

PACCAR WORLD

DAF in action

Magazine of DAF Trucks N.V.

number 2, 2007



*Enhancements
to DAF construction
vehicles*

DAF

A PACCAR COMPANY

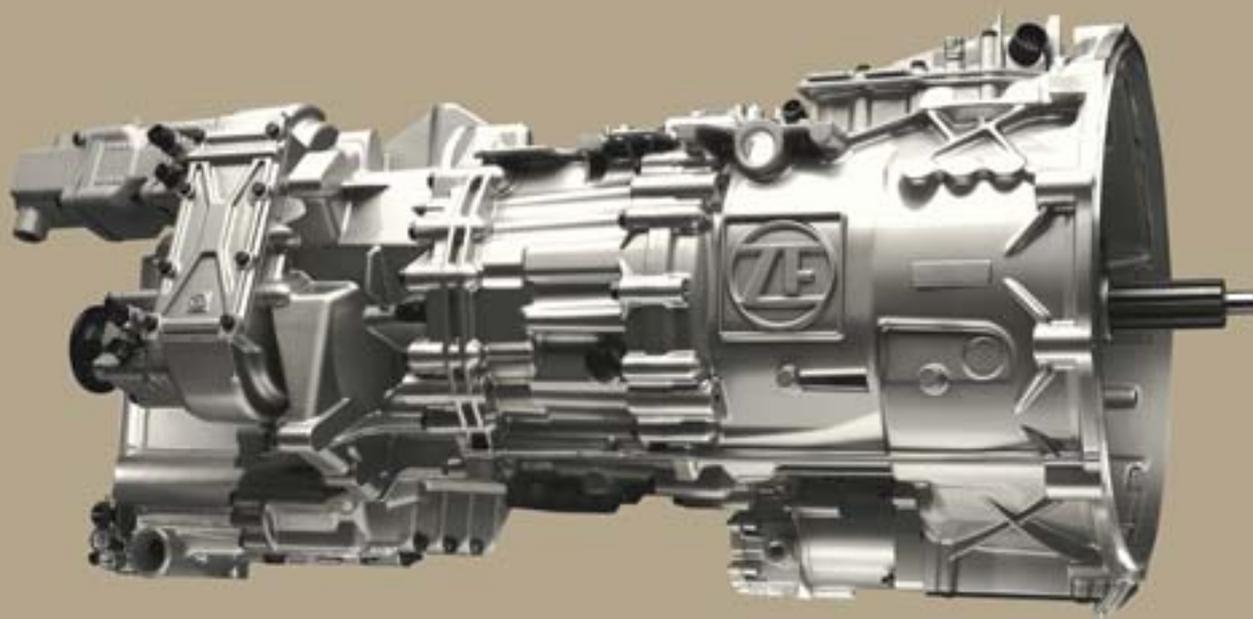


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Driveline and Chassis Technology



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Booming Business!

On 19 April, the 750,000th DAF truck to be manufactured in Eindhoven since the very first DAF truck was produced in 1949 rolled off the production line. While it was 35 years before the 250,000th DAF truck rolled off the conveyor belt, the leap from the 250,000th to 500,000th truck took less than half that time – just 15 years. And the leap from the 500,000th to 750,000th truck took even less time – just under eight years! If growth continues as expected, we will definitely be seeing the millionth DAF truck to be manufactured in Eindhoven in less than eight years time.

Production in Eindhoven has increased eleven times in the last three years alone. At the beginning of June this year, production in Eindhoven rose to a record daily volume of over 180 trucks. In addition to this, 22 CF and XF trucks and 50 or so LF trucks are built daily at our sister company Leyland. For the first time in the history of our company, there will be no factory shutdown in the summer and the production companies will continue working as normal during the holiday period to enable us to serve as many customers as possible. Further production increases are also planned for later in the year to ensure that we can continue to meet the increasingly high demand for DAF trucks.

We think this growth will be far from over, since demand for methods of road transport is set to increase even further in the coming years. As Dirk Schuitemaker (our Business Intelligence Manager) reports in this DAF in Action Magazine, further substantial growth in the volume of goods is expected in Europe in the coming decades. The European Commission's Directorate-General for Energy and Transport predicts an increase in the total goods volume in Europe of more than 60% by 2030! And as barely any significant shift in the proportions of the various modes of transport is expected, the demand for road transport is set to exhibit proportional growth. The future of road transport looks promising – it is without doubt a booming business.

This also presents Europe with a tremendous challenge. Radical measures are needed to achieve a dramatic increase in efficiency with regard to the transport of goods. Optimum use will have to be made of all modes of transport if we are to be able to handle the increase in goods volume in the coming decades. With this in mind, DAF has been arguing in favour of bigger, longer and heavier trucks for years; not only through trials in the Netherlands, but across the whole of Europe. Much more attention also needs to be paid to other solutions, such as specific lanes for freight transporters and intelligent traffic control systems. The economy will not be able to grow without road transport; but it does need to be handled in a responsible and intelligent manner.

Aad Goudriaan



President-Director



Colophon

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XF105 Truck of the Year in Poland and Ireland



The XF105 was recently voted 'Truck of the Year in Poland' by readers of the leading transport magazine *Polski Traker*, for the second year in a row. DAF's flagship model also achieved national accolades in Ireland.

"An excellent recognition", said Zbigniew Kolodziejek, Marketing Manager of DAF Poland, in reaction to the recognition by *Polski Traker*. "In the fourteen years that the prize has been awarded, DAF is the only brand to have won the accolade four times. The 95XF was declared the winner in 1998 and this was followed a year later by the CF85 and now the XF105 for two consecutive years."

Ireland

At a well-attended meeting in Enfield, Ireland, organised by the trade journal 'Fleet Transport Magazine' and Castrol Lubricants, the XF105 received no less than two accolades: 'Irish Tractor Unit of the Year' and the overall accolade 'Fleet Transport Irish Truck of the Year 2007'.



Simon Teevan, Sales Director at DAF Trucks Ireland (left) is presented with the 'Fleet Transport Irish Truck of the Year' award by Jarlath Sweeney, Editor of Fleet Transport Magazine.

DAF's new fashion line

DAF is launching a completely new collection of clothing and leather goods, complemented by a wide range of stylish fashion accessories. Cool and casual and of the finest quality. From simple caps to leather jackets, and from watches to T-shirts, the entire collection can be viewed at www.daf.com. Alternatively, ask your DAF dealer for the full brochure.



'Best Coach Engine Producer of the Year 2007'

At the recent Bus World Asia, one of the world's most prestigious bus and coach shows, DAF was declared 'Best Coach Engine Producer of the Year 2007'. The pioneering reliability and durability of the 9.2-litre PACCAR PR engine and the 12.9-litre PACCAR MX engine, combined with the favourable fuel consumption they exhibit, helped DAF take the title. "These features make the PACCAR engines developed and manufactured by DAF ideal for buses and coaches", declared Chair of the panel Martial Benoot. "The excellent reputation that DAF enjoys in China also played a key role in our decision to honour DAF".

Since 2001, DAF has supplied several hundred engines to China for use in buses and coaches. Many of these engines already have over 1.5 million kilometres on the clock, operating under tough conditions without any problems.



Digital recycling guide

At DAF, recycling is an important consideration in truck design; 80 to 90% of a truck's weight can be recycled.

In addition to metal, the plastics are also ideally suited for re-use, as long as it is clear what the part is made from. This is why all plastic parts in a DAF truck are labelled with a specific code so that dealers or recycling companies can separate the different types of plastic, making recycling easier.

Even simpler than using numerical codes is DAF's digital recycling guide. Colours are used in this guide, with each type of plastic depicted in a different colour. This makes it easy to see at a glance which material was used to produce a certain part.

For more information:

www.daf.com -> about DAF -> environment -> DAF Guide for recycling plastics.



Management appointments at DAF Trucks N.V.

On 1 April 2007, **Pieter de Grauw** was appointed Director of



Operations at DAF Trucks N.V. Pieter joined DAF in 1984 after a successful career with the Dutch armed forces. At DAF, he held management positions in the Sheet Components factory, the Engine factory and the Truck factory, before being appointed Director of After Sales in 2000 and, more recently, Assistant General Manager of PACCAR Parts Division Europe.

With effect from 1 June 2007, **Ron Bensen** has been appointed Director of Marketing & Sales at DAF Trucks N.V. Ron joined DAF in 1998 as Managing Director of DAF Trucks Czech Republic.



In June 2000, he was appointed Managing Director of DAF Netherlands. Ron was also responsible for the Scandinavian markets. Earlier this year he was appointed Managing Director of DAF Germany.

With effect from 1 July, **Marc Peters** has been appointed Senior Director of PACCAR's Information Technology Division (ITD-Europe) in Eindhoven. Since Marc joined the company in 1998, he has fulfilled a variety of management roles, including that of DAF IT Director. He has also been in charge of the ITD Europe Solution Center.



Star of the shows

This impressive XF105.460 is a frequent and popular guest at the many truck shows held in the United Kingdom. It is owned by Danabb Transport, from Andover in the UK, and its special decoration was inspired by the 'The Godfather', Francis Ford Coppola's world famous cult film from 1972. Its owners, Chris and Tina Hewlett, have also decorated other DAFs in their fleet with film themes.



From left to right: Aad Goudriaan, President-Director of DAF Trucks N.V., Mark Pigott, Chairman & Chief Executive Officer of PACCAR, Jos Smetsers, the then Director of Operations at DAF Trucks N.V.

DAF wins 'PACCAR Chairman's Quality Award 2006'

At PACCAR's Senior Management Meeting this spring, Mark Pigott, PACCAR's Chairman and Chief Executive Officer, presented DAF with the 'Chairman's Quality Award 2006'. This is the third time that DAF has been honoured with this prestigious accolade.

"DAF is driven by quality", said Aad Goudriaan, DAF's President-Director. "It's not for nothing that we are the first truck manufacturer to comply with the ISO/TS 16949 standard, the new world standard in quality. It's not for nothing that DAF has been a Six Sigma company for more than ten years now, and has been implementing the most advanced quality systems and tools throughout the entire organisation. DAF's outstanding quality starts with its 8000 plus enthusiastic employees, who know that it is their individual responsibility to deliver quality, and that the quality that they deliver determines the satisfaction of our customers, and the future of our company. We are exceptionally proud that DAF has been presented with the PACCAR Chairman's Quality Award. At the same time, we do realise that we cannot sit back on our laurels. If we want to maintain and expand on our advantage ahead of the competition, we will have to perform even better tomorrow than we do today. In the interest of our company and that of our customers."



Enhancements to DAF construction vehicles

DAF trucks for the constru

The wide variety of transport applications in the construction industry requires a wide range of vehicles. From light 4 x 2 tippers for small-scale work to four-axle concrete mixers with a capacity of 9 cubic metres or heavy transport tractors for a Gross Combination Mass (GCM) of up to 120 tonnes or more. DAF offers the right transport solution for every application. Efficient and reliable, safe and comfortable.



The new four-axle CF FAD 8x4 is exceptionally well suited for applications using a tipper, concrete mixer or concrete pump.



Every transport application places unique demands on the truck. Which is why every DAF is unique. Manufactured to the customer's specifications and put together from a wide choice of cabs, chassis, drive-lines, PTOs and axle configurations. The LF for quick, light work; the CF as a real all-rounder, and the XF105 as the flagship for long distances or for heavy transport.

Renewed CF series

Whether for a concrete mixer, tipper or concrete pump, or for a loader system or body with crane for transporting bricks, the renewed construction vehicles in DAF's CF series provide the perfect base. With its handsomely-styled and spacious cab, new series of powerful, efficient and clean engines, high load capacities and an extended range of chassis and axle configurations, the new CF series offers a vehicle to suit every application.

Depending on the model, the vehicle can be driven by either the 9.2-litre PACCAR PR engine with outputs from 183 kW/250 hp to 265 kW/360 hp or the 12.9-litre MX engine with outputs from 265 kW/360 hp to 375 kW/510 hp. The two engines are available with both Euro 4 and Euro 5 emission values.

Double-drive tandems

For applications that require frequent 'off road' driving, DAF supplies the new CF in various models with double-drive tandem. These are, first of all, the three-axle FAT 6x4 rigid (with a 7.5 or 9-tonne front axle and a 19, 21 or 26-tonne tandem for train weights up to 50 tonnes) and the FTT 6x4 tractor, mainly intended for applications requiring traction, such as for the transport of logs or piles or for special transport. In addition, the CF 'construction industry range' also includes the four-axle FAD 8x4 rigid, exceptionally well suited for applications using a tipper, concrete mixer or concrete pump. It has two steered 7.5 or 9-tonne front axles; in combination with a 26-tonne tandem, gross load capacities of up to around 34 tonnes are possible. Just like the CF 6x4 models,

ction industry

the FAD 8x4 is also available with 19 and 21-tonne tandems.

Enhancements to CF 6x4 and 8x4

DAF has introduced a number of enhancements to the 6x4 and 8x4 rigs, which provide further improvement in terms of comfort and ease of use and further reduce the vehicles' susceptibility to damage. DAF's familiar eight-rod tandem, which distinguishes itself by its high rolling stability and large pendulum swing (270 mm) for high off-road mobility, is fitted with 'silent blocks' for complete silence and even more driving comfort. An EBS braking system is now fitted as standard, as are Brake Assist and SMR anti-skid control.

To increase the approach angle further and increase ground clearance, the 6x4 FAT rigid is now positioned 5 cm higher on the front axle. To further reduce susceptibility to damage, a thicker 5 mm protective plate is fitted by the radiator on all 6x4 and 8x4 rigs and new steps have been designed with three rungs, with the middle rung fixed to the chassis and the flexible bottom rung suspended. Another new feature is the

stirrup step under the bumper, which can be folded out for cleaning the front windscreen. For this purpose, an extra handle has also been installed in the upper grille.

In response to the fact that drivers are now responsible for the load and must therefore be able to look in the body, a platform in the side of the cab is available as an option. The driver can stand on it with both feet, whilst a bracket on the roof provides an extra hand grip.

AS Tronic 'off road'

A specific adaptation of the 12-speed AS Tronic automated gearbox has been designed especially for 'off road' applications. This ensures that the gearbox shifts faster and the clutch is operated more quickly, so that the vehicle can also be driven in the automatic mode of the AS Tronic in off-road conditions. A button on the dashboard resets the shifting strategy of the AS Tronic back to 'on-road' for driving on normal roads.



The middle rung is attached to the chassis and the flexible bottom rung is suspended for further reduction in susceptibility to damage.

XF105 FTM: Heavy tractor for exceptional transport

Just like the new CF series, the XF105 is also available in a wide range of 4x2, 6x2, 8x2, 6x4 and 8x4 models. Unique to the XF105 is the FTM, an 8x4 tractor with double-drive tandem and steered leading rear axle, which together form a tridem. The XF105 FTM is exceptionally well suited for applications within the heavy-duty and special transport sectors, for combination weights up to 120 tonnes and more.

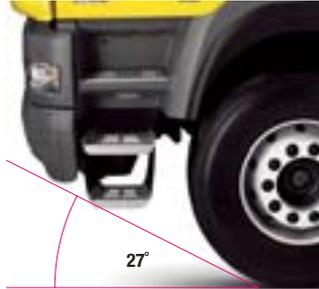
The XF105 FTM is available in two basic models. Firstly, a version with a 7.5 front axle and, at the rear, an 8.0 tonne leading rear axle and a technical 21-tonne driven tandem, consisting of two axles with hub reduction. This produces a GVW of 34 tonnes. In addition, DAF's heavy transport tractor is available with a 9.0-tonne front axle and, at the rear, an 8.0-tonne leading rear axle and two 13.0-tonne tandem axles. This extra heavy variant has a technical GVW of 41 tonnes.



The new XF105 FTM is supplied with the 12.9-litre six-cylinder PACCAR MX engine. The engine is available with outputs ranging from 300 kW (410 hp) to 375 kW (510 hp), with torques of 2000 to 2500 Nm respectively, available over a broad speed range of 1000 to 1500 rpm. The AS Tronic automated transmission is available for an additional charge. In this case, the FTM can be fitted with the sixteen-gear version, which has been specifically designed for heavy applications.



A platform in the side of the cab is available as an option.



An approach angle of 27°.



New steps with three rungs for further reduction in susceptibility to damage. The middle rung is fixed to the chassis and the flexible bottom rung is suspended.

A range of 6x2s

In addition to the models with double-drive tandem, the 6x2 models in the new CF series are also popular for use as transport within the construction industry. The rigid, which are exceptionally well suited for transporting dump containers and building materials, are fitted with either a 7.5 or 10-tonne trailing axle, depending on the choice of single or double assembly, for gross load capacities of up to around 19 tonnes. For maximum manoeuvrability, the CF rigid is also available with a steered and liftable trailing rear axle. The 6x2 tractor models with trailing axle are often used for special, heavy applications requiring frequent manoeuvring. Lifting the trailing axle results in a short wheelbase, providing a high degree of manoeuvrability as well as more traction. As a tractor, the new CF series is also available with steered leading rear axle, which can be used, for example, in combination with a brick semi-trailer or flatbed trailer or within the special transport sector with GCWs up to 80 tonnes (depending on the legal requirements).

Walls, window frames, insulation materials, construction waste, sand ...
LF for distribution activities in the construction industry

Construction work not only entails tough jobs in mud and sand. A lot of construction transport involves the transport and distribution of building materials, and the removal of waste and rubbish with small tipper trucks. DAF's LF trucks set the standard for this lighter type of work.

The DAF LF is designed for distribution work from front to rear. With its compact dimensions, tight turning circle and comfortable steering, the LF offers greater manoeuvrability than any other truck. With engine outputs ranging from 140 to more than 280 hp, the right engine can be selected for every application. As an option, an auto-shifting AS Tronic six-speed gearbox is available. And, of course, various PTOs are also available for the LF.

from 4.5 tonnes for a GVW of 7.5 tonnes for the lightest LF45, to 13 tonnes for the 18-tonne LF55. And the LF55 with steered trailing rear axle combines a gross payload of 15.5 tonnes with optimum manoeuvrability. All LFs have sufficient overcapacity on the front axle to prevent overloading with partial loads. And with a maximum GCM of 32 tonnes, a trailer is also a possibility. The LF55 is also available as a tractor.

Low weight, high payload

The LF's low weight also allows for the highest load capacity in its category, varying



The LF also has 2009 emission values

Complete DAF range available in Euro 5 configuration

Following the introduction last year of the new LF series with new 4.5-litre and 6.7-litre Euro 4 engines, DAF's popular range of distribution trucks will also be available with Euro 5 emission levels from this summer. Since the new CF and XF105 – 'International Truck of the Year 2007' – have been available in Euro 5 versions for some time, this move means that DAF's complete range of models will be available with emission values that comply with legislation not due to come into force until 2009.

In the new LF series, DAF last year introduced the all new 4.5-litre and 6.7-litre PACCAR FR and GR engines with Euro 4 emission levels. These engines, with four and six cylinders respectively, deliver outputs of 140 to 285 hp and are distinguishable by their excellent performance, maximum reliability and low fuel consumption. To satisfy market demand for even cleaner engine variants, DAF is expanding the LF product range to include a number of Euro 5 versions. These emit around 40% fewer nitrogen oxides than the Euro 4 models currently compulsory in the EU, which in turn produce 30% fewer nitrogen oxides and 80% fewer soot particles than vehicles with a Euro 3 engine.

Choice of three Euro 5 engine variants

For the LF Euro 5, DAF offers a choice of three engines: the 4.5-litre four-cylinder PACCAR FR engine with an output of 118 kW/160 hp and the 6.7-litre six-cylinder PACCAR GR engine with outputs of 165 kW/224 hp and 184 kW/250 hp. Both these six-cylinder Euro 5 engines are also available in the DAF CF65.

Just like the Euro 4 engines, the Euro 5 models also draw on DAF SCR technology in order to comply with the stringent emission standards. With this technology, AdBlue is injected into the exhaust gases, so that nitrogen oxides are broken down in the DeNOx catalytic converter into harmless nitrogen and water vapour. Because this emissions after-treatment technology has



Just like the 4.5-litre four-cylinder PACCAR FR engine, the 6.7-litre PACCAR GR engine also stands out due to its excellent performance, maximum reliability and favourable fuel consumption.

DAF's complete range of models is available in Euro 4 and Euro 5 specifications.



To satisfy market demand for even cleaner engine variants, DAF is expanding the LF product range to include a number of Euro 5 versions.

no effect on the engine, the engine settings can be optimised to achieve ideal combustion and low fuel consumption. The Euro 5 engines do not require a soot filter to meet the stringent requirement of 0.02 grams per kW/h.

Solid reputation

In the spring of 2006, DAF introduced the new LF series, characterised by a completely new range of state-of-the-art PACCAR engines as well as an optimised chassis layout, a new interior design and an even more modern appearance. With trend-setting driving characteristics, superior efficiency and with proven reliability and durability, the DAF LF series has a cast-iron reputation with hauliers and drivers in the distribution segment from 6 tonnes to 21 tonnes GVW.



Koninklijke Saan: Quality



“Look, you can only exist for 110 years if you have a good relationship with many loyal customers. In turn, you have to be a loyal customer too. DAF has always been able to meet our needs.”

The logistics service provider Saan in Diemen has been granted permission to use the honorary title ‘Koninklijk’ (Dutch word for ‘Royal’) and does so with verve. Koninklijke Saan is in excellent company, as only 149 other Dutch companies have received this designation. Koninklijke Saan is big in (business) relocations and specialises in the transport and positioning of machines, crane rentals and mobile lane signalling. Koninklijke Saan is also undergoing significant growth in archive management.

The designation ‘Koninklijk’ provides a company with a certain status both at home and abroad. The title is granted by Queen Beatrix herself and only after a very strict balloting process. For example, the company has to be in Dutch hands and must have existed for at least 100 years. It also has to behave impeccably and demonstrate that it pursues a socially responsible policy. The

110-year-old Koninklijke Saan received the title in 1997.

Versatile logistics

This Amsterdam company mainly operates ‘business-to-business’. “This is due to the nature of our activities”, explains Managing Director Joop Saan. “It is our removers that mainly carry out orders from private indivi-

duals; about two to three a day. That is a relatively small proportion of the 90 jobs we have on average per day. Our focus therefore lies on business relocations, where speed and logistics are of the essence. You deploy more trucks, ensure that everything can be wheeled away and make sure there is a constant flow between the old and new buildings – or between two different departments, as many relocations occur within the same building. When a private individual moves, it is more of an emotional event and cost is of greater consideration for the customer. A different approach has to be taken.”

Much hoisting

Koninklijke Saan is the largest remover in the Netherlands and is also a leading company in crane rentals. “We have 80 cranes, including 22 mobile tower cranes, which are mostly from the Dutch make Spierings. This means that they are fitted with DAF engines. The newest ones are even Euro 4! We specialise in hoisting in places where space is very limited. One of our mobile tower cranes can fit alongside an Amsterdam canal and lift 1.7 tonnes to a height of

and innovation

Text: Bert Roozendaal

Photos: Haan Fotografie, Koninklijke Saan



60 metres. Thanks to a horizontal reach of at least 40 metres, we can easily reach over a canal building or office building. And this machine can be in place in 20 minutes! In order to assist our customers quickly, we have cranes stationed at eight different locations in the Netherlands. Cranes are hired by the hour, so you can have several jobs in one day. Speed and planning are then an advantage.”

Purely DAF

Koninklijke Saan drives almost purely DAF. “We do have a few other makes, but this is mainly due to company takeovers. These are then usually replaced with DAF.” There has long been a preference for the Dutch product. “It’s a good make”, explains Joop Saan. “Look, you can only exist for 110 years if you have a good relationship with many loyal customers. In turn, you have to be a loyal customer too. DAF has always been able to meet our needs. Many of our 65 trucks are normal rigids. But our Special Transport department in particular has many highly specialist vehicles, such as a 90-tonne 6x4 ballast truck for a mobile crane, and 8x2 trucks with three steered

axles that we use as tractors. In combination with a steered semi-trailer, it steers more tightly than a rigid and that is very important to us. For that reason, some of our removal vehicles also have a steered trailing rear axle.”

Lane signalling

Though modest in size, our Mobile Lane Signalling department (MRS) is large for its kind. “We have 27 units that can be used by the Highway Authority to block off sections of road. The advantage is that the equipment can be disconnected. Once we’ve transported the signalling, the truck and driver can do something else until they have to pick it up again. We make sure that the right signals are displayed on the announcing devices and are responsible for maintenance of the signalling. When the MRS devices are scheduled to be moved around a lot, the driver will remain on site to supervise and move the equipment.”

Archive management

Although it has very little to do with trucks, Joop Saan can enthuse for hours about the

latest addition to the business – archive management. Customers contract out the storage and management of their physical archive to Koninklijke Saan. Customers can request documents from their archive at any time. Saan delivers them and picks them up again. “Of course, a quick retrieval is essential”, he says. “This is why we have invested in an excellent automated archive management system, which enables the customer to access the archive he has stored with us from behind his desk.”

Koninklijke Saan wants to continue to expand steadily over the coming years. “We are a real Dutch company but are becoming more international. We already have a crane rental company in Romania. However, one thing remains certain for us – our business is about both people and specialisation. These factors have made us what we are today and we will never ever abandon this principle.”



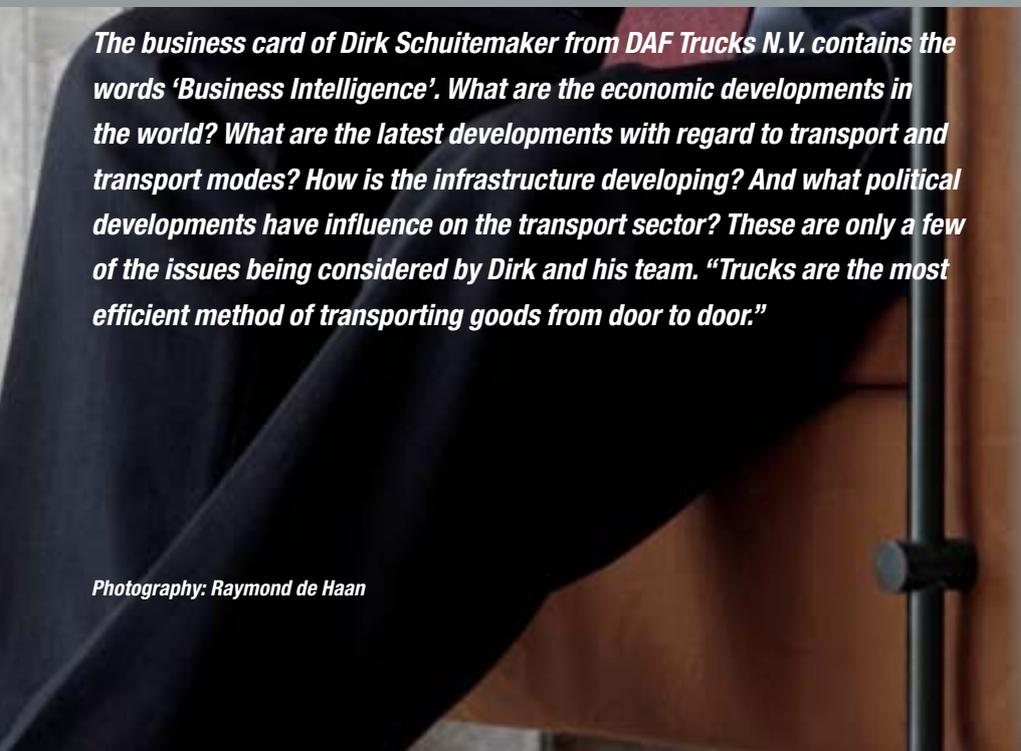
Dirk Schuitemaker,
DAF Business Intelligence

“Globalisation. This is the key word when talking about global economic growth and the directly related increase in demand for transport”, begins Schuitemaker. “Thanks to telecommunications and information technology, it is now no longer necessary for the development and production of goods to take place at the same location. A clear example of this can be seen in the electronics industry. Products are developed in Japan, for example, but manufactured in countries such as China. Transport costs are more than offset by savings in wages. It costs no more than 10 dollars to transport a TV made in China to the US by container ship. This is next to nothing when compared with a consumer price of around 700 dollars.”

Economic growth

According to the Economist Intelligence Unit, world trade will increase by an average of around 8% over the coming years. This growth is being driven by the United States, Japan and the EU, which was expanded to 27 countries on 1 October 2006 thanks to

Global transport needs still increasing Opportunities, challenges and obstacles facing road



The business card of Dirk Schuitemaker from DAF Trucks N.V. contains the words 'Business Intelligence'. What are the economic developments in the world? What are the latest developments with regard to transport and transport modes? How is the infrastructure developing? And what political developments have influence on the transport sector? These are only a few of the issues being considered by Dirk and his team. "Trucks are the most efficient method of transporting goods from door to door."

Photography: Raymond de Haan

the accession of Bulgaria and Romania, boosting the number of EU consumers to almost 500 million. “In addition, world trade is being stimulated strongly by up-and-coming markets such as China, Russia, Brazil and India. Their growth rates are far higher than those of the US and Japan, which is logical as they have a lot of room for growth”, says Schuitemaker. “China has expanded into the world’s fastest growing economy. Imports have almost doubled since 2000 and carried a value of 660 billion dollars in 2005. Its export figures are even more impressive. In 2005, China exported goods to the value of 762 billion dollars; more than double the value in 2000. And Russia is becoming increasingly prosperous, which is partly attributable to high oil prices. The Gross National Product in Eastern

Europe is growing on average at twice the rate of that in Western Europe.”

Transport

Economic growth and an increase in the need for transportation have always gone hand in hand. Schuitemaker says, “International goods flows will continue to increase. It seems as though the demand for transport is reacting more strongly than ever to the growth of the Gross National Product. In the last ten years, for example, worldwide container transport has increased by an average of 8.3% per year. In 2004, this figure even reached 11%, which equates to more than 85 million sea containers. Road transport in Europe will continue to grow significantly, not only as a result of the EU’s expansion but also because of the globalisation mentioned earlier and the related changes in production location.”

Infrastructure

In spite of all these positive growth trends, there are still a few clouds visible on the



“Despite the infrastructural problems, road transport in Europe still holds the future.”

and traffic



predominantly blue horizon. Though harmless now, they do have the potential to develop into heavy rain clouds. “There are limits to growth. Some of these can be found in the infrastructure”, explains Schuitemaker. “As they strive towards expansion, shipping companies are ordering increasingly large container ships. Worldwide leader Maersk already has four ships that can each carry no less than 11,000 sea containers. Can you imagine it? Ships that are almost 400 metres long, which is longer than the height of the Eiffel Tower. With a depth of 14 metres and a width of at least 50 metres, these giant ships are far too large to pass through the Panama Canal. Various large ports have literally missed the boat in being able to accommodate these ships. Take Great Britain, for example. Even though this was

originally a seafaring nation, loads from these ships are unloaded in Rotterdam and shipped across the channel by ‘feeder’ before being distributed to customers by road.”

Bottleneck

Further transportation to the hinterland is threatening to become a bottleneck. Roads are becoming extremely congested and the increase in goods on offer is not doing anything to improve the situation, says Schuitemaker: “11,000 trucks or a 71-kilometre-long train would be needed to fully unload one of Maersk’s sailing skyscrapers. Of course, this example is exaggerated somewhat, as this type of ship is never fully loaded or unloaded in one go, but it does give an indication of the size of the problem.

The railways and inland waterways may still have room, but optimum development of their capacity is becoming more and more complicated. In summary, without good infrastructure, growth of the economy will remain limited, and this makes the economy more vulnerable.”

Underdeveloped road network

The infrastructure situation described by Schuitemaker applies to the whole of Europe, but to Eastern Europe in particular. “The economic growth in Eastern Europe does not correspond one-on-one with improvements in the infrastructure there”, says Dirk. “It is true that a lot of hard work is being done and as such this provides a further impulse for the economies, but for the time being the road network is still



According to Dirk Schuitemaker, the use of creative transport solutions, such as the deployment of LHV's, can help to prevent an infrastructural seizure.

underdeveloped and of a predominantly poor quality. This is alarming, as road traffic remains the most efficient and most used mode of transport by far.”

Road transport: 73%

Dirk Schuitemaker cites some figures to illustrate the large share that road traffic represents in traffic as a whole: “In 2005, transport across land in the EU amounted to 2351 billion tonne kilometres. Road traffic represented a share of no less than 73%. Road transport will continue to grow considerably in Europe, keeping the risk of an infrastructural seizure very real.” Can the road transport sector itself do anything to

combat this? “It is vitally important for the sector as a whole to keep on lobbying the governments for improvements to the infrastructure”, answers Schuitemaker. “Road traffic that runs smoothly is good for the economy and important for the environment.”

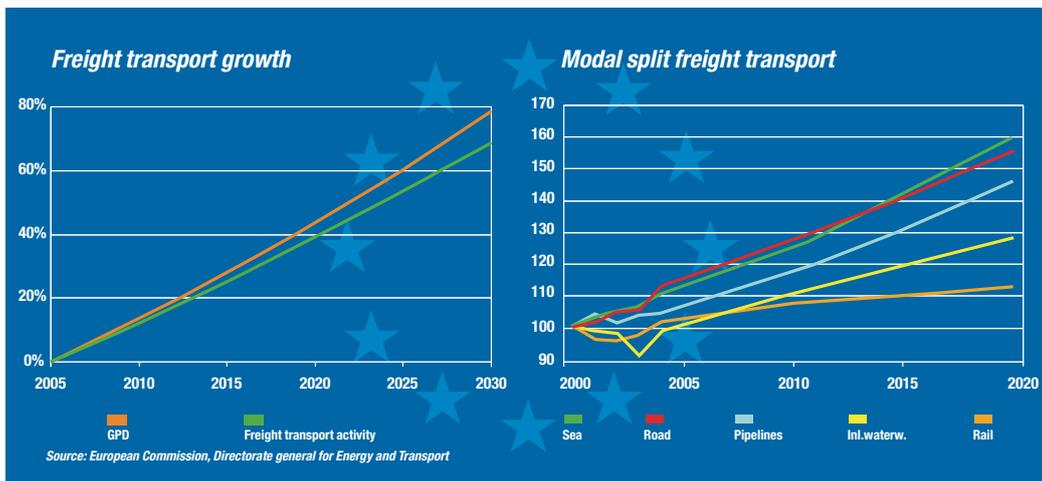
LHV

The use of creative transport solutions can also help to prevent an infrastructural seizure. Initiatives such as the deployment of LHV's (Long Heavy Vehicles) provide major advantages in terms of efficiency and the environment. These combinations, which are around 25 metres long and 60 tonnes in weight, have been a familiar

sight on Swedish and Finnish roads for years now and a large-scale trial has recently been concluded in the Netherlands. According to Schuitemaker, the results of the trial speak for themselves: “LHV's transport up to 50% more load at 33% lower fuel consumption. If LHV's were deployed on a large scale in the Netherlands, the nationwide emission of exhaust gases could decrease by three to five percent. Traffic flow in the Netherlands could decrease by 1 percent and the costs per transported tonne kilometre could even fall by up to 25 percent. The Danish and British governments have now also shown an interest in research into the benefits of Long and Heavy Vehicles. In Germany as well, a greater willingness to use different road transport solutions is evident.”

Deployability

The road transport sector will not be able to avoid the need to deploy its means of transport even more efficiently. Schuitemaker: “If you drive past a truck stop in the evening, you will see areas full of stationary truck combinations. Here, there is major potential for improvement in efficiency, although it will be a considerable challenge for the transport operator to be able to realise this within the current and future legislation relating to driving and working hours.” Schuitemaker concludes: “Despite the infrastructural problems, road transport in Europe still holds the future. The sector will keep on growing. Trucks are the most efficient method of transporting goods from door to door.”



According to calculations by the European Commission's Directorate-General for Energy and Transport, the growth of the total goods volume to be transported will keep pace with the growth of the Gross National Product within the European Union over the coming decades. There is also expected to be hardly any change in the shares represented by the different modes of transport. This means that road traffic, indicated by the red line, will continue to demonstrate considerable growth over the coming years.



New PACCAR Distribution Center

This month, PACCAR opened its new, ultra-modern parts distribution centre (PDC) in Oklahoma City. In addition, construction will soon start on a new PDC in Budapest, Hungary, to support DAF's continued expansion in Central and Eastern Europe. "Once the PDC in Hungary has been completed, PACCAR will have thirteen PDCs worldwide, each of them strategically placed to be able to meet the daily need for parts for PACCAR's growing customer and dealer base", says Rick Gorman, PACCAR Vice President and PACCAR Parts General Manager. "PACCAR Parts has more than tripled its sales since 1996, to almost 2 billion dollars in 2006. These investments will enable us to grow significantly further in this market."

Kenworth presents the hybrid truck

In May, Kenworth introduced the prototype of the T270 hybrid-electric truck as part of PACCAR's comprehensive worldwide hybrid programme, which includes a hybrid prototype of DAF's LF. "The aim of the T270 hybrid is to improve fuel economy by 30% in applications involving a lot of braking and accelerating, such as city distribution", says Mike Dozier, Chief Engineer at Kenworth.

In addition to a diesel engine, the Kenworth T270 is equipped with an electric engine that can also function as generator, a 340 volt battery pack and a power management system that determines when the diesel engine provides the drive and when and to what extent the electric engine is used. Energy released during braking is stored in the batteries for re-use during acceleration.



PACCAR builds engine factory in Columbus

In January 2007, PACCAR Inc announced plans to invest \$400 million in the building of an engine factory and Technology Center in the southeast of the United States. The new factory is to be built in Columbus, Mississippi.

"PACCAR is pleased to locate its engine factory in one of the most dynamic and progressive areas in the south-east", commented Mark Pigott, Chairman & Chief Executive Officer. "The Columbus, Mississippi site provides excellent proximity to our dealers, customers and strategic suppliers. PACCAR's outstanding financial performance, keen focus on quality, technology and productivity has enabled the company to consistently invest in its products, services and processes", said Pigott. In 2006, PACCAR achieved a record net income of \$1.5 billion with a \$16.5 billion turnover.

Completion in mid-2009

Construction on the 37,000 m2 facility will begin in mid-2007 and is due to be completed in 2009. The new facility will manufacture 12.9-litre and 9.2-litre diesel engines for Kenworth, Peterbilt and DAF trucks, and complements DAF's state-of-the-art engine factory in the Netherlands. According to Executive Vice President, Jim Cardillo, "This will be PACCAR's most technologically advanced and environmentally friendly factory." "The factory will initially take on approximately two hundred employees and it is anticipated that this number will rise to five hundred as production increases over time. Further employment opportunities will be created during the construction phase and as a result of suppliers expanding their capacity in the area", added Cardillo.



Grupo Logístico Arnedo, Spain

“Financial certainty is



The head office of Grupo Logístico Arnedo is situated in the heart of the Spanish province of La Rioja, which is famous for its excellent wines. The area lies half-way between the industrialised areas in the north of the Spanish peninsula and the Mediterranean coast. “A perfect location for our logistics activities”, says Javier Arnedo, Director of the leading transport company, which has 80 of its own truck combinations. “For me, the decision to opt for repair and maintenance contracts is an obvious one.”

Grupo Logístico Arnedo originated from a merger between the family businesses Transarnedo and Javier Arnedo Transportes. The company, which has almost 100 employees, has 80 tractors with curtain-sider semi-trailers and, at its head office in Logroño, a site with an area of 100,000 m² for storage and logistics facilities. In order to cope with growth, the company has modern distribution centres in Calahorra and Sant Boi, and another one is planned for El Villar de Arnedo.

“Our truck combinations mainly drive within the country”, explains Arnedo. “In principle, we take care of all types of transport. However, our most important customers are in the food sector and the packaging industry; we transport a relatively large amount of empty packaging. Another specialisation is the transport of prefabricated building elements and materials. These are locally produced goods which have to be transported elsewhere in Spain. Just like so many other companies in the transport sector, we have seen a significant expansion of our activities in the direction of logistics services. This is a consequence of market developments. It is within logistics services that we have been able to achieve considerable growth. We are able to offer our customers storage facilities as well as meet their transport requirements.”

DAF MultiSupport

Most of Grupo Logístico Arnedo’s fleet consists of DAF XFs with the ultra-luxurious Super Space Cab. “This is important for our drivers and just as important for our

essential for us”



customers”, assures Arnedo. “The truck’s well-cared-for exterior and excellent state of repair are our business cards for our customers. When purchasing new vehicles, I also look for maximum service. This means that I don’t only focus on vehicles that are the most reliable during their four or so years of use; I look for those that are also supported by a complete service package in terms of financing and after sales. This takes a lot of work off my hands. Even the best trucks sometimes need unforeseen maintenance due to a breakdown. This is why we conclude repair and service contracts with DAF MultiSupport. These cover all planned and unplanned maintenance and repair work for a fixed price. In my opinion, the most important advantage of concluding these service contracts is the certainty I have that these fixed costs will rule out the possibility of unexpected major expenses. This allows me to calculate the profit margin for operating each truck beforehand, which is essential given the number of vehicles we work with. I believe that a repair and maintenance

The head office of Grupo Logístico Arnedo is situated near to Logroño, capital of the La Rioja province, and covers an area of 100,000 square metres.

Javier Arnedo, Manager of Grupo Logístico Arnedo, is head of a company with a fleet of 80 of its own vehicles.



contract should not be seen as an addition to purchasing or leasing a truck, but as an absolute necessity.”

Fewer kilometres

“With a fleet such as our DAF XF95 480 Super Space Cabs that is also supported by PACCAR Financial, we are best able to cope with the current situation that transport operators are finding themselves in”, says Arnedo. “Costs are rising in all areas. We also have to deal with the change in legislation regarding driving hours and rest periods, which further limits the number of kilometres driven. In the past, our trucks covered around 150,000 kilometres per year, but they barely reach 140,000 kilometres now. Although on the one hand we need to pass the increased costs on to our customers, we also need to have a fleet that offers the most favourable costs in terms of fuel consumption and maintenance costs, for instance, if we want to remain competitive. The financial certainty provided by the Repair and Maintenance contracts from DAF MultiSupport and by the services of PACCAR Financial is essential to us.”

Jérôme Douy, representative of a French transporters organisation

“Distribution centres closer



Together with Paris and four adjacent departments, Ile-de-France forms the literal and metaphorical heart of the French nation. Around 20% of the French population live there and logically it is one of the leading economic and logistics centres within France. “The trend is for distribution centres to be sited further and further away from the sales areas”, says Jérôme Douy, regional representative of TLF, the French Logistics and Transport Companies Federation. “This is completely contrary to the needs of the major population centres.”



It is no surprise that a city such as Paris is one of the busiest areas in Europe in terms of transport and logistics. However, the fact that each inhabitant in the region ‘uses’, on average, the equivalent of 26 tonnes of freight each year (roughly speaking, a semi-trailer’s full load) does make an impression; just like the fact that 1.3 million deliveries are carried out each day in Paris alone.

Special tax

“At present, there is a clearly visible trend for distribution centres to be sited further and further away from the sales areas”, emphasises Douy. “The reason for this shift is the rapid urbanisation of the Paris region, which is home to an average of 900 inhabitants per square kilometre. Space has become too scarce and too expensive, particularly for companies requiring large surface areas. Another reason for logistics companies to be sited elsewhere is the special tax on warehouses with a surface area greater than 5000 m², which is levied by Ile-de-France, the only region in France to do so.”

Most of the logistics companies in Ile-de-France are mainly interested in surface areas of 10,000 m² and greater.

to sales areas”



Jérôme Douy is the general representative of the TLF for Ile-de-France. This is an organisation which represents the leading logistics companies in the region: “More and more goods are required to be continually in stock, while the storage capacity of shops is decreasing further due to the costs that larger premises incur.”

As the distance between the logistics centres and the destination of the products increases, so do the number of kilometres driven. Douy: “This leads to greater environmental pollution, higher transport costs and, due to the poor traffic circulation, more frequent delays in deliveries. At the same time, consumers and retailers are making more stringent demands regarding delivery reliability and speed, particularly for food products. More and more goods are required to be continually in stock, while the storage capacity of shops is decreasing further due to the costs that larger premises incur.”

Political awareness of situation

“The fact that distribution centres are being built further and further away is completely contrary to the needs of major population centres”, concludes Jérôme Douy. “I am therefore advocating a reduction in tax pressure within Ile-de-France and improved coordination between the supply and demand of real property for the logistics sector. Having harped on too often about the direct nuisances caused by logistics companies, such as noise pollution and contamination, politicians now finally seem to be aware of all the economic, social and environmental aspects of this situation... The city of Paris

has therefore started renovating warehouses, such as those in Gobelins, Batignolles and St Ouen, with the hope of attracting back businesses. Supermarket giant Monoprix has established itself next to the railway in the Parisian suburb of Bercy, taking optimal advantage of the other excellent modes of transport within Ile-de-France. Don't forget either that logistics companies have much easier access to workers when sited closer to urban areas. It is exceptionally difficult at present to find people willing to travel long distances to carry out shift work in warehouses that need to be operational 24 hours a day.”

Favourable location

Ile-de-France generates a considerable flow of goods (366 million tonnes in 2003, of which 80 million tonnes in transit, 143 million tonnes within the region, 108 million tonnes nationally and 35 million tonnes internationally). With 28.7% of the French GNP and 5% of the European GNP, Ile-de-France is an extremely important economic centre. This region has the most imports (27%) and exports (18.4%) in France and is one of the four largest economic regions in Europe. Although it lies outside the central corridor that stretches out from the Ruhr to Northern Italy, Ile-de-France benefits from a favourable location on a transit axis between north and south, and from a close infra-structural network in particular. It also has another, not insignificant trump card in the market for logistics premises: the average annual rental prices are the lowest in the whole of Europe: 56 euro/m² on 1 January 2007 compared with 196 euro/m² in London, 90 euro/m² in Amsterdam, 78 euro/m² in Frankfurt, 60 euro/m² in Milan and 96 euro/m² in Barcelona.

(Source: Cushman & Wakefield)

The market for premises in Ile-de-France for logistics service providers is flourishing like never before. The more than 1.4 million m² on offer in 2006 is even a new record, according to the estimates of CB Richard Ellis, which specialises in industrial analyses. The region, which also includes Paris, has a total of around 29 million m² of warehouse space, of which 16 million m² consists of warehouses each with a surface area greater than 10,000 m². Ile-de-France contains a third of all logistics premises in France. Due to the attraction of 11 million consumers and 702,000 businesses, these premises are located together along an axis running from north to south by the side of the motorways. Until the 1980s, the logistics centres were largely situated in Paris and its suburbs; they were then moved to more than 30 km outside the French capital. Nowadays, they even cross the regional borders of the Loiret and Oise departments, around 80 kilometres outside Paris. In 2006, transactions relating to surface areas greater than 10,000 m² increased by 61%, compared with an increase of only 26% for smaller areas.

(Source: CB Richard Ellis)

PACCAR takes over Truck Center Hauser GmbH (TCH)



PacLease launched in Europe

PacLease, PACCAR's prominent and highly successful leasing company, has made its entrance into the European market with the takeover of Truck Center Hauser GmbH (TCH), a leading independent truck and trailer rental company in Germany.



Christian Sonnevile, PacLease General Manager in Europe: "TCH serves in the region of 3000 customers with its fleet of 1200 trucks, 1800 trailers and 700 containers. The company was hailed 'Best rental company in Germany' by readers of the authoritative publication EuroTransportMedia."

PacLease has been active for more than 27 years within the truck rental sector in North America and is continuing to expand on its success. "In 2006, the PacLease network grew to more than 280 franchised and company-owned locations in the United States, Canada and Mexico", says Christian Sonnevile, General Manager of PacLease in Europe. "In North America, PacLease has an impressive fleet of around 28,000 vehicles. It is the largest leasing company managed by a truck manufacturer, which also explains the success of the company. The entire process of specifying, ordering, producing, deploying and taking back the vehicles is taken care of by one party. This is highly advantageous for the customer and makes it easier for him to deploy a vehicle that is completely tailored to his specific wishes and requirements."

Entry into Germany

There are various reasons why PacLease has chosen the German market to make its European debut. "First of all, there is a strong market in Germany for truck rentals", explains Sonnevile. "It is a huge market

with potential for further growth. With the takeover of Truck Center Hauser GmbH, we can immediately take full advantage of this. It is one of the best established truck rental companies in Germany, with its head office in Dieburg, close to Frankfurt, and ten offices strategically located throughout the country. TCH shares PACCAR's passion for quality. The company is exceptionally service-oriented, is available 24/7 for its customers and offers complete transport solutions. TCH serves in the region of 3000 customers with its fleet of 1200 trucks, 1800 trailers and 700 shipping containers. The company was hailed 'Best rental company in Germany' by readers of the authoritative publication EuroTransportMedia."

Positive reactions

Initially, Sonnevile wants to focus on the integration of TCH and its employees within PACCAR. "Naturally, our aim is to expand on its success", he continues. "And this is something we are doing in close co-operation with DAF Trucks Germany and the German DAF dealers. Another issue we are looking at together, for instance, is ways of filling in the gaps in the TCH network in Berlin and Hamburg. In any case, initial reactions to the launch of PacLease in Germany through its takeover of TCH have been particularly positive. Customers appreciate the value of a rental company that is managed by the truck manufacturer itself."



Accolade

"This acquisition by PACCAR, one of the most successful technology companies in the world, is a great accolade to the TCH team of highly professional and service-oriented staff", says Dieter Hauser on behalf of the Hauser family. "In the past 17 years, TCH has grown into an extremely solid company. Now that TCH will become part of PacLease, there are excellent opportunities for further growth of the company in Germany and the whole of Europe."



At the very top: Mr A.L. Goudriaan, President-Director of DAF (left), hands over the keys for the 750,000th truck to be built in Eindhoven to L.H. de Rijke, Chairman of the Board of Management of the De Rijke Group.

DAF began with the production of its trucks in 1949 and, six years later the 10,000th truck left the factory. In 1957, the 20,000th truck rolled off the conveyor belt and this was followed by the 50,000th in 1964. Precisely twenty years later, the 250,000th DAF was manufactured. The next milestone was achieved in 1999 with the manufacture of the 500,000th truck. Though it took 35 years to make the leap from 0 to 250,000 trucks and 15 years to make the leap from 250,000 to 500,000 trucks, it took less than eight years for the leap from 500,000 to 750,000 trucks. Daily production in Eindhoven has increased ten-fold in the last three years alone. Each day, over 180 trucks roll off the conveyor belt. Add to this the 22 CF and XF trucks and 45 or so LFs manufactured at Leyland Trucks every day.

Jubilee truck for De Rijke Group

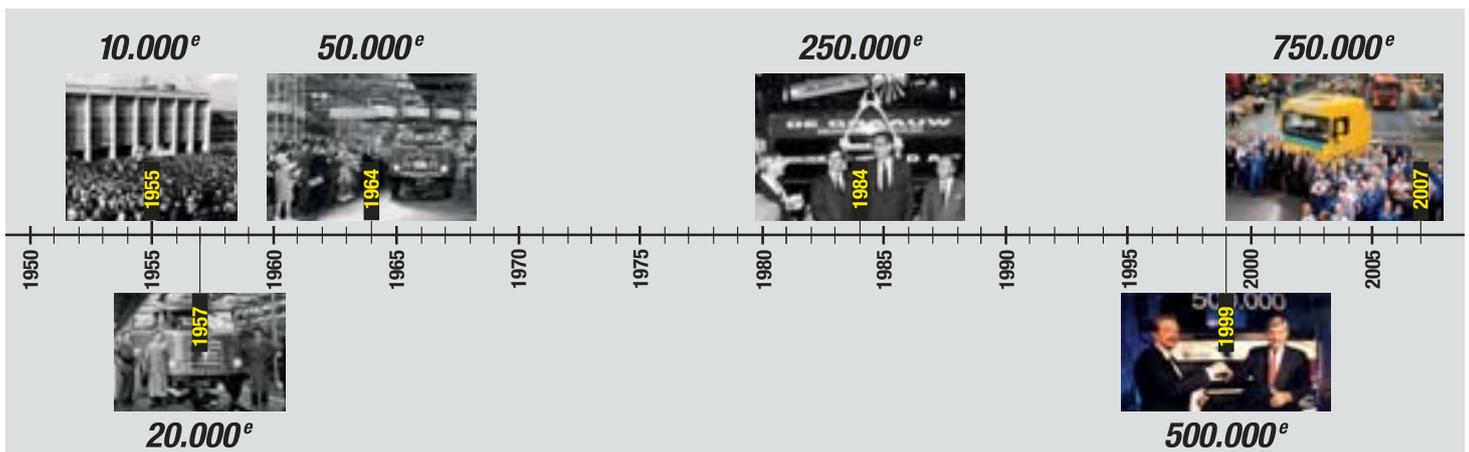
750,000th DAF truck manufactured in Eindhoven

In mid-April, DAF Trucks N.V. delivered the 750,000th truck to be manufactured in Eindhoven. Mr A.L. Goudriaan, President-Director of DAF, handed over the keys of the XF105 – International Truck of the Year 2007 – to Mr L.H. de Rijke, Chairman of the Board of Management of De Rijke Group, one of the leading logistics service providers in the chemical industry in Europe.

The first DAF truck was sold on 1 September 1949 and, in that year, a total of 150 trucks left the factory in Eindhoven. The following year, more than a thousand trucks were produced. This is in stark contrast to the huge number of trucks that the factory in Eindhoven manufactured in 2006 – almost 40,000 to be precise. “With a market share in the heavy segment that increased from 9.6 percent in 2000 to 14.5 percent last year, DAF is the fastest growing truck manufacturer in Europe”, says Goudriaan.

Reliability is the top priority

“DAF knows better than anyone what a transport operator demands of their trucks”, said Mr L.H. de Rijke, explaining why he had again decided to buy a number of DAFs. “In the chemical sector where we specialise, it’s definitely all about maximum reliability and vehicle availability. Furthermore, our customers expect maximum flexibility and we therefore also expect the same from the DAF service organisation. And, with ITS, DAF still has the best international assistance service in the truck industry. Another aspect that is extremely important: drivers appreciate the comfort and the space in the cabs of the DAFs. At a time when the shortage of drivers is becoming more acute, the XF105 is the best truck that we, as a business owner, can buy for our drivers. In addition, we as a company consider it important to send our people on the road with safe, environmentally-friendly and economical vehicles.”



With 25 tonnes of shrimps to Morocco

A driver's dream



Its low operating costs and maximum reliability and efficiency make the XF105 the ideal truck for business owners. The 'International Truck of the Year 2007' is also an ideal truck for drivers; an important factor at a time when the transport sector must contend with a shortage of drivers. Together with a colleague, the journalist Iep van der Meer spent a week travelling with one of the new DAF XF105s owned by the Dutch company Heiploeg, the largest shrimp processor in Europe.



Setting off from Zoutkamp in the north of the Netherlands, the journey will take us to Algeciras in Spain, where the trailer will board the boat for Morocco. This is a drive of 2700 kilometres one way. The entire journey there and back takes around a week. For this very reason, Heiploeg's tractors are equipped with the necessary luxuries, such as the original DAF refrigerator, a microwave and more or less all available options.

Space miracle

The refrigerated trailer is loaded with 25 tonnes of shrimps, freshly caught from the North Sea, which have to be transported

to Morocco to be peeled. We have put away our things in the many spacious storage areas found in the Super Space Cab. The large sliding drawer under the bunk is a particular gem. A lot can be stored in it and the luggage remains within reach. Next to it is the refrigerator, which can even store large bottles and cartons of soft drink standing up. These innovations go to show that DAF listened very carefully to the wishes of the drivers when designing the XF105. Another clever idea is the bottle holder, which has been placed at an angle behind the driver's seat; exactly where the driver would want it. These may seem like details, but when the cab is your second home, they can make all the difference. Onward south!

The 460 hp Euro 5 engine is a particularly quiet operator and the AS Tronic takes all the shifting decisions off our hands. Comfort at its best. The easy access, the comfortable and ergonomically designed work space and, in particular, the very generous living space offered by DAF's biggest cab are all unique. All operating units have been placed around the steering wheel and are therefore within easy reach. Even the automated gearbox can be operated from the steering column and this works really well. In addition, this and the



By: Iep van der Meer



semi-level floor help to create maximum access space.

Home from home, maybe better

After going via Paris, where we get caught up in the remnants of the evening rush hour, we head south towards Bordeaux. After a good meal and a cup of coffee, we decide to carry on driving; after all there are two of us and we have to be in Algeciras by Sunday afternoon. During the night-time drive, the red-toned night lighting gives the DAF's interior a cosy ambiance and the indirect lighting above the wall units is particularly attractive. Just before Poitiers, we reach our maximum driving hours for the day. The curtains are closed and the bunks look very inviting. There are manufacturers that offer the possibility of converting the sleeping compartment into a seating area, but DAF has purposefully decided not to do the same. If a driver wants to sleep, he wants to be able to step into bed immediately without having to rearrange the interior first. This is something which DAF understands well. As well as the fact that mattresses should be made from one piece. They really are generous-sized beds, and you can sleep in the XF105 just as well as at home, maybe even better. In addition, a handsome ladder has been designed for access to the top bunk. This

ladder, which can easily be folded away, is nice and wide and its carefully designed rungs are comfortable on the feet.

The next morning, after an excellent night's rest, we stop at a petrol station for a coffee from the drinks machine and to do some shopping. Having bought some local French delicacies, we set off again. The slide-out table in the dashboard serves as an excellent breakfast table and we spin away the kilometres whilst eating baguettes with pâté.

Ideal downhill speed control

In the Pyrenees just across the Spanish border, the MX engine gets the chance to show what it's really made of. We weigh more than 40 tonnes with our cargo of

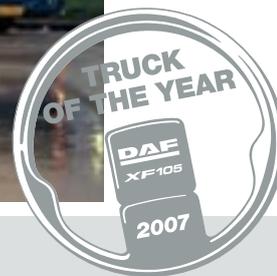
shrimps, but our 460 hp DAF leaves many colleagues behind. The truck's pulling power is phenomenal. The downhill mode of the cruise control is fantastic and, just like the radio and telephone, it can easily be operated from the steering wheel. Speed is regulated electronically both uphill and downhill and as a driver you only really have to pay attention to the traffic and steer. After Vitoria we swap seats for today's last four-and-a-half-hour leg. En route, we eat a hearty Solo Mio just before Madrid, prior to continuing our journey. We have to leave behind the cosy pub where several colleagues are already celebrating the weekend with a pint. We must continue. Duty calls and the shrimps have to travel onwards; whether it's Saturday evening or not. Only once we have passed Valdepenas do we park the vehicle and close the curtains. Even after an entire day's driving we still feel fine. And this certainly says something about the comfort offered by the XF105. It offers comfortable seating, it drives splendidly and it's quiet; it is completely clear to us why DAF's new flagship model has been chosen as 'International Truck of the Year 2007'. It is every driver's dream, especially in this model with its Super Space Cab and impressive skylights. We notice a lot of drivers eyeing them up with envy along the way....

Heiploeg was founded after the Second World War by the companies Heidema and Van der Ploeg. The company is the market leader in Europe when it comes to shrimps, and it has an ultra-modern processing plant in Zoutkamp. Heiploeg currently has 276 employees, with another 51 people working at its independent transport company Heitrans. The fleet has 43 units, including 14 DAF XF105 Super Space Cabs. They drive an average of 175,000 kilometres a year.

It is every driver's dream, especially in this model with its Super Space Cab and impressive sky-lights. We notice a lot of drivers eyeing them up with envy along the way...



On Sunday morning, we drive the final kilometres and soon see the Mediterranean Sea glistening in the sunlight. With the rhythmic sounds of Santa Esmeralda emanating from the speakers, we drive to the port where we are welcomed by Benny Abbas from Heitrans. He makes sure that the load is seen by the veterinary inspector, and also directs the Moroccan drivers who will ferry across the trailers. On the other side, in Morocco, the shrimps will be peeled before coming back to the Netherlands. We disconnect the trailer and connect another one. Although we still have another 2700 kilometres to drive on the return journey to Zoutkamp, we already feel at home. In the XF105 to be precise.



DAF Super Space Cab: The standard in space and comfort

Driver comfort has always been one of DAF's top priorities. In 1985, DAF introduced its first truck with a high roof, creating an unprecedented amount of interior space for that time: the 2800 Space Cab. This cab also contained a generous amount of extra storage space; a very important aspect for long-distance haulage. Later, the Space Cab was also used for the 3300 and 3600, and the 95 introduced in 1988 was also available as a Space Cab model.

At the European Road Transport Show in Amsterdam in 1994, DAF surprised friend and foe with the introduction of the ultimate in driver comfort: the DAF 95 Super Space Cab. With standing room on the engine

tunnel, seriously comfortable bunks and 1200 litres of storage space, this was the ultimate truck for days, or even weeks, on the road. As the years have gone by, DAF has improved and refined its Super Space

Cab concept even further. This culminated in the introduction of the XF105 with its complete new Super Space Cab, further increasing DAF's head start with regard to space and comfort. The attention to detail displayed by DAF's developers in the design of the cab was an important reason why the 'International Truck of the Year' panel chose the XF105 as 'International Truck of the Year 2007'.

DAF 3300 Space Cab



DAF 95 Super Space Cab



DAF 95XF Super Space Cab



DAF XF95 Super Space Cab



DAF XF105 Super Space Cab



dirna

Air conditioning for vehicles



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Climate control sales offer!

*Enjoy the ease & comfort
of climate control
for all seasons*

Mini **cool**
COMPACT



bycool
FLAT



Russian transport operators build on DAF XFs

Problem-free under extrem



Ready for the next long journey: two drivers from Apeks Intertrans stand in front of their freshly polished 95XF Super Space Cab. Three hours earlier, the truck came in from a previous trip.

Russia, a country with an area of 17 million square kilometres. The further east or north you go, the more extreme the climate, and roads vary from very mediocre to seriously bad. Regional routes for transport operators can quickly add up to 750 kilometres. In some areas, temperatures as low as - 40 degrees Celsius are more the rule than the exception. Reliability and durability are therefore important reasons for Russian transport operators to do business with DAF. "Even after two million kilometres, the engine still hasn't had to be opened."

Viktor Belousov is the Director of PervoUralsk Transport Company (PTC). His company is situated in Pervouralsk, in the Yekaterinburg region, about 2000 kilometres east of Moscow. Temperatures vary from - 45 to + 35 degrees Celsius and the rugged

Ural Mountains determine his daily view. For years, PTC's truck fleet consisted of local makes, but in 2002, Belousov took use of five second-hand DAF 95XF380 tractors. "I've never regretted it since."

Twenty days en route

"PTC mainly drives long-distance routes within Russia", says Belousov. "My drivers often make journeys of between fifteen and twenty days with the most diverse cargos. It is 12,000 kilometres from Vladivostok to Yekaterinburg and back, and the last 500 kilometres to Vladivostok is on unpaved terrain. My trucks also drive from Pervouralsk to the oil and gas extraction areas in Northern Siberia. They transport steel tubes intended for pipelines."

the conditions



The 95XFs at the PervoUralsk Transport Company date from 1997. When they entered service in 2002, they had already clocked up around 500,000 kilometres.

1.3 million kilometres

Viktor Belousov's 95XFs date from 1997. When he took the trucks on in 2002, they already had around 500,000 kilometres on the clock. Viktor: "Each of my DAFs now has approximately 1.3 million kilometres on the clock. In all that time, I haven't experienced any unplanned stoppages, despite the extreme temperatures, the often poor quality fuel and the bad roads. My drivers wax lyrical about the trucks' comfort, and the living and storage spaces. When you're on the road for twenty days at a time, you have to take a lot with you, especially in Russia."

Five more

The drivers at PTC particularly commend the comfort offered by the DAFs, but their employer Belousov also praises other factors. "I've already mentioned the reliability of the 95XFs", he says. "But the service life of the trucks is also excellent. Even though they are already ten years old and certainly don't have it easy, they are in perfect condition technically. In addition, they have a low fuel consumption and high payload. Reasons enough to purchase another five second-hand DAFs in 2005. Furthermore, I have now entered into negotiations for another fifteen DAFs."

Apeks Intertrans: DAF since 1994

Apeks Intertrans, which is based in Moscow, has been driving DAFs since 1994. They started with DAF's 95 model, which was later followed by the XF95. "My fleet comprises XFs that have already driven more than two million kilometres", says Igor Zelenko, Director of Apeks Intertrans. "This is a

Viktor Belousov: "Each of my DAFs now has approximately 1.3 million kilometres on the clock. In all that time, I haven't experienced any unplanned stoppages, despite the extreme temperatures, the often poor quality fuel and the bad roads. My drivers wax lyrical about the trucks' comfort, and the living and storage spaces. When you're on the road for twenty days at a time, you have to take a lot with you, especially in Russia."

fantastic performance, especially as around half of these kilometres are driven in the former Soviet Union, including Central Asia. This amounts to 200,000 kilometres a year under extremely difficult conditions."

Little rest

Apeks Intertrans' fleet of XFs, which now number 25, is given little opportunity to rest, Zelenko explains: "A journey can easily cover up to 10,000 kilometres. I have routes that travel from Rostov to Madrid, on to Seville and then to Yekaterinburg. Immediately on the truck's return, necessary maintenance is carried out, such as replacing the oil filters and checking the brake linings. Less than three hours later, the truck is on its way again with two other drivers." Likewise for Zelenko, reliability is a very important purchasing factor: "I can't afford any delays", he says. "This can lead to a breach of contract and eventually to loss of customers."

Flowers

Since 1995, Apeks Intertrans has also been engaged in the transport of flowers, from

the world's largest flower auction in the Dutch town of Aalsmeer via Moscow all the way to Kazakhstan. "It is a very responsible job, certainly in view of the fragile load", says Zelenko. "But the DAFs do not flinch. Aside from normal maintenance, we hardly have to do anything to them. Of course, the trucks need more maintenance with regard to liquids, lighting, windscreens and wind-screen wipers, for instance, and we sometimes have slight bodywork damage, but in view of the conditions the DAFs have to work in, this is completely normal."

Two million

As mentioned, some of the DAFs at Apeks Intertrans have driven more than two million kilometres without needing an overhaul. Zelenko: "The engines, rear axles and differentials, and the gearboxes of these vehicles have never been opened. We hope to drive at least another million kilometres with them. DAFs are extremely reliable and comfortable. They stand head and shoulders above the rest."



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