

PACCAR WORLD

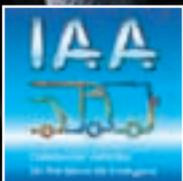
# DAF in action

Magazine of DAF Trucks N.V.

number 2, 2006



**World première:**  
**DAF Telematics and**  
**Infotainment System**  
**The new standard**  
**in fleet management**



**DAF Trucks at IAA 2006 in Hanover**  
**A customised truck to match every job**

**DAF**

A PACCAR COMPANY

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## Human/Machine Interface

In recent decades, the truck has developed from a relatively simple mode of transport into a transport solution that boasts extremely advanced technology. The last few years in particular have seen enormous developments in terms of commercial vehicles and related technology; and there is really no doubt that this is now a high-tech industry.

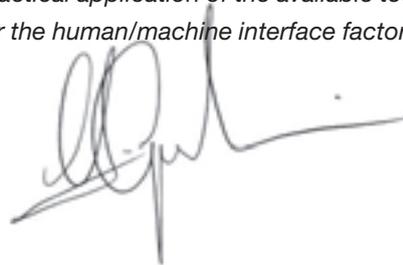
The manual gearbox is rapidly giving way to automatic systems. Without top-quality, electronically regulated fuel injection systems, it would not be possible to achieve the fuel efficiency and low emissions that we have come to expect. ABS, ASR and EBS have become commonplace, and systems such as Brake Assist, Vehicle Stability Control, Hill Start Aid and camera systems have all made their mark when it comes to improving truck safety. DAF can deliver it all. Lane Departure Warning Systems and Adaptive Cruise Control are already available, and development is currently underway on a number of technological solutions intended to make trucks, and transport in general, even safer in future.

However, as long as human beings are at the wheel—and I can't see that changing any time soon—it will not be possible to completely eradicate accidents caused by human error.

Recent research has shown that many accidents involving trucks are due to the driver being distracted by doing something else when he should be paying attention to the road and the other traffic. It goes without saying that sophisticated electronic systems can help to prevent accidents. This assistance may take the form of a warning signal being given if the driver strays over the white lines, and systems such as VSC even intervene if the driver is driving too fast into a bend.

However, the human aspect remains a crucial factor even when state-of-the-art technologies and systems are in place. For this reason, DAF Trucks continues to place particularly great emphasis on the human/machine interface factor as well as developing and applying new technology. Factors such as comfort, ergonomics and simple provision of information are extremely important in the quest to prevent the driver from succumbing to any unnecessary distraction. Information about the vehicle, the route or, for example, the transport assignment, must be provided on a clear display that is easily visible. The on-board computer must be easy to operate, and the driver should not have to do battle with a complex menu structure. The DAF Telematics and Infotainment System is an excellent example of a system that fits these criteria.

Practical application of the available technology, together with optimum consideration for the human/machine interface factor, will make transport even safer in the future.



Aad Goudriaan  
President  
DAF Trucks N.V.



### Colophon

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# DAF Frankfurt celebrates its opening

DAF Frankfurt GmbH recently celebrated its opening. Just like the dealer companies in Prague, at London Heathrow and in Budapest, DAF Frankfurt GmbH is 100% group owned.

This impressive new building, located in grounds of more than 16,000 m<sup>2</sup>, is strategically placed in the north of Germany's fifth-largest city at the intersection of two important motorways, the A5 and A661. The building has a surface area of 2757 m<sup>2</sup>, of which 1764 m<sup>2</sup> is destined for the ultra-modern workshop with seven entrances.

## The environment is an important consideration

The waiting area for clients and drivers, which has showers, toilets, vending machines for drinks, TV and data connections and such like, provides a view over the workshop. Particular care and attention is being paid to the environment. Various floors have been fitted with a 6 millimetre thick liquid-tight covering to prevent harmful substances from entering the ground water. Waste is collected in a separate part of the building. Even the rolling doors in the workplace contribute to protecting the environment; they are six metres high - one and a half metres higher than normal. This allows extra daylight to enter, which reduces electricity costs.

## Keys

During the celebratory opening, Aad Goudriaan, President of DAF Trucks N.V., was symbolically presented with the key to DAF Frankfurt by the building contractor. In turn, Goudriaan passed this on to Gerhard Haas, Manager of DAF Trucks Frankfurt GmbH. "This ultra-modern company sets new standards in various areas. We can offer our customers the best possible service", says Goudriaan. "This region is brimming with economic activity and its associated transport movements. This is sufficient reason to invest in a completely new dealer company."

# Bertschi's 1,000th truck is a DAF

With a fleet of 1,000 trucks, the Swiss company Bertschi AG is one of Europe's leading logistics service providers. With an intermodal transport network spread across the whole of Europe, the company concentrates fully on the transport and logistics of liquids, bulk goods and containers. During celebrations for its fiftieth anniversary, Bertschi recently commissioned its 1,000th truck: a DAF CF85 with a 12.9 litre Euro 5 PACCAR MX engine.

"DAF is important for us", says entrepreneur Hans-Jörg Bertschi, who has ordered more than four hundred DAF trucks in the past four years. "Price is not always the most important factor", he explains. "Good service is vital, and is something which is provided by DAF - unparalleled parts distribution throughout the whole of Europe and dealers who provide a high level of service."

## CF

CF trucks make up a considerable proportion of Bertschi's DAF fleet. "These vehicles are ideal for the transport of liquids, bulk goods and containers", says Bertschi. "The CF has a low unloaded weight with a high loading capacity, which is certainly an important factor in our line of business. In addition, we chose the CF because of its low fuel consumption. As a company that feels strongly about the environment, we also think it's important for DAF to be able to supply trucks which already comply with the Euro 5 emission requirements."

For intermodal transport, DAF's FTP concept provides a customised solution - a tractor with a light 4.4-tonne liftable leading front axle with 17.5" wheels. If the drive axle is overloaded, the leading front axle is automatically lowered, providing around four tonnes of extra payload.



*The official presentation of the key to DAF Frankfurt. From left to right: Karl-Heinz Beez, Leonard Weiss Building Contractors; Jochen Metzger, Leonhard Weiss Building Contractors; Aad Goudriaan, President of DAF Trucks N.V.; Andreas Köhnlein, Leonhard Weiss Building Contractors; Gerhard Haas, Manager of DAF Trucks Frankfurt GmbH*



## DAF CF 85 scoops 'Fleet Truck of the Year' title – again!

The DAF CF 85 was once again named 'Fleet Truck of the Year' at the prestigious Motor Transport Awards.

The CF 85 won through despite formidable competition from the other finalists (Scania, Volvo and Mercedes Benz) and won the accolade for the fourth time in six years. This remarkable performance – unmatched by any other maker – underlines the fact that the CF 85 is the industry benchmark fleet tractor. Stuart Hunt, DAF Trucks' Managing Director, received the Award on behalf of the DAF and Dealer team. He said: "What particularly pleased me were the judges reasons for our win. They said that the CF had the best and widest appeal across the many and varied factors that influence a truck purchase – like fuel consumption, reliability, whole life costs and excellent back-up in the field."



## DAF XF105: 'Truck of the Year 2006 in Poland'

The DAF XF105 has been voted 'Truck of the Year 2006 in Poland' by readers of the leading transport magazine, *Polski Trakers*. The corresponding plaque was handed over at DAF's headquarters in Eindhoven.

### DAF in Taiwan

In October 2005, DAF signed a contract with the Formosa Automobile Corporation for the assembly and sale of DAF trucks in Taiwan. A few months later, the first DAF CFs rolled off the production line in a brand new assembly facility. DAFs, Made in Taiwan.

Formosa Automobile Corporation is a subsidiary of one of the largest petro-chemical companies in the world - Formosa Plastics Group. The automotive branch is responsible for the marketing, sales, after sales and assembly of passenger and commercial vehicles.

#### DAF CF

Immediately after the contract was signed, preparations were started to equip the assembly line in Taiwan. Shortly afterwards, work began on the assembly of the first CF SKD (Semi-Knocked Down) packages, which were supplied by DAF in Eindhoven. A package consists of a complete cab, the axles and the engine, as well as a gearbox. The other components are delivered individually. The Taiwanese truck market amounts to an annual total of around 5000 heavy-duty vehicles. DAF is aiming for a market share of between 15 and 20% within three years.

"For the thirteenth time in a row, we asked the readers of *Polski Traker* to vote in the competition for our national Truck of the Year 2006", explains Mrs Boguslawa Zimmer, Director of the magazine, which has a monthly circulation of 15,000 copies. "Only one other manufacturer has received this award three times in the past thirteen years. In 1998, the XF95 was nominated winner, and was followed a year later by the CF85."

"The fact that the XF105 was chosen by our readers this year as 'Truck of the Year 2006' shows considerable confidence in this new flagship model", explains Aleksander Glus, Chief Editor of the magazine as well as judge for the International Truck of the Year competition. "After all, the XF105 has just been launched on the market and many voters have only read about the excellent qualities of the truck. Everyone knows that the XF95, which is a fantastic truck, formed the basis for this new development. The many enhancements which have been implemented make the new XF105 even better."

#### Even more awards

The new XF105 has also received awards in other countries. During the leading Autotek 2006 transport exhibition in the Czech town of Brno, it was given the title 'Truck of the Year in the Czech and Slovak Republics'; and at the Truck-Expo 2006 in Hungary, it was judged 'Best-Looking Truck' by a panel of female journalists.



From left to right: Aad Goudriaan (President), Kerry McDonagh (Director of Marketing & Sales), Boguslawa Zimmer (Director of *Polski Traker*), Ron Borsboom (Director of Product Development) and Aleksander Glus (Chief Editor of *Polski Traker*).

## Press enthusiastic about new XF105

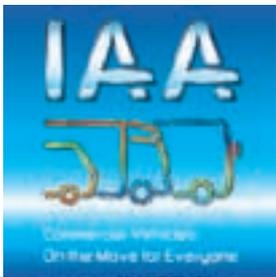
The first articles have now appeared in the media following press tests of the new XF105. The journalists are full of praise not just for the comfort and driving characteristics, but also for the fuel economy of the new PACCAR MX engine.

**Transport en Logistiek (the Netherlands)** An XF105.460 was driven by this trade journal along its regular test route. The introduction to the article reveals everything. "Its attractively restyled cab interior, its amazing driving qualities and its impressive performance firmly place the XF105 at the top end of the shortlist once more. With a fuel consumption rate of 26.3 litres per 100 kilometres along our regular test route, this DAF proves that you can drive economically with a Euro 5 engine."

**Transport Echo (Belgium)** "A brilliant performance at Euro 5 level", reads the heading of the *Transport Echo*. This journal also subjected the XF105 to its own demanding test route through Belgium. "The DAF XF105 achieved excellent consumption figures", reports the magazine. "The Euro 5 version of the MX engine performed fantastically well on the difficult test course set by *Transport Echo* as well as proving how economical it can be."

**DVZ (Germany)** The authoritative German specialist journal DVZ commented that: "During the test, the XF105.460 achieved a consumption figure of 32.5 litres per 100 kilometres — around 1.9 litres per 100 kilometres (or 5.6 litres) lower than the consumption figure achieved by the XF95.480 that we tested previously." "The bottom line — economical": The testers calculated that the costs per kilometre for running the XF105 are 1.8% lower than those for its Euro 3 predecessor. Conclusion: "Offering increased displacement, higher performance and greater torque, the new DAF XF105 12.9 litre engine outstrips its predecessor in every way. One of the biggest gains with the XF105 is that it doesn't just ensure pleasurable driving; it also offers pleasing savings."





# DAF Trucks at IAA 2006 in Hanover



***There are no less than 12 yellow trucks on the impressive 2,500-square metre DAF stand at IAA 2006 in Hanover. In addition to the product range which was totally updated recently — the flagship XF105, the versatile CF series and the LF series for distribution, all featuring the new and economical PACCAR engines — DAF is introducing its cutting-edge Telematics system at the IAA. An ‘Enhanced Environmentally-friendly’ (EEV) engine for trucks and busses and a prototype of a hybrid LF truck are also being exhibited. DAF’s highly regarded After Sales and service organisation will be in attendance, together with PACCAR Financial, in a central location on the stand.***

In one year DAF has updated its entire product range, kicking off with the XF105 which was shown for the first time in October of last year at the Amsterdam Transport Show. The XF105 sets new standards in operational costs, transport efficiency, reliability and durability, while offering the driver the best in terms of comfort and driveability. The XF105 features the 12.9 litre PACCAR MX engine, developed and built by DAF, with power ratings from 410 hp (330 kW) to 510 hp (375 kW), with impressive torque figures ranging from 2,000 to 2,500 Nm. The XF105 is available in Euro 4 and Euro 5 versions. It features various chassis and axle configurations, including double-drive variants, for a multiplicity of haulage applications.

#### ***The new CF series***

DAF is also introducing its fully updated CF series at IAA: the CF65 series with a 6.7-litre PACCAR GR engine (Euro 4) with power ratings from 165 kW/224 hp to 210 kW/285 hp, the CF75 with 9.2 litre PACCAR PR engines with power ratings from 183 kW/249 hp to 265 kW/360 hp and the new CF85 series, equipped with the 12.9-litre PACCAR MX engines with power ratings up to 375 kW/510 hp. Unique in this segment. The PACCAR PR and MX engines are available both in Euro 4 and Euro 5 configurations.

Developed for the most wide-ranging haulage applications, the CF is available with different axle configurations, wheelbases and gearboxes, including the AS-Tronic automated gearbox. The multi-functional totally flat chassis is the perfect platform for any application.

#### ***The new LF series***

Voted ‘International Truck of the Year 2002’, the DAF LF Series has been a winner right from the start. With its modern and spacious cab, low unladen weight for increased payloads, optional AS-Tronic gearbox, tight turning circle, easy cab entry and exit and perfect road manners, the DAF LF series is the ideal partner for urban and regional distribution. The four and six-cylinder PACCAR engines boast up to 20% more power and torque and are available in power ratings from 140 to 280 hp. Naturally they comply with all Euro 4 emission requirements, without having to use a particulate filter.





## **World première:**

### **DAF Telematics and Infotainment System**

With the DAF Telematics and Infotainment System DAF is introducing a data communications and fleet management system that sets new standards. The system, which will become available on the CF and XF from mid 2007 and later in that year also for the LF, will give hauliers the ability to further optimise their fleet management and business processes. The system stands out due to a number of well thought out functions, very easy access to data needed, a high degree of user-friendliness and, of course: its top quality. You will find more information about the DAF Telematics and Infotainment System on page 10.

### **Hybrid technology**

DAF's parent company, PACCAR Inc, has set itself the ambitious target of achieving a 30% improvement in fuel efficiency within seven years for specific medium duty vehicles. In order to meet this target, hybrid technology will be primarily used. PACCAR's comprehensive worldwide hybrid programme aims to have energy management systems on the market which will offer benefits both for the customer and for the environment. As part of this programme, DAF is showing a prototype at IAA based on the successful LF series. This vehicle has been developed jointly with Eaton and Leyland Trucks, which is also a PACCAR company, and uses a highly up-to-date diesel/electric hybrid system. Since the hybrid system is used to store

energy released on braking, it lends itself particularly to utility applications which involve a great deal of braking and accelerating. Fuel savings of up to 30% can be achieved in this way. DAF has experience with hybrid trucks that goes back a considerable time. As long ago as the eighties, DAF developed a hybrid bus concept, followed in the nineties by a prototype of a hybrid utility vehicle based on the CF. However, the batteries themselves weighed 3,000 kg, a major drawback for a utility vehicle. The latest developments in battery technology have resulted in battery packs weighing just 150 to 200 kg, thus bringing hybrid technology within reach.

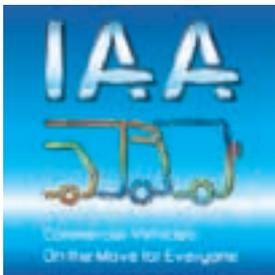
### **Enhanced Environmentally-friendly Engines – EEV**

DAF Component Sales is also represented on the DAF stand at IAA. This operation is responsible for sales of components such as cabs, axles and engines to third parties,



**DAF EEV engines are based on the new Euro 5 engines and fitted with a passive soot filter.**





IAA Hanover is being held from 21 September to 28 September 2006. The DAF stand can be found in Hall 17 of the vast complex of buildings. Opening hours are from nine in the morning to six in the evening.

including bus, coach and special vehicle manufacturers. DAF Components is showing the DAF 9.2-litre EEV engine on the DAF stand. Known as an 'Enhanced Environmentally-friendly Engine', the exhaust gas emissions from this unit are below even those stipulated by the stringent Euro 5 standard, which first comes into force in 2009. DAF EEV engines are based on the new 9.2-litre Euro 5 PR engine, fitted with a passive soot filter. This filter once again enables a 50% reduction in particulates to be achieved, down to just 0.015 gram per kWh, 25% below the EEV standard! The 9.2-litre PACCAR EEV engine emits just 2 grams of NOx, 0.05 grams of CO and 0.1 gram of hydrocarbons per kWh, plus a negligible amount of visible smoke. At the beginning of next year or as soon before then as technically possible, the 9.2-litre PACCAR EEV engine – with power ratings from 250 to 360 hp – will become available for bus applications. Later in 2007 the engine will also be available for trucks. An EEV version of the 12.9-litre PACCAR MX engine will also be made available, with power ratings from 360 to 510 hp. This will also be fitted with a passive soot filter.

maintenance contracts and systems available to DAF dealers in order to give the customer the best possible purchasing advice. DAF dealers apply the 'One Stop Shop' principle: all services and support under one roof, thus enabling haulage operators to concentrate on their core business.

#### **Fully built haulage solutions**

Working jointly with leading European commercial vehicle builders and body specialists, DAF dealers are able to offer the right solution for every haulage requirement. There are various fully built trucks on the DAF stand in Hanover, including a specific German BDF application, thus emphasising the fact that DAF trucks provide the best platform for every body. Other exhibits include a CF85 8x4 with a Meiller tipper body, a CF75 6x4 with a VDL hook-lift container system and an LF55 with a skip loader system by VDL Container Systems, all of them perfect haulage solutions for the construction industry.

#### **Central spot for DAF services**

In order to provide an expression of the major importance that DAF and its thousand sales and service dealers attach to top-grade service provision, After Sales, PACCAR Financial, PACCAR Parts and TRP have been given a prominent spot on the DAF stand, as have DAF's International Truck Service, MultiSupport repair and the



## **DAF in Germany: leading import brand**

*Over the past few years DAF has achieved massive progress in Germany. For the first time ever, over 5,000 DAF trucks were registered in 2005. In the 6 tonnes and above GVW segment, DAF's market share rose from 1.8% in 1995 to 6.1% in the first half of 2006. In the heavy-duty segment (over 15 tonnes GVW) DAF took third place with a 9.6% market share, just behind the German Mercedes-Benz and MAN brands. In the tractor segment DAF's market share was up to 13.5% by the middle of this year.*



## Employee of the month

- ▶ **TIRE: MARATHON LHS**
- ▼ **LOWERS COSTS PER KILOMETER**

This month's hardest worker? The new Marathon LHS. Its wider tread and low aspect ratio gives 15% more mileage and lower rolling resistance for reduced fuel consumption. Along with Marathon LHD+ drive and Marathon LHT megatrailer tires, it gives maximum payload and cargo volume. So next month's Employee of the Month is a foregone conclusion.

**GOODYEAR**



**BECAUSE NOT ALL TIRES  
ARE THE SAME**

## **DAF Telematics and Infotainment System:**

# *The new standard in fleet m*



***With its DAF Telematics and Infotainment System, DAF Trucks introduces a data communication system which sets new standards. The system, which will be available as an option on DAF's CF and XF models from mid-2007, will enable business owners to further optimise their fleet management and business processes. What sets the system apart is its unique, well thought-out functions, its ease of access to required information, its user-friendliness and last but not least - its outstanding quality.***

When introducing new technologies, it is never DAF's objective to be the first. It is much more important for new technologies to be tested thoroughly before being launched on the market and to actually provide users with added value. This philosophy was adhered to during the development of the system; DAF's starting premise was to introduce a top-quality system that would set new standards for transport operators and planners as well as drivers and workshops.

DAF's Telematics and Infotainment System consists of a control unit neatly integrated into the dashboard, a central computer in the truck itself and an 'Internet portal', which enables a connection with the home base. They are connected to one other via GPRS for the exchange of journey details and route information. Specific requirements were set by DAF for both the control

# anagement



*What sets the DAF Telematics and Infotainment System apart is its unique, well thought-out functions, its ease of access to the required information, its user-friendliness and, last but not least, - its outstanding quality.*

*The driver sends and receives information via a control panel (2-DIN) with a 6.3 inch colour display that is neatly integrated into the dashboard and extremely clear and easy to use.*



unit and the 'portal'. These were based on extensive market research amongst transport operators and drivers.

### **Access via the Internet**

One of the requirements which emerged from market research was that the information available on the home base should be easily accessible. As transport operators would prefer not to invest in additional software and hardware for telematics technology, Internet access is all that is needed when using the DAF Telematics and Infotainment System. Should extensive IT systems already be in place, the system can easily be incorporated into them. The required information is presented very clearly. On the home base, you can see at a glance the position of the vehicle, its specific journey details and, for instance, the date when its next service is due so that it can be scheduled in advance

at the most suitable location. After all, it centres around further optimisation of fleet management to provide even greater efficiency and lower costs.

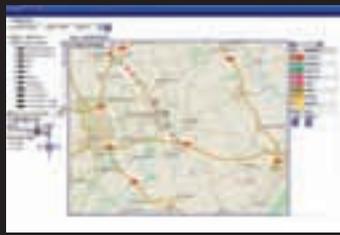
### **Navigation system/messages link**

A unique aspect of DAF's Telematics and Infotainment System is that the revolutionary navigation system is directly linked to the 'messages' function. At the home base, the most optimum route can be determined and sent to the truck. It is then automatically picked up by the navigation system and programmed. Thanks to the system's 'geo fencing' functionality, it is possible for a default message to be sent to the home base when a truck is within a certain radius of its delivery address, for instance, or when the truck is on its way again after repairs, so that planning can be optimised.

### **Integrated control panel**

The driver sends and receives information via a control panel with colour display, which is neatly integrated into the dashboard of the CF and XF and which is extremely clear and easy to use. The panel has no more than seven menu buttons and the menu structure is no deeper than three layers, ensuring that the driver can always reach the required function within a few presses. This not only ensures maximum ease of use, but also maximum safety. The driver will also appreciate the fact that additional functions will not require extra equipment in his cab. The DAF Telematics and Infotainment System is a so-called controlled open system, which means that other applications, such as payroll administration, can be integrated without requiring extra peripheral equipment.

## *A unique aspect of DAF's Telematics and Infotainment System is that the revolutionary navigation system is directly linked to the 'messages' function*



### **From mid-2007, the DAF Telematics and Infotainment System will offer the following functions:**

- **Messaging:** two-way messaging traffic. This means direct communication and fewer telephone calls, saving both time and money.
- **Navigation:** controlled from the cab and/or home base. No more missed turns, less time-wasting and avoidance of traffic jams means maximum vehicle availability. (Option of two or three-dimensional display and voice guidance).
- **Route planning:** the route can be sent from the home base to the truck to be automatically picked up by the navigation system. Maximum comfort for the driver, and maximum efficiency.
- **Geo fencing:** a message is received by the home base when the truck is within a set distance of a certain location, for instance, or when it is on its way again after repairs have been carried out.
- **Tracking & Tracing:** the exact position of the vehicle can be seen on the home base. This allows for planning optimisation and also provides a current status overview.
- **Performance monitoring:** on the home base, indicators for speed, fuel consumption and engine brake usage, for instance, can be read out for optimisation of vehicle performance and lower operating costs.
- **Camera:** the screen in the cab displays the image projected by an accompanying camera which can be fitted in the truck wherever required. This provides extra safety.

**At the home base, the most optimum route can be determined and sent to the truck. It is then automatically picked up by the navigation system and programmed**

From mid-2007, the DAF Telematics and Infotainment System will be available ex-factory for CF and XF models, and it can be retrofitted fitted to all types of CF and XF models from Euro 3 onwards. Later in the year, the system will also be available for the LF series and for fitting in other truck brands.

Specific functions can be optionally added, for instance to measure the temperature in the trailer, provide security information and constantly check PTO functioning.

In future, the possibilities of the DAF Telematics and Infotainment System will be expanded even further - to include options for iPod connection, MP3, Bluetooth, a telephone unit and extra cameras. A link to DAF's International Truck Service will also be made available, so that a diagnosis can be obtained remotely.

The DAF Telematics and Infotainment System represents a step forward in vehicle management. For the planner, who is continuously informed on the vehicle's position and who can thereby optimise routes. For the driver, who can work more efficiently and easily as he is always provided with the latest traffic and route information. For the workshop, where the vehicle's performance can be constantly checked and where maintenance and repairs can be scheduled for maximum vehicle availability. And for the management, who can obtain a detailed picture of the fleet's performance at any given time, thereby owning an important tool for improving efficiency, reducing costs and managing the business optimally.

# New generation tires for new generation trucks



*Truck technology is arguably accelerating faster than any other area of vehicle development. This is particularly so in relation to suspension and steering. Today, air suspension is the preferred medium with sophisticated electronically-controlled systems ensuring top safety and ride-comfort. Parallel to this, braking systems and disc brakes are another area of accelerated development. In order to maximise the benefits that such technology brings with it, Goodyear is constantly developing new tires specifically designed for the trucks of the 21st century.*

In recent years, tire technology has developed in two directions; tire construction and tire applications. Tire construction has benefited from new technology and materials. Better construction and sophisticated tread patterns mean optimum grip, shorter stopping, longer life, better fuel consumption and less road noise. New tire applications now mean tire families for specific applications – long haul, regional haul, mixed service and off road. In addition are new sizes, often developed in conjunction with truck and trailer manufacturers, to find solutions to the constantly evolving transportation problems.

### **Specifically developed**

The latest fruit of Goodyear's research and development labour is the first of a new generation of truck tires that offers significant operator benefits. The new Goodyear Regional RHS II (Regional Haul

Steer) tire has been specifically developed to suit today's regional haul vehicles. Enhancements are in safety, efficiency and durability. Wet braking is the most outstanding improvement, as well as up to 25% better mileage. Goodyear believes that this tire will be the benchmark by which all regional steer tires will be judged.

### **Best in class**

The Regional RHS was 'best in class' in terms of rolling resistance, which means good fuel economy. The RHS II exceeds that performance with tests showing it to be more than 12% ahead of its main competitor. Wet braking tests similarly show it to be at least 10% better than its predecessor and the competition.

### **Wider size tread**

Multi Radius Tread technology ensures a bigger road contact patch and more even pressure distribution. Size for size the tread of the Regional RHS II is up to 10mm wider

than on previous tires. This means the most homogenous and largest possible road contact which is further enhanced by a new tread pattern

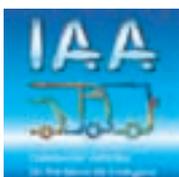
### **Appreciated**

It is not always appreciated how significant correct tire choice can be. Not only in terms of mileage but also in safety and fuel consumption, so it is important to choose tires that are optimized for the vehicle and its type of operation.

***The most up-to-date product range on the market***  
***A customised truck to match every job:***



***Every haulage application places unique demands on the vehicle. Which is why every DAF truck is unique. Manufactured to the customer's order, carefully put together from a wide choice of cabs, chassis, drivelines and axle configurations. Three vehicle concepts – the XF, CF and LF – with one quality standard: The best. In the purchasing process the DAF sales specialist will use the most up-to-date software to ensure that exactly the right vehicle specifications are selected. Regardless of the haulage question, DAF has a suitable answer.***



*Regardless of the application, the wide choice of cabs, engines, drivelines and axle configurations ensure there will always be a DAF truck that meets your specific requirements exactly.*



# *The most up-to-date product range on the market*



## *The new LF series Dedicated to distribution*

**Voted 'International Truck of the Year 2002', the DAF LF Series has been a winner right from the start. With its modern and spacious cab, low unladen weight for the maximum payload in its class, tight turning circle for optimum manoeuvrability, easy cab entry and exit and the road manners of a passenger car, the DAF LF series is the ideal partner for urban and regional distribution.**

More powerful engines, available with the optional auto-shifting AS-Tronic gearbox, even more modern exterior styling and a new interior design make the LF series even more attractive than its award-winning predecessor. The new four and six-cylinder PACCAR engines have upped their displacement, providing up to 20% more

power and torque, available over a wide range of engine speeds. This results in improved performance, even greater flexibility, fewer gear changes and lower fuel consumption. All engines comply with the Euro 4 emission requirements without having to use a soot filter. This is made possible by the high-pressure Common Rail injection system and the SCR exhaust gas post-treatment technology. The AS-Tronic automated gearbox is also now available on all LF models. The DAF LF series is available in a wide choice of GVWs and wheelbases and offers a day or sleeper cab. The LF45 is available in six to twelve tonne GVWs, whereas the LF55 features GVWs from 12 to 21 tonnes and maximum gross train weights up to 32 tonnes. Low unladen

weight in all versions means the highest payload in their respective classes and the highest productivity. Both day and sleeper cabs combine compact exterior dimensions for optimum manoeuvrability with a surprisingly spacious interior. Easy entry and egress, outstanding visibility of other road users and the ergonomic layout of controls and instruments are proof that the driver took centre-stage in the development of the new LF.



## ***The new CF series*** ***The effective all-rounder***

**DAF is also introducing its fully updated CF series at IAA: The CF65 series with a 6.7-litre PACCAR GR engine (Euro 4) with power ratings from 165 kW/224 hp to 210 kW/285 hp, the CF75 with 9.2 litre PACCAR PR engines with power ratings from 183 kW/249 hp to 265 kW/360 hp and the new CF85 series, equipped with the 12.9-litre PACCAR MX engines with power ratings up to 375 kW/510 hp. Unique in this segment.** The PACCAR PR and MX engines developed by DAF are available both in Euro 4 and Euro 5 configurations. The PACCAR PR engine features a number of advanced

technologies that DAF also uses on the new 12.9-litre MX engine, such as the SMART high-pressure injection system and encapsulated electrical wiring. The result: outstanding performance, high efficiency and maximum reliability and durability.

The CF series boasts a new chassis layout, with a compact SCR unit design and as many components as possible on the inside of the chassis. This leaves a maximum amount of space on the outside to fit items such as support legs for lorry-mounted cranes, toolboxes and other components.

Developed for the most wide-ranging haulage applications, the CF is available with different axle configurations, wheel-bases and gearboxes, including the AS-Tronic automated gearbox for optimum driver comfort. The multifunctional totally flat chassis is the perfect platform for any application. And anyone sitting behind the ergonomically designed steering wheel, with its optional airbag and illuminated switches to operate the various functions, will be immediately aware that safety, comfort and ease of use were the highest priorities in the design of the CF series. The newly designed interior enjoys the



## ***XF105*** ***The new standard***

quality level of a top-of-the-range passenger car and is fully compatible with the driver's day-to-day wishes and demands.

**The XF105 sets new standards in operational costs, transport efficiency, reliability and durability, while offering the driver the best in terms of interior space, comfort and driveability.**

The XF105 features the 12.9 litre PACCAR MX engine, developed and built by DAF, with power ratings from 410 hp (330 kW) to 510 hp (375 kW) and impressive torque figures ