m high and wide enough to park a Land-Cruiser lengthways in its thoroughfare.**



Four expert paint sprayers (one in each corner) suit up like they're about to set course for Deep Space Nine – head to toe in puffy but slender paint suits, fully gloved and armed with spray guns ready for what feels like a surgical procedure.

It's actually more like a bizarre tribal dance routine performed in a haze of green or red, black or white.

Positive electrostatically charged paint goes around corners on to the negatively

charged chassis thick and fast for the ultimate shine.

**Painters have gentle hands, waving their guns like wizards. As the floor lowers they work in and around the trucks in a diagonal X-formation to ensure coverage of every square centimetre.**

The glazed form then slides into an equally oversized oven where the new skin will bake hard for half an hour in 60-degree heat

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then dry for an hour. Here, equally careful, patient hands add details such as oil filters, shock absorbers, minor lighting and so on, to maximise time efficiency.

Dickson explains the logic needed to keep the production line moving.

**"You can't have a chassis sitting here drying while others bank up behind so we stagger the scheduling of jobs depending on the size and complexity of the order. So scheduling is a huge task in itself."**

While the chassis dries at the far end of the plant before making a U-turn to start taking its final shape, out the back is what looks like a military-style stockpile.

It's one day's stockpile of up to 30 Cummins X15 and PACCAR MX-13 engines, and rows of Eaton Fuller automatic gearboxes, waiting to be transplanted into customer trucks.

Behind the engines is an ABS brake-testing area, rumble strips and "Belgian blocks" designed to test and twist chassis designs for compliance, durability and strength. PACCAR also performs in-house crash testing on a purpose-built rig.

As engines and gearboxes are shoehorned into the now-dry chassis, cabs also receive their first lick of paint in a second robotic spray booth.

A third of the cab is painted by full automation, the other two-thirds by hand. It also receives hand-painted customised colours as ordered.

**With powertrains engineered into each body, filled with fluids and checked, painted cabs are then fitted out by a team of trimmers who install seats, dashboards, insulation and bedding.**

As the critical stages of a truck's completion approach, meticulous detail and care

has to be shown to avoid delivering an imperfect vehicle.

"Kenworth as a company takes quality very seriously and that's why we try to deliver customer products in perfect condition," Dickson says.

**It's another point toward the care placed on worker scheduling, production line pace and making sure fatigue and stress are minimised at every opportunity.**

As an example, Kenworth developed a method of using specifically designed protective covers over the doors to prevent them being bumped into. And it makes sure electricians don't carry screwdrivers in their pockets to avoid accidental damage when brushing past surfaces inside the cabin.

When a truck is complete, it's given a final inspection for electrical systems, accessories and ancillaries, before being sent to quality control – the very last opportunity to

ensure it's ready for delivery.

**It's the last chance to get everything right. And it's also the moment that the engine roars into life.**

"The truck will have everything tested; the engine, gearbox and all the hardware is checked; and careful attention is taken so there are no squeaks or rattles or faults," Dickson says.

"Once that truck is signed off and approved, and only a few people are qualified to do so, it leaves the bay and is officially deemed no longer ours – it belongs to the customer.

"It's a very proud moment with each truck we finish and park ready for delivery.

**"That's somebody's pride and joy; it's where they'll sleep, earn their living and ultimately keep them safe on the job."**

"It's our job to make sure we give them arguably the best quality Kenworth in the world." ■



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# Truck registrations up a fifth

November marked another massive month for truck registrations, with a near 20% jump year-on-year.

Registrations are up 19.4% to 541 trucks, from 453 a year ago. Year-to-date, the market has hit 5795 registra-

tions from 4753 in 2016.

**Isuzu was the clear market leader with 113 registrations, down 16.3% for a 20.9% market share.**

**Fuso** was second on 61, up 35.6% for an 11.3% stake, followed by **Hino** on 56, up 51.4% for a 10.4% share.



## NEW HEAVY TRUCKS OVER 23,001KG NOVEMBER 2017

MAKE	NOV '17	NOV '16	% Change	% of Market	YTD '17	YTD '16
ISUZU	36	34	5.9	17.1	340	304
KENWORTH	31	13	138.5	14.8	221	148
VOLVO	26	10	160.0	12.4	285	195
SCANIA	16	6	166.7	7.6	141	106
DAF	15	14	7.1	7.1	236	182
FUSO	14	8	75.0	6.7	172	90
HINO	13	11	18.2	6.2	189	190
IVECO	12	7	71.4	5.7	90	43
FREIGHTLINER	9	5	80.0	4.3	56	81
MERCEDES-BENZ	9	4	125.0	4.3	80	47
OTHER	29	41	-29.3	13.8	327	314
TOTAL	210	153	37.3	100.0	2137	1700

## NEW MEDIUM TRUCKS 9001-23,000KG NOVEMBER 2017

MAKE	NOV '17	NOV '16	% Change	% of Market	YTD '17	YTD '16
ISUZU	35	35	0.0	31.5	360	286
HINO	25	12	108.3	22.5	206	215
UD TRUCKS	23	9	155.6	20.7	158	129
FUSO	10	12	-16.7	9.0	191	99
MAN	6	3	100.0	5.4	36	32
OTHER	12	9	33.3	10.8	122	125
TOTAL	111	80	38.8	100.0	1073	856

**Fiat** was next on 51 units, mostly motorhomes, up 121.7% for a 9.4% share, and heavy truck specialist **Volvo** was fifth, up 112.5% to 34 units.

Volvo national sales manager for MTD Trucks NZ **Clive Jones** says the Kiwi market has shown "exceptional demand" and the country's heavy truck market is well up on last year.

"To some extent, we forecast that demand but the level of growth has remained exceptionally strong and that continues to be the case as we head into the tail end of the year when demand traditionally softens," he says.

**"It's always difficult to let sales go when we're unable to deliver and we've certainly faced that situation a few times this year."**

"On the upside though, we are grateful to the significant number of our customers who are pre-planning and making orders in advance, as well as the large number of new fleets

who have joined the brand this year despite some long lead times.

"We have seen the growth right across the range. However, our high horsepower offering has seen the strongest increase, with 700 and 750hp leading the charge as more and more high productivity vehicles enter the national fleet.

**"Trip times, fuel efficiency, driver comfort and safety have all contributed to the demand."**

Year-on-year light truck - 3500kg to 9000kg - registrations were up 3.4% to 183. With motorhomes included, **Fiat** was a surprise leader on 51, up 121.7% for a 27.9% share of the market.

Second for the month was **Isuzu** on 41, down 36.9% for a 22.4% market share, and in third was **Fuso** on 34, up 70% for 18.6% of the segment.

**Mercedes-Benz** was fourth on 19, followed by **Hino** on 18.

Continued on page 22

## NEW LIGHT TRUCKS 3500-9000KG NOVEMBER 2017

MAKE	NOV '17	NOV '16	% Change	% of Market	YTD '17	YTD '16
FIAT	51	23	121.7	27.9	334	181
ISUZU	41	65	-36.9	22.4	434	509
FUSO	34	20	70.0	18.6	502	200
MERCEDES-BENZ	19	31	-38.7	10.4	313	273
HINO	18	14	28.6	9.8	213	204
IVECO	10	15	-33.3	5.5	117	90
FOTON	2			1.1	8	26
OTHER	8	9	-11.1	4.4	115	109
TOTAL	183	177	3.4	100.0	2036	1592

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Continued from page 21

The medium-duty segment enjoyed a busy month, up 38.8% to 111 units. Isuzu led with 35 registrations, unchanged from November 2016, for a 31.5% segment share.

Hino was second for the month on 25, up 108.3% for a 22.5% share, followed by UD Trucks, up 155.6% to 23 for 20.7% of the trade.

Fuso took fourth place with 10, with MAN in fifth with six vehicles.

**The big truck trade continues to grow, with the segment rising 37.3% for the month to 210.**

Isuzu led with 36 trucks, up 5.9% for a 17.1% market share.

Kenworth was second on 31, up 138.5% for 14.5% of the segment, and Volvo third on 26, up 160% for a 12.4% market share.

Scania took fourth on 16, followed by DAF on 15.

**Bus volumes fell during November by 14% to a total of 37.**

Ford and Volvo tied for the top of the market, each with eight registrations and a 21.6% market share.

BCI was third with five,

followed by Mercedes-Benz four and Factory Built two.

## Strong tractor results

November was also a busy month for tractor deliveries, with registrations - not total sales, which are not all accounted for - up 22.5% to 250.

John Deere was the most popular brand on 84, up 33.3% for 33.6% of the market.

Massey Ferguson was second most popular with 20, up 50% for a 12% market share, followed by Case IH on 21, down 19.2% for an 8.4% stake.

New Holland took fourth on 21, followed by Kubota on 13.

## Commercial registrations taking off

**Used commercial registrations for the year are now up a huge 22%, totalling 11,953.**

In November, registrations were steady, down one to 1130 units.

Toyota topped the market on 498 vehicles, up 5.1% for a 42.7% share.

Nissan was second on 249, up 3.8% for a 21.4% share, followed by Isuzu on

69, up 27.8% for a 5.9% stake.

Mazda was next on 65, followed closely by Fiat on 63 - largely motorhomes.

The Toyota Hiace was unsurprisingly the top commercial on 382 units.

The Nissan Caravan came next on 75, followed by the Fiat Ducato on 62 units.

Mazda's Bongo was fourth on 56, with the Nissan NV200 fifth on 48.

Most popular import truck was the Isuzu Elf on 35.

Meanwhile, Ford led the new commercial sector in November with 22% (943 units) followed by Toyota with 20% (869 units) and

Holden third with 8% market share (340 units).

The Ford Ranger retained the top spot as the bestselling commercial model



with 20% share (874 units) followed by the Toyota Hilux with 14% share (620 units).

Year-to-date the Ford Ranger remains both the top commercial vehicle model and the top model overall with 8824 registrations compared to the Hilux's 7664. ■



## NEW BUSES OVER 3500KG NOVEMBER 2017

MAKE	NOV '17	NOV '16	% Change	% of Market	YTD '17	YTD '16
FORD	8	5	60.0	21.6	67	27
VOLVO	8	6	33.3	21.6	65	42
BCI	5	3	66.7	13.5	47	68
MERCEDES-BENZ	4	8	-50.0	10.8	44	71
FACTORY BUILT	2			5.4	28	43
OTHER	10	21	-52.4	27.0	372	356
TOTAL	37	43	-14.0	100.0	623	606

## NEW TRUCKS & BUSES MAKES ALL WEIGHTS OVER 3500KG NOVEMBER 2017

MAKE	NOV '17	NOV '16	% Change	Market	YTD '17	YTD '16
ISUZU	113	135	-16.3	20.9	1180	1134
FUSO	61	45	35.6	11.3	919	488
HINO	56	37	51.4	10.4	608	611
FIAT	51	23	121.7	9.4	334	182
VOLVO	34	16	112.5	6.3	353	238
MERCEDES-BENZ	32	43	-25.6	5.9	461	404
UD TRUCKS	32	23	39.1	5.9	249	218
KENWORTH	31	13	138.5	5.7	221	148
IVECO	29	29		5.4	229	178
DAF	20	15		3.7	247	191
Other	82	74	10.8	15.2	994	961
TOTAL	541	453	19.4	100.0	5795	4753

## NEW LIGHT COMMERCIAL MAKES UNDER 3500KG NOVEMBER 2017

MAKE	NOV '17	NOV '16	% Change	Market Share	YTD '17	YTD '16
FORD	943	839	12.4	21.9	9006	7792
TOYOTA	869	739	17.6	20.2	10810	7673
HOLDEN	340	410	-17.1	7.9	4264	3432
MITSUBISHI	339	263	28.9	7.9	3793	2758
ISUZU	319	356	-10.4	7.4	3540	3033
NISSAN	193	231	-16.5	4.5	3793	2426
MAZDA	188	137	37.2	4.4	2079	1506
MERCEDES-BENZ	162	129	25.6	3.8	1073	826
VOLKSWAGEN	148	98	51.0	3.4	1453	1083
LDV	144	121	19.0	3.3	1157	803
Other	660	695	-5.0	15.3	7119	5967
TOTAL	4305	4018	7.1	100.0	48087	37299

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# Used imports lag slightly

The used import truck market rose in November, though not to the same heights as new trucks.

**A volume gain of 9.7% saw 214 vehicles registered. The market for the year now sits at 2063, ahead of 1631 in 2016.**

**Isuzu** was the most popular import brand with 62 vehicles, up 34.8% for a 29% share.

Overall, **Toyota** was second on 35, followed by **Hino** on 32, **Fuso** on 29 and **Nissan** on 14.

The light truck segment dominates, with registrations of vehicles 3500kg to 9000kg GVM up 5.1% to 164.

**Isuzu** led with 56, up 30.2% for a 34.1% market share.

**Toyota** was second on 30, down 21.1% for an 18.3% market share, followed in third by **Hino** on 28, up 3.7%

for a 17.1% share.

**Mitsubishi** was fourth on 18, followed by **Fiat** on 12.

Medium truck registrations were down 5.6% to 17. **Isuzu** led on five, followed by **Mercedes-Benz** on three.

Trucks over 23,000kg were up 162.5% to 21 units.

**Mitsubishi** led on five, from none this time last year. That accounted for 28.6% of

the trade.

**Kenworth** took second with three.

Registrations of used import buses fell 7.7% to 12. **Toyota** was top with five, followed by **Ford** with three.

## Big month for truck sales in Australia

**Mercedes-Benz Trucks** has managed to top the

November sales figures just ahead of Japanese rival **Isuzu** in the CDL category, with 236 sales and 19.6% total market sales.

**Benz keeps the momentum going with its dominant 193-strong light duty vans performance (37.8%), selling exactly 100 more Vito and Sprinter than Renault on 93.**

Continued on page 24



## USED HEAVY TRUCKS OVER 23,001KG NOVEMBER 2017

MAKE	NOV '17	NOV '16	% Change	% of Market	YTD '17	YTD '16
MITSUBISHI	6			28.6	12	3
KENWORTH	3	1	200.0	14.3	27	20
OTHER	12	7	71.4	57.1	105	65
TOTAL	21	8	162.5	100.0	144	88

## USED MEDIUM TRUCKS 9001-23,000KG NOVEMBER 2017

MAKE	NOV '17	NOV '16	% Change	% of Market	YTD '17	YTD '16
ISUZU	5	3	66.7	29.4	56	35
MERCEDES-BENZ	3	2	50.0	17.6	10	4
OTHER	9	13	-30.8	52.9	122	88
TOTAL	17	18	-5.6	100.0	187	127

## USED LIGHT TRUCKS 3500-9000KG NOVEMBER 2017

MAKE	NOV '17	NOV '16	% Change	% of Market	YTD '17	YTD '16
ISUZU	56	43	30.2	34.1	481	385
TOYOTA	30	38	-21.1	18.3	383	370
HINO	28	27	3.7	17.1	262	165
MITSUBISHI	18	19	-5.3	11.0	214	157
FIAT	12	7	71.4	7.3	33	36
NISSAN	10	14	-28.6	6.1	129	126
OTHER	10	8	25.0	6.1	147	104
TOTAL	164	156	5.1	100.0	1649	1343

## USED BUSES OVER 3500KG NOVEMBER 2017

MAKE	NOV '17	NOV '16	% Change	% of Market	YTD '17	YTD '16
TOYOTA	5	3	66.7	41.7	21	17
FORD	3	3	0.0	25.0	13	7
OTHER	4	7	-42.9	33.3	49	49
TOTAL	12	13	-7.7	100.0	83	73

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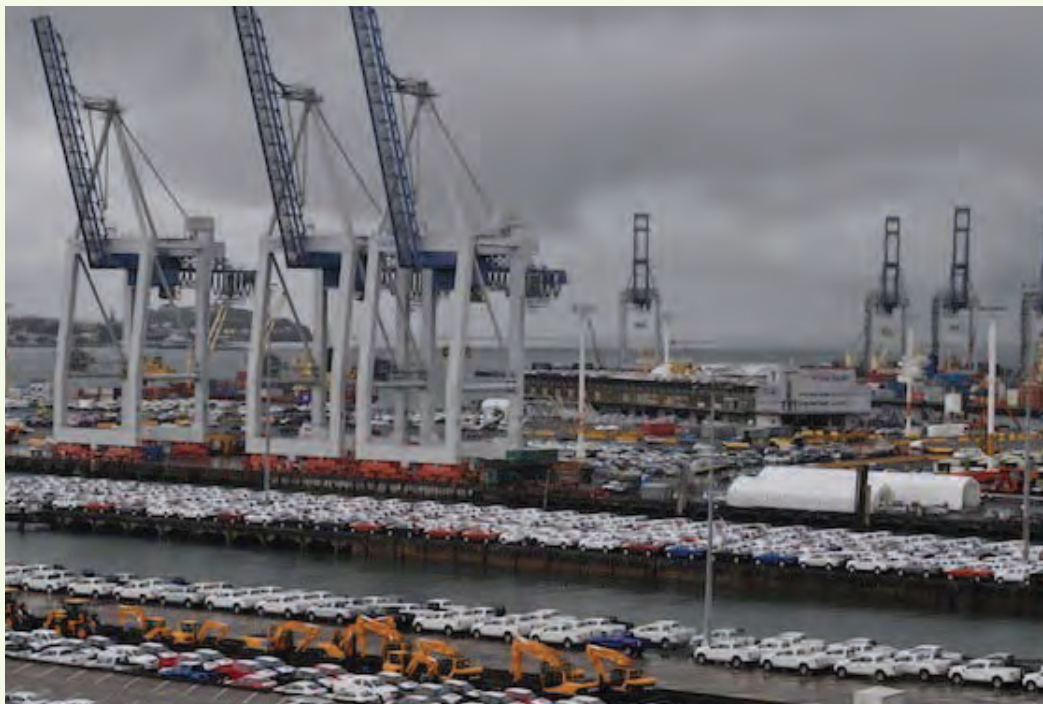
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in front of **Volvo** on 195 **Queensland-built** rigs.

The medium duty segment was owned by **Isuzu** on 263 sales (35.3% share), a whisker ahead of **Hino** on 215 (28.9%) and **Fuso** on 127 (17%).

Overall however, Isuzu remains king of the hill in all segments in November, with 796 sales and a commanding 21.9% market share. Year-to-date **Isuzu**, based in Port Melbourne, has 8146 sales in the bank and a 24.4% market share. Its nearest competitor **Hino** sits at 4396 year-to-date and 13.2% market share.

Continued from page 23

As it did in October, **Kenworth** keeps the throne for heavy duty sales, at 306 **Victorian-built** trucks, staying head and shoulders

## USED TRUCK AND BUS MAKES ALL WEIGHTS OVER 3500KG NOVEMBER 2017

MAKE	NOV '17	NOV '16	% Change	Market	YTD '17	YTD '16
ISUZU	62	46	34.8	29.0	548	423
TOYOTA	35	41	-14.6	16.4	404	387
HINO	32	33	-3.0	15.0	324	207
FUSO	29	23	26.1	13.6	289	199
NISSAN	14	17	-17.6	6.5	165	145
FIAT	12	7	71.4	5.6	33	36
FORD	7	4	75.0	3.3	30	20
MERCEDES-BENZ	6	4	50.0	2.8	38	21
KENWORTH	3	2	50.0	1.4	28	1
CHEVROLET	2	0		0.9	22	8
Other	12	18	-33.3	5.6	182	184
<b>TOTAL</b>	<b>214</b>	<b>195</b>	<b>9.7</b>	<b>100.0</b>	<b>2063</b>	<b>1631</b>

## USED LIGHT COMMERCIAL MAKES UNDER 3500KG NOVEMBER 2017

MAKE	NOV '17	NOV '16	% Change	Market Share	YTD '17	YTD '16
TOYOTA	498	474	5.1	42.7	5100	4524
NISSAN	249	240	3.8	21.4	2594	2181
ISUZU	69	54	27.8	5.9	618	495
MAZDA	65	93	-30.1	5.6	852	677
FIAT	63	84	-25.0	5.4	106	146
MITSUBISHI	45	31	45.2	3.9	433	342
FORD	41	34	20.6	3.5	445	332
HINO	32	33	-3.0	2.7	320	195
CHEVROLET	20	18	11.1	1.7	233	171
HOLDEN	18	25	-28.0	1.5	224	195
OTHER	65	58	12.1	5.6	1028	517
<b>TOTAL</b>	<b>1165</b>	<b>1144</b>	<b>1.8</b>	<b>100.0</b>	<b>11953</b>	<b>9775</b>

## USED TRACTOR REGISTRATIONS NOVEMBER 2017

MAKE	NOV '17	NOV '16	% Change	% of Market	YTD '17	YTD '16
JOHN DEERE	14	29	-51.7	17.9	153	174
MASSEY FERGUSON	13	14	-7.1	16.7	103	181
CASE	7	10	-30.0	9.0	13	17
TRACTOR	7	10	-30.0	9.0	15	16
NEW HOLLAND	5	16	-68.8	6.4	100	81
FORD	4	7	-42.9	5.1	39	50
OTHER	28	30	-6.7	35.9	333	402
<b>TOTAL</b>	<b>78</b>	<b>116</b>	<b>-32.8</b>	<b>100.0</b>	<b>756</b>	<b>921</b>

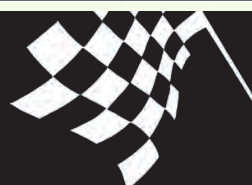
## NEW TRACTOR REGISTRATIONS NOVEMBER 2017

MAKE	NOV '17	NOV '16	% Change	% of Market	YTD '17	YTD '16
JOHN DEERE	84	63	33.3	33.6	685	558
MASSEY FERGUSON	30	20	50.0	12.0	181	149
CASE IH	21	26	-19.2	8.4	191	134
NEW HOLLAND	20	23	-13.0	8.0	169	162
KUBOTA	31	15	106.7	12.4	172	147
CLAAS	12	14	-14.3	4.8	106	117
DEUTZ-FAHR	9	10	-10.0	3.6	113	84
TRACTOR	9	7	28.6	3.6	67	66
OTHER	34	26	30.8	13.6	281	267
<b>TOTAL</b>	<b>250</b>	<b>204</b>	<b>22.5</b>	<b>100.0</b>	<b>1965</b>	<b>1684</b>

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# Petrol runs out in Hilux reshuffle

**T**ime has run out on the petrol option in Toyota's Hilux utes as part of an "early update" for the model.

Toyota New Zealand says a larger facelift will come next year, preceded by a new range-topping "Cruiser" model which will introduce a tougher, more truck-like face.

**The big news is the dumping of the 4-litre V6 petrol engine, with every Hilux now fitted with the 2.8-litre turbocharged diesel engine.**

"We don't have that much demand for it," says product planning manager **Spencer Morris**.

"And in terms of future emission compliance, we're expecting that it's going to become an issue."

Instead, there are more automatics on offer, a higher tow rating for many models and the addition of a locking differential in two-wheel drive "PreRunner" models.

Automatic transmission is becoming increasingly popular in utes.

Sales manager **Steve Prangnell** says Hilux sales are now 60% automatic and rising, while the Ford Ranger is now 85% self-shifting.

"Light truck customers are looking for more automatic

transmission options while the demand for the petrol utes has fallen away."

The five new automatic transmission variants added to the range include a 2WD PreRunner SR extra cab and four SR four-wheel drive options across different body configurations: single cab chassis, extra cab chassis,

A key lock mechanism has been added to the tailgate of all extra cab ute and SR5 variants to improve security.

**All four-wheel drive SR double cab automatic models have had downhill assist control added.**

Standard equipment on all Hilux S variants includes cruise control, five-speed

alloy wheels, smart key entry and start, satellite navigation, LED headlights, fog lights and daytime running lights, leather steering wheel and shift knob, climate control air-conditioning, alarm and carpet floor covering.

Prices start at \$36,390 and top out at \$62,690 for an SR5 automatic.



extra cab ute and double cab chassis.

In other changes, the S and SR models will have black, rather than chrome, exterior door handles. They also gain variable intermittent wipers and their carpet floors have been replaced by easy-clean vinyl.

**And all cab chassis models now come with a reversing camera.**

The front fog lights on the SR5s have been upgraded to an LED type and air vents have been added to the centre console for rear seat passengers.

manual transmission, daytime running lights, vehicle stability control, hill-start assist control, trailer sway control, emergency stop signal, seven airbags, air-conditioning, reversing camera and eco/power drive modes.

The SR variants add a six-speed manual or automatic transmission, rear differential lock and black alloy side steps and the two-wheel drive variants gain PreRunner ride height.

Features on the SR5 include intelligent-Manual Transmission (i-MT) for manual transmissions, 17-inch

## Towing tweaked

No engineering changes have been made to the vehicle but Toyota New Zealand has updated tow ratings for PreRunner and four-wheel drive models.

Until now, the PreRunner was rated at 2800kg, four-wheel drive automatics 3200kg and four-wheel drive manuals 3500kg.

The model has now been re-rated to 3500kg across the range.

**"We're confident that 3500kg on all our PreRunner and four-wheel drive vehicles is the right specification," Morris says.**

"It makes it much easier to try to understand."

The change is retrospective, going back to the launch of this generation Hilux. Customers can visit their Toyota dealer to have a new rating label attached.

Continued on page 27



Continued from page 26

### **Smoother and quieter**

Although it's basically the same vehicle, some work has been done to tighten suspension tolerances in the Hilux.

Combined with continual improvement at the Thai production plant, the model now feels significantly more refined than when it launched.

**It's still a little bouncy unladen but the overall ride and balance was very good on relatively smooth Canterbury gravel roads.**

Automatics might be king but the Hilux's manual transmission, with its i-MT rev-matching system, is light,

precise and a pleasure to use.

Build quality is top-notch and the interior feels very solid - if slightly behind the car-like ambience of models like the Ford Ranger.

The standard Toyota touchscreen system works okay but lags behind the more smartphone-friendly options offered by Ford, Holden, Mitsubishi, Volkswagen and LDV.

### **Accessories big business**

Those who don't want to wait until the middle of next year for the Cruiser model can give their new Hilux a special look with a range of "Gladiator" line accessories



as part of a partnership with Retro Vehicle Enhancements.

The components follow the Gladiator show model of the same name unveiled at Fieldays earlier this year and range from replacement bumper and grille units to full steel front bars and suspension lift kits.

That makes up just a small

proportion of the Hilux accessory business, Morris says.

**"We are going to do just under \$30 million worth of accessories this year. We do more than \$2500 per unit."**

A further \$4.5 million will be spent through the brand's Thames facility on customisations for corporate fleet vehicles. ■

## New Zealand welcomes Chevrolet heroes

The General is sending its iconic Camaro muscle car and Silverado pick-up into Kiwi showrooms, with the Bowtie badge staying put.

**The Chevrolet badge and branding will feature alongside all dealership signage with the Holden Special Vehicles (HSV) logo.**

Both Camaro and Silverado will be ready to buy in 2018 fully converted to right-hand drive at HSV's new Melbourne facility.

Long-awaited right-hand drive Camaro will officially sell in dealerships under the Chevrolet bowtie badge.

HSV managing director **Tim Jackson** says both Camaro and Silverado offer what the market has wanted for a long time.

"Whether it be the farming sector, those who need to

pull a large caravan or horse float or simply those who want awesome towing and load carrying capability, Silverado is the pinnacle of the GM range", he says.

"The availability of the Chevrolet Silverado range opens up some wonderful new opportunities for our business in a market segment whose potential is relatively un-tapped, and we believe has high growth potential," Jackson adds.

**The new-generation Camaro 2SS Coupe will subject its occupants to longitudinal G-force using the 6.2-litre direct-injection LT1 V8, hooking up a yet-to-be-confirmed 340kW and 615Nm through a paddle-shifting eight-speed automatic gearbox.**

Fixed four-piston Brembos fore and aft will provide stop-

ping power inside enormous 20-inch, five-spoke alloy wheels with front 245/40Z and rear 275/35Z Goodyear tyres laying all that grunt onto the blacktop.

**New converted Silverado in right-hook will be a tower of pulling power**

In the more practical corner, the 2018 Silverado will be available in five different flavours of 4x4 crew-cab.

Starting from the base 2500HD WT, two special-editions the "Midnight" and "Custom Sport" will be based on the 2500HD LTZ, and the top-spec 3500HD LTZ will come with all the trimmings.

All versions will get the gargantuan 6.6-litre turbo diesel Duramax V8 power-plant, offering 332kW and a whopping 1234Nm of haul-age happiness.

Handling all that shove is a



New converted Silverado

robust six-speed Allison automatic transmission which comes with an automatic rear differential lock.

Naturally, with all that muscle, the towing capacity, depending on which flavour appeals, starts at 3.5-tonnes and caps at 6.1-tonnes - including 1140kg to 1848kg of payload.

**At each corner, anti-lock disc brakes will offer anchorage.**

The Silverado 3500HD LTZ will be available from Q2, 2018 as HSV conversions begin in April, with pricing to follow. ■



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# Hydrogen to power heavy transport?

Hydrogen offers an “integrated solution” as a power source compatible with electric vehicles.

An APEC electric vehicle and hydrogen technology policy workshop in Wellington on November 21 explored the subject and learned about progress in developing hydrogen fuel cells.

Far from writing off hydrogen, as suggested in an IDTechEx overview report, *Electric Vehicles 2018-2038: Forecasts, Analysis and Opportunities* which predicts fuel cell and non-plug-in vehicles will be sidelined, the workshop found some automakers and others continuing to work on the fuel.

Experts at the workshop talked about a “hydrogen economy” and outlined progress in the fuel’s development.

They also covered the benefits and pitfalls of using hydrogen fuel cells in transport, finding it especially useful for long-range heavy transport.



Pierpaolo Cazzola

Hydrogen can come from various sources, mostly natural gas (methane) although it can be produced from rubbish (biomass).

It can even be made from cannabis, legal in California from January 1 next year. Workshop speaker **Chris White** from the California Fuel Cell partnership dubbed it “high-drogen”.

She drives a fuel cell Honda Clarity (a plug-in hybrid



At the Apec workshop are, from left, Lloyd Robinson from Mitsubishi Motors NZ, the AA’s Mark Stockdale, VIA chief executive and ITS NZ chairman David Vinsen and Toyota New Zealand’s Spencer Morris.

is due out soon) and says California has about 100 hydrogen fuel stations with 30 more being developed.

Electrolysis is one “green” way of producing hydrogen and is growing in popularity. But the costs of making hydrogen from renewable sources is high so much of the development is concentrating on lowering those costs.

**Hydrogen fuel stations and associated infrastructure such as storage are needed, probably suited for current service stations, but again the costs are high.**

They need to be lower to increase demand, International Energy Agency senior energy and transport analyst **Pierpaolo Cazzola** says.

High-volume manufacturing could be one way of bringing costs down, he says.

“A move to hydrogen should be across the whole energy system.”

**Cazzola says hydrogen is especially suitable for long-haul heavy transport.**

Hiringa (Maori for perseverance, energy) Energy managing director **Catherine Clennett** aims to create a zero-emission hydrogen energy future for New Zealand - and provide the infrastructure for it.

She says Taranaki is a good base with a port, natural gas supplies and a farming community close by (hydrogen helps make ammonia for fertiliser).

Like some other speakers, Clennett believes hydrogen would make a good export product.

New Zealand FCEV Consortium director **Dr Linda Wright** considers hydrogen ideal for New Zealand’s southern regions where there’s high rainfall (to make it), global tourist destinations and heavy passenger transport and maritime vessels that could use it.

In addition, the area has extensive agriculture.

**“We have an opportunity to export renewable hydrogen,” she says.**

Markets might include islands where other energy forms are difficult to generate or provide.

Wright describes hydrogen as an “integrated solution” rather than a separate energy source.

Others say hydrogen is an alternative to power forms such as batteries and that it’s better not to rely entirely on one form of EV energy.

Converging technologies could also open new pathways for hydrogen use. ■

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Nigel Moffiet looks at the month gone  
by on [www.dieseltalk.co.nz](http://www.dieseltalk.co.nz)



## November 2

## Big changes earmarked for Ports of Auckland

A new plan outlining the Ports of Auckland's future includes the removal of all of Marsden Wharf and part of a wharf known as 'B1'.

**The port accepts it will move at some point and has developed a 30 year draft master plan to keep cargo moving until a new site is found, consented and constructed, port chief executive Tony Gibson says.**

"[These changes] will bring three redundant wharves back into use and create nearly a kilometre of new general cargo berth space," Gibson says.

## November 3

## Collins takes transport lead for National

Well-known politician **Judith Collins** has been handed responsibility for transport in a post-election reshuffle of National's portfolios.

**As the largest party in parliament, National leader Bill English says it plans to be effective in opposition.**

"Today I am announcing our Opposition lineup which makes the most use of our dedicated and talented caucus," English says. "We are the largest Opposition Party New Zealand has ever seen, and the largest party in Parliament. We will ensure we make those numbers count."

## 'No' from Ardern to Auckland port expansion

Ports of Auckland's proposal to extend a wharf 13 metres into the Waitemata Harbour is opposed by prime minister **Jacinda Ardern**.

**After meeting Auckland mayor Phil Goff, Ardern says she's "always opposed port expansion at its current site", this coming just hours after the port's proposal was released, the NZ Herald reports.**

The longer wharf is part of a package where another wharf would be removed, but a spokesman for Ardern confirms the government sees the new proposal as an expansion bid

## November 6

## East-West Link cost taxpayers \$51 million.

The newly scrapped East-West Link set taxpayers back \$51 million before being ditched by the new government.

**Figures released under the Official Information Act to Stuff show the NZ Transport Agency spent a healthy amount of the funds on planning.**

## New inquest into Tavinor's death

A new investigation into the death of **John Edward "Eddie" Tavinor** will take place, 17 years after a truck's driveshaft flew through his windscreen, decapitating the father-of-three.

**Coroner Gordon Matenga will lead the inquest at the Auckland District Court starting on November 27.**

Tavinor was driving on Auckland's Southern Motorway on the morning of November 20, 2000 when part of the front universal joint of the driveshaft flew off an articulated Mitsubishi truck travelling in the opposite direction, the *Herald on Sunday* reports.

## Teletrac Navman approved to collect RUC

Teletrac Navman can now collect Road User Charges

on behalf of the New Zealand Transport Agency through its new RUC Manager platform.

**It can undertake the work after being granted Electronic System Provider status by the NZTA.**

RUC Manager along with the Electronic Distance Recorder will allow users to manage, purchase, display and update road user licences in real-time.

## HMI and Transmax join forces

Technology companies HMI Technologies and Transmax are working together to develop intelligent transport solutions.

**Under a new agreement the companies will look into how traffic management platforms and autonomous vehicles will be examined together.**

Part of that involves Connected Autonomous Vehicles (CAVs) connecting with traffic management systems through ITS infrastructure like beacons and radar.

## November 7

## Colonial cautious about future

Car and truck dealer Colonial Motor Company is cautious about the next 12 months, despite strong results in 2017.

**Chairman Jim Gibbons told shareholders at the company's annual general meeting that it is difficult to give accurate forecasts from month to month.**

Colonial, which owns 13 mainly Ford and Mazda dealerships around the country along with the Southpac Trucks business, posted a trading profit at \$22m, up 14.5% up on last year.

## November 8

## New executive at Freight Lines and Streamline Freight

**Roberto Brady** has been appointed to the new role of group general manager at Freight Lines and

Streamline Freight.

**Brady will be responsible for driving strategic, commercial, and operational alignment across the line-haul and freight-forwarding businesses.**

Freight Lines, Streamline Freight, Strait Shipping and Bluebridge chief executive **Louise Struthers** says Brady's appointment is significant.

## November 9

## Twyford a "brutal political operator": Espiner

Transport minister **Phil Twyford** has been identified as one of the most influential players in the new government, according to political commentator **Guyon Espiner**.

**The Radio New Zealand host told a group of finance professionals at the Financial Services Federation Conference that Twyford is one to watch out for.**

Espiner dubbed Twyford "Mr 'Fix Auckland'", in reference to his housing and transport portfolios.

## November 10

## Port Taranaki closes its container operation

Port Taranaki is closing its container operation and container transfer site due to increased competition in the supply chain market.

**The introduction of larger international container vessels, the development of inland ports and the increased use of rail transport linking regions to ports with international departures, are factors that led to the decision, Port Taranaki chief executive Guy Roper says.**

"We have not had a full container service at Port Taranaki for three years – the last container ship to call was in October 2014."

## Iveco puts call out for new staff

Continued on page 32

Continued from page 31

Iveco is accepting expressions of interest for 20 highly skilled jobs it needs to fill following last week's announcement of a new headquarters being built in Wiri, Auckland.

**The company already employs 20 people at its current location in Wiri, with the new office set to house over 40 employees.**

"Although we don't foresee having an operational facility until Q3 2018, we will need to recruit and hire for key roles ahead of the launch date," Iveco general manager NZ, **Ian Walker** says.

## November 13

### Railway crossing safety trial

Railway crossings with LED lights and audio warnings are part of a safety trial in Taranaki, planned for possible use nationwide.

**The new technology will be installed at three crossings along the Coastal Walkway in New Plymouth as part of a project jointly funded by KiwiRail, the NZ Transport Agency and New Plymouth District Council, *Stuff* reports.**

"The sites will have a mix of audio warnings, LED footpath warnings or both audio and LEDs, and the users will be surveyed for their opinions on the technology's usefulness," council infrastructure manager **David Langford** says.

### 2017's champion truck driver found

New Zealand's champion truck driver for 2017 has been crowned.

**Northland's Simon Reid of SJ Reid Transport proved his knowledge and skill across the many different aspects of the competition to claim victory in the NZ Truck Driving Championship held at Claudelands Events Centre in Hamilton last Friday.**

For his efforts Reid took home a \$6000 cheque courtesy of major event sponsors TR Group and Master Drive Services.

## November 15

### East-West link alternative 'urgent'

Draft approval for a proposed \$1.85 billion Auckland motorway project sends a signal the work "should proceed", transport industry leaders say.

**The East-West Link construction was given the green light by a government appointed board of inquiry for the Environmental Protection Authority on Tuesday.**

The decision gives the NZ Transport Agency legal approval to build a four-lane arterial road connecting State Highway 20 at the Neilson Street Interchange in Onehunga with State Highway 1 in Mt Wellington.

### Earthquake slows Mainfreight growth

Natural disasters are responsible for lower than expected growth for transport and logistics company Mainfreight.

**Its latest financial results show net profit is up 1.1% to \$42.2 million for the six months ended September 30.**

Total revenue increased by \$83.15 million, or 7.3%.

## November 16

### New safety research seeks truck driver feedback

Preventing death and injury through truck and train collisions around New Zealand is the theme of a new research project.

**The study comes after four recent serious accidents around the country at railway level crossings involving heavy vehicles.**

Rail safety charity TrackSAFE NZ is launching the initiative with the NZ Transport Agency, KiwiRail and the Road Transport Forum.

## November 17

### Fonterra tanker fleet set for biofuel

Biofuel and electric vehicles

are being adopted by multinational dairy co-operative Fonterra as it aims for zero carbon emissions.

**The New Zealand-based company has partnered with the Ministry for the Environment to create a sustainability plan over the next 30 years.**

A target date for zero emissions by 2050 with a 30% reduction by 2030 has been promised.

### Tesla electric truck unveiled

The Tesla Semi electric truck has been revealed, after some delays and much hype.

**It can get to 96.5km/h in five seconds, Tesla chief executive officer Elon Musk says in a live streamed presentation on November 17.**

And the Tesla truck has a 804.6km range, he says.

Musk explains the truck looks "like a bullet" to reduce drag.

## November 20

### Minister calls emergency meeting as road toll rises

Road safety has taken a "back seat" to major roading projects in recent years, associate transport minister **Julie Ann Genter** says.

**Her comments come after she called a crisis meeting to see how deaths can be reduced before the summer holidays, *Stuff* reports.**

This year's road toll has already reached last year's total of 330, with more than a month to go.

## November 22

### ERoad set for US pilot programme

A first of its kind road charging system in the United States is being trialled with the help of a New Zealand-based company.

**Transport technology provider ERoad has been selected to take part in a multi-state pilot in the US exploring a mileage-based user fee (MBUF).**

The \$1.6 million programme will kick off next year with 50 vehicles equipped with ERoad

in-vehicle hardware for a period of six months.

It will take place along the eastern seaboard of Interstate 95 from Maine to Florida.

### Global freight company appoints new technology manager

New Zealand global freight company Kotahi has appointed a new digital technology general manager.

**Matthew Wright will take on the role next month, with the business set to go through significant digital transformation.**

Wright joins the industry after serving as head of consultancy and global transaction banking at ASB.

Joining Kotahi at a time of change is an exciting challenge, he says.

## November 23

### CablePrice appoints new sales and marketing general manager

A major construction equipment and commercial vehicle business is celebrating a new appointment.

**Deon Stephens is taking on the role of sales and marketing general manager for distribution company CablePrice.**

The New Zealand business is a subsidiary of multinational Hitachi Construction Machinery.

## November 24

### State-of-the art Scania gets NZ trial

New generation Scania trucks are being tested for release in New Zealand.

**Construction equipment and commercial vehicle distributor CablePrice will be test driving three of the trucks in different conditions around the country before confirming any orders.**

CablePrice national commercial vehicles sales manager **Mike Davidson** says he is "excited and very confident that

Continued on page 33



Continued from page 32  
the new generation truck will perform just as well here as it has in Europe”.

## November 27

### Northport's 'vision for growth' revealed

A “vision for growth” strategy is looking at doubling the size of Marsden Point's Northport.

**Port chief executive Jon Moore says the natural deep-water facility, situated 140 kilometres from central Auckland, is set to play a key role in New Zealand's economic development.**

The vision has been pub-

lished on its website with a two-and-a-half-minute video showing an expansion of close to 27 hectares.

## November 28

### Telematics use growing among fleets, survey shows

Telematics technology is growing in use among New Zealand fleet operators, a new survey shows.

**The 2017 New Zealand Telematics Benchmark Report, conducted by Teletrac Navman, shows 79% of transport businesses surveyed currently use or will soon use**

### telematics to manage their vehicles, assets and staff.

Responses from 212 professionals in transport, construction, manufacturing, retail, government and professional services industries made up the study

## November 29

### Gough Group seeks new boss

A leading heavy equipment company is on the hunt for its new chief executive.

**Gough Group is advertising the role with applications closing on December 4.**

It follows the departure of

**Karl Smith** who is leaving for a new role as an independent director for private and council projects

### Fewer trucks thanks to new terminal

Port Taranaki's refurbished storage and distribution fuel terminal will see fewer tankers on the district's roads now that diesel is flowing.

**More than 100 million litres of fuel is expected to pass through the facility annually with petrol set to be on-stream in early 2018.**

Port Taranaki bought the facility in 2015 and entered into an operational agreement with BP New Zealand. ■

## DIESEL TALK DIARY

DIESELtalk Australia editor  
Scott Murray looks at the month gone by on [www.dieseltalk.com.au](http://www.dieseltalk.com.au)



## November 6

### Heavy trucks lead surge

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

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

All market segments, except light duty trucks, posted gains over the corresponding month last year. Heavy duty trucks saw the second-best October on record. The segment posted deliveries of 1188 units, up 36.6% (316) on October 2016.

### Bus demo fleet

More than \$3 million has been invested by Bus Corp Oceania in bringing a demonstrator fleet of its Optare buses to Australia, so operators can try before they buy.

**It has also announced the launch of a bus rental operation.**

## November 15

### Iveco adventures to Cape York

A group of Iveco Trucks Australia dealers have taken the Eurocargo and Daily four-wheel drives to the top of Australia.

**The dealer incentive consisted of a week-long trip to the northernmost point of Australia, with Victoria's Mel-**

bourne Truck Centre, Adtrans Laverton and Blacklocks Truck Centre, NSW's Thomas Bros and Nowra Truck and Tractor, joining an Iveco sales and marketing group.

## November 17

### Tesla truck unveiled

The Tesla Semi electric truck has been revealed, after some delays and much hype.

**It can get to 96.5kmh in five seconds, Tesla chief executive officer Elon Musk says in a live streamed presentation.**

## November 23

### AHG sells refrigerated logistics

Automotive Holdings Group is to sell its refrigerated logistics business to HNA International.

**The \$400 million sale follows an unsolicited offer, and will include the Rand, Harris,**

Scott's and JAT operations.

## November 29

### Gough Group seeks new boss

A leading heavy equipment company is on the hunt for a new chief executive.

**Gough Group is advertising the role with applications closing on December 4.**

### ITS Australia changes

Dean Zabrieszch is the new president of Intelligent Transport Systems (ITS) Australia.

**He succeeds Brian Negus who served for six years and remains on the ITS Australia board.** ■

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# Top people key to TransDiesel's success

**T**ransDiesel was established over 30 years ago and has a goal to be the best sales and service organisation in the construction equipment and diesel engine industry in New Zealand.

"The industry we operate in is a highly competitive, demanding business and if you aren't consistently delivering high quality service and support for the products you distribute then your chances of long term success are limited," says managing director **Mike McKessar**.

TransDiesel operates fourteen wholly owned branches and two independent service dealers across the country to support some

of the industry's most highly respected brands.

**Those include Volvo and Yanmar construction equipment, Terex Finlay crushing and screening, Sennebogen, Allison, Kohler and Perkins to name just a few.**



The current New Zealand market for construction equipment and screening and crushing gear is very strong with the construction, forestry and mining segments driving high demand for machinery.

Volvo has recently launched its largest machines to date including a

55 tonne articulated hauler, the A60H and a 90 tonne excavator, the EC950E.

These products are establishing a strong presence in major earthworks, mining and roading projects throughout New Zealand

and from those and other opportunities there are an increasing number of vacancies across the country.

TransDiesel is working hard to employ the very best staff and is prepared to invest heavily not only in the training of the technical requirements of respective positions but also in leader-

ship skills and other career development initiatives.

**Our customers want to work with people with the right training and experience because it's essential to stay competitive and secure long-term profitable growth of the business that we have the very best people available.**

The brands TransDiesel represent are typically at the leading edge of innovation in the industry and as they look to a future with carbon neutral, autonomous machinery and building on energy efficiency it will continue to shape new skill requirements in our industries and workforce. ■

## Gripping rail safety film wins

Continued from page 1

fatal incidents and near-misses on rail networks around New Zealand share their stories.

KiwiRail chief executive **Peter Reidy** says the video is helping bring rail safety messages to a world audience.

**"While these stories are told by Kiwis, they also resonate on an international stage, as is evident in this win.**

"The most important message for everyone to take away from these videos is to please behave safely

and be alert around the rail network."

Judges say the film was awarded for its creativity, originality, effectiveness and the way it connected emotionally with the audience.

The CineRail Festival showcases the newest films

and productions made for railways, or on the theme of railways, from around the world.

**This year's festival featured 65 films from 23 countries.** ■



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---

### **Technical Specialist, Fluids and Lubricants**

- Tertiary or trade qualification relating to chemical / marine or mechanical engineering
- Experience in reliability management of a fleet or industrial plant.
- Based at Auckland branch

We are seeking a Technical Specialist to be based in Auckland who will provide support to the Product Manager, Fluids and Lubricant's. You will be responsible for managing the technical relationship with key customers and stakeholders and support and secure technical partnerships with key direct accounts. Ideally you will have experience in the reliability management of a fleet as you will be expected to provide first line technical advice and support to direct accounts, industrial and transport customers while supporting our sales force and re-sellers. You will be expected to prospect and support the sales team in securing business in specific industrial segments.

---

### **Allison Service Mechanic**

- Qualified Heavy Diesel and Construction Equipment experience
- Self-Starter with initiative
- Career development and opportunities
- Based at Auckland branch

An exciting opportunity exists in the Auckland branch to work on the latest Allison equipment in the workshop, developing your career, knowledge, skills and experience further within the heavy diesel industry. You will be responsible for working on Allison equipment and have proven previous experience working on this equipment. This is a workshop and field service role so the successful applicant needs to be a self-starter, who is able to operate autonomously as well as within a team.

---

### **Service Manager**

- Min. industry experience of 3-5 years
- Proven people leader and negotiator
- Based at Auckland branch

An exciting, opportunity exists to join our Auckland Branch as a Service Manager. We have a well-equipped workshop suited to our business needs and extremely skilled staff, not only in our workshop but throughout the region and the rest of the country. We're seeking someone with very strong leadership skills to lead our Auckland team of mechanics.

A familiarity with our company products such as Volvo, Yanmar, Allison, Sennebogen and others, would be a distinct advantage, as would experience working in a similar role in the Heavy Diesel industry.

---

### **Heavy Diesel Mechanic/Field Service**

- Qualified Heavy Diesel and Construction Equipment experience
- Self-Starter with initiative
- Career development and opportunities
- Opportunities at various locations

An exciting opportunity exists at TransDiesel to work on the latest construction equipment in the field and workshop, developing your career, knowledge, skills and experience further within the heavy diesel industry. As the NZ dealer for Volvo, Yanmar, Allison, Sennebogen and others, you will work with leading edge products within our industry. This is a field service role, and the successful applicant needs to be a self-starter, who is able to operate autonomously as well as within a team.

If you are interested in any of these roles please contact: [whitney.bennett@transdiesel.co.nz](mailto:whitney.bennett@transdiesel.co.nz)

Full Job Descriptions are available upon request.



# The importance of workplace culture

The official subject of the 2017 Road Transport Forum conference was "resilience and adaptability".

However, as the sessions went on – and certainly once we got to the NZ Road Transport Industry Awards – another theme came through strongly: the importance of a good workplace culture to a road transport business.

A good culture is one of those intangible concepts that is often discussed in only very broad and ambiguous terms.

**Most of us do know a good culture when we see it, however. Successful sports teams such as the All Blacks or Emirates Team New Zealand have a good culture – it is a fundamental part of their success.**

It is also easy to pick out those teams or organisations without a good culture. They are very rarely successful and it is obvious they do not engender loyalty among their players or staff.

The hard part for any organisation, whether it's an international sports team or a road transport company, is not necessarily knowing what kind of culture it wants but working out how to achieve it.

Delegates at the NZ Road Transport Industry Awards and the Road Transport Forum conference were given some fine examples of how this can be done.

**Christchurch-based NZ Express Transport was awarded the UDC Finance Outstanding Contribution to Training at the Industry Awards.**

Over the past few years the company deliberately

took on a number of young and inexperienced staff and invested in their training.

**Young drivers were shepherded through the various licence classes, having joined the company with only a basic class 1 or class 2 licence.**

This commitment and

ple from across the business.

This shared the responsibility around and integrated staff much more closely with management. This sense of ownership is a key element in why Tranzliquid engenders such loyalty and pride in its staff. It is critical to their culture.

**Ken Shirley** was appointed Road Transport Forum chief executive in 2010. The forum was set up as a national body in 1997 to responsibly promote and advance the interests of the road transport industry and its member road transport operators. Email: ken@rtf.nz



patience to the professional development of young staff has not only provided the company with a workforce it is proud of but means it has a group of people who are dedicated to the business and who feel a real sense of pride in what they are doing.

This year's Sime Darby NZ *Outstanding Contribution to Health and Safety Award* went to Tranzliquid's **Jackie Carroll**.

**In her role as company director and health and safety manager, she has built a health and safety regime at Tranzliquid that is all about caring for the wellbeing of her people.**

That duty of care was actually one of the expressed intentions of the new Health and Safety at Work Act and while Jackie's work might therefore seem necessary, there are many companies out there that only do the bare minimum to comply with the legislation.

Instead, Jackie saw it as an opportunity to empower and upskill her staff by putting in place a health and safety committee made up of peo-

During the conference itself, Z Energy's chief executive **Mike Bennetts** walked delegates through the company's transition to an environmentally and community conscious organisation.

A critical part of the transition was the effort senior management made to listen to the values of Z's many hundreds of employees.

This was about helping to understand the context that the business existed in and its place in the lives and aspirations of its community, Bennetts said.

In this way it was able to develop a strong company culture that has been essential to Z's successful move from a fossil fuel company to an organisation at the crest of new vehicle technologies.

**Other presenters also touched on aspects of workplace culture. The Log Transport Safety Council produced an extremely powerful video on sleep apnoea and how trucking companies can help support drivers suffering from it.**

**Abbie Reynolds** of the

Sustainable Business Council talked about the effectiveness of setting goals and challenges for staff in terms of fuel efficiency and meeting environmental targets.

**Todd Moyle and Tim Crow** from North Canterbury Transport Infrastructure Recovery (NCTIR) described how four separate organisations and 1500 workers were able to come together and deliver on a project of the scale of the Kaikoura rebuild.

The reality is NCTIR's project could have been totally overwhelming: 1500 damaged road sites along 194 kilometres, one million cubic metres of material that needed to be moved from dozens of slips and unstable hillsides, a road and rail line that in many places had to be completely realigned, and two-and-a-half kilometres of seawall that needed to be constructed.

**However, the collective goal of reopening State Highway 1 and the main trunk rail line, reconnecting isolated communities and achieving something that can only be described as epic created a team culture that tied the project together.**

These few examples illustrate just some of the ways in which an organisation can create and hold on to a strong workplace culture and reap the rewards that come from that.

Each organisation has different challenges in its business so there is no one-size fits all approach.

But being attentive to the values and aspirations of staff and providing them with the ability to learn on the job are good places to start. ■



# Where have all the drivers gone?

If you advertise a truck driving role now, you are unlikely to receive the numbers of responses you would have in previous years.

**That's because that driver pool no longer exists.**

The Sector Workforce Engagement Programme (SWEP) has been working on developing pathways into the road freight industry for the past year in an effort to tackle the problem.

To maintain our current level of productivity in New Zealand, we need 2800 new drivers every year for the next 10 years.

The reality is we have attracted just 1800 new drivers consistently for the past three years.

The freight task is increasing with the Government predicting a rise in freight, adding another 50 million tonnes by year 2022. Trucks are likely to carry 90% of it.

**While higher productivity motor vehicles are now commonplace on New Zealand roads, we are unlikely to see the freight gains of the past as we have reached a ceiling on weights due to infrastructure and equipment limits.**

It is evident in most trucking companies throughout the country that the driver age group is getting older, with the largest in the 53 to 57 age bracket. Our fourth largest cohort is over retirement age.

Our industry is not alone in this but we must be mindful of what other aggravating factors are apparent, such as the reasons for leaving a job and never returning to employment. They fall into two categories:

**Leaving due to retirement:** About a third of over-65s are still in employment and predictions are this will likely remain, with the bank-

ing sector forecasting a third of all over-65s will still have a mortgage in the future. Retirement is still the number one reason for leaving employment forever. Therefore, companies need to plan for the exit of their retiring workforce members, which could mean a steady reduction in hours or days worked prior to ceasing work.

**Steve Divers** is a former officer with the London Metropolitan Police who moved to New Zealand in 2002. He has worked in vehicle compliance, permitting and project management roles with Vehicle Testing NZ, NZTA and the Dynes Transport Group. As director of Careers Pathways for the Road Freight Transport initiative, his role is to address the transport industry's driver shortage.



**Sickness and injury:** This is of serious concern and a top reason for leaving employment, particularly for those in the 53 to 57 age group. That means our largest group of drivers is also our most vulnerable. Companies need to consider what light duty work they can provide to keep an employee in contact with their workplace, and include preventative injury measures and monitor and assist employees. It could mean offering health insurance, allowing access to medical services faster which is a benefit to both employee and company.

**Driver licensing with youth is another concern - less than 34% of the under-25s hold a full car licence. That frustrates our pipeline of new drivers as many in our target age group have not yet qualified for even the basic requirements of a class 2 licence.**

Countries such as the United States and Canada are experiencing identical issues.

When you consider all of this is happening with near-record low unemployment

figures, it further reduces the likely pool of people we can draw from to entice into our industry.

SWEP has been busy working to identify what we can do and has come up with four key areas.

**Schools and student engagement:** Companies need to link with their local high schools and take op-

portunities to promote their own businesses to years 11 to 13. It could mean providing opportunities to students to take part in work experience and summer jobs now exams have finished, or sponsoring local sports teams. Seek out and talk to the careers teachers in your area because there are thousands of students who won't take an academic pathway after finishing school. Can you provide opportunities to learn in your business?

**Increasing polytechnic coverage:** Of the 16 institutes of technology around the country, only five offer commercial road transport courses. SWEP has been working with NorthTec, Toi Ohomai, Eastern Institute and Whitireia as they develop their new courses. These will work with industry input by giving students practical driving experience while learning. It might mean a student works in your business for one or two days a week. The Southern Institute of Technology operates its course from a transport operator's yard and employs company driver

trainers to teach the students. This approach will produce a driver with the necessary skills you seek. SWEP is also working with Manukau Institute of Technology to develop a new course for the Auckland area. It's likely to launch early in 2018.

**Industry training:** SWEP is working with industry training group MITO to develop its suite of qualifications. The idea is to have a pathway of qualifications supported by training that can be delivered in your business to recruit and train new drivers. The value of a qualification has never been recognised by our industry and it's a fundamental reason

why driving is widely viewed as unskilled. We know this is not the case but to change the perception requires our industry to recognise qualifications and experience are mutually beneficial.

**Driver licensing and youth:** SWEP has highlighted this consistently and while not in our immediate control, policy is likely to be developed to help young people get their driver's licences in schools. That will have a positive effect on our ability to identify and train new drivers in our industry.

Recent SWEP work with non-academic students identified they wanted to earn money and gain stable employment when they left school but were unlikely to pay for training themselves.

**But if an employer offered them paid training they would accept it.**

*The SWEP team is looking for opportunities to link employers with students and training providers. Contact [steve.divers@truckingcareers.nz](mailto:steve.divers@truckingcareers.nz) if you would like to become involved. ■*

# Tackling bias in the transport industry

**W**omen in Road Transport is about encouraging people, being inclusive and portraying our industry in a positive light not often seen by the public.

Our real world of computer-aided, automatic vehicles and "clean loading" via mechanisation is not seen. The old images remain in people's minds, often given to them by older people.

**Have a quick think about conversations where you've thought, "That's not right".**

It's interesting to watch traditional Labour voters vs National voters talk about a politician. Or Wallaby supporters talk about the All Blacks and vice versa.

You're left wondering whether we watched the same game. How can the ref have got it so wrong? Beauden Barrett is such a sweetie he would never deliberately foul anyone after all.

Who was the best player this year? I'm from Taranaki so it's Barrett. But Brodie Retallick got the most votes in the New Zealand Herald poll.

Let the debate begin - but have you ever wondered why we get so embroiled in our own point of view? I wrote, "I'm from Taranaki" so I have a bias towards the people I know and I want to see my region represented well.

How does this happen? One of the things we've explored this year is unconscious bias. Guilty!

**Yes, I asked an applicant to a driving course if she had coverage if her children were sick. None of my business - would I have asked a man that question? Oops, my bias was showing. I realised immediately what I'd asked and apologised and then asked all of the candidates the same thing to be fair.**

So what is bias? Put briefly, it is a prejudice in favour for or against something. It's a person or a group

compared with another, usually in a way that's considered to be unfair.

**Bias can also have a positive affect and can be changed or altered when presented with a new experience or point of view.**

Everyone has biases because they depend on the time in which we were brought up, what our parents thought or what our peers thought.

Bias can be for or against age, gender, gender identity, physical abilities,

about to say next because I'm challenging you to think about it.

Do you categorise someone because of their tattoos? Why do we care? We care because this can influence you in the negative when you are employing the next person for your team.

"Most of us believe that we are ethical and unbiased," writes Harvard University researcher **Mahzarin Banaji** in the Harvard Business Review.

"We imagine we're good decision-makers, able to objectively size up a job candidate or a venture deal, and reach a fair and rational conclusion that's in our, and our organisation's, best interests.

**"But more than two decades of research confirms that, in reality, most of us fall woefully short of our inflated self-perception."**

Imagine a police interview. They get this "witness view" every time they interview people about what they saw because the reports can vary widely depending on what they think they saw.

Perception changes how we see people which influences our attitude toward them and that alters our behaviour. It also alters what we see as important or significant about them.

Do you hear an inner voice in your head when someone is talking to you because you've already decided what they're going to say? It cuts down your time jumping to the conclusion. Guilty again.

If we feel comfortable around a person, ask why and if it is fair? We just might give them the job and justify it to make ourselves feel better.

**In England, employers are actively seeking out people with autism because they think differently and the feeling is that this can enhance their business. ■**

**Meryn Morrison** was appointed chairperson 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.



religion, sexual orientation, weight, colour of hair, facial hair, tattoos.

Why? We build our biases when we are overworked or multi-tasking and simply do not have the time to spend figuring out a new paradigm or example in our mind.

We quickly assign a thought pattern we've learned somehow. Bias stems from one's tendency to organise social worlds by categorising people or situations into bits of a puzzle we can process more quickly.

**We don't mean to but it's a result of many different influences growing up.**

Television, media and music videos can sometimes portray an unreal standard and unfortunately they know that a certain type of sensationalism sells - it's entertaining and biased towards making a profit.

We all have ideas about what beauty is and the old saying is, "it's in the eye of the beholder". We usually like symmetry and a Western ideal of blond blue eyes, so when that's in front of us, we naturally feel comfortable - our bias is satisfied. All is well - or is it?

Right now, you have formed an opinion about what I'm thinking and





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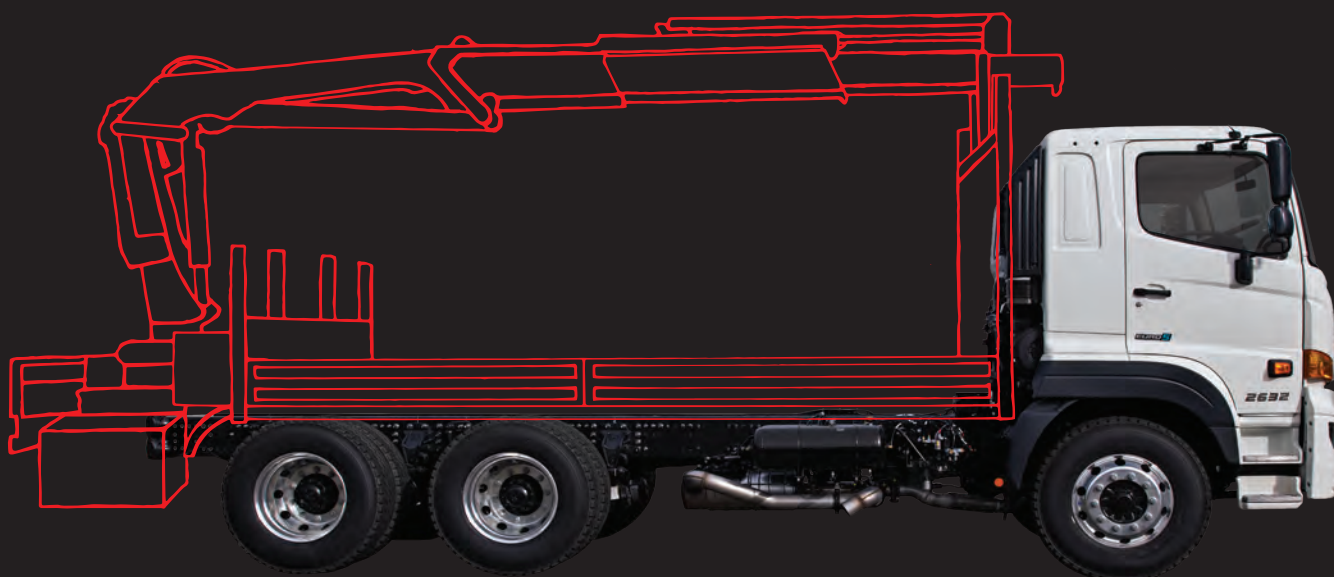
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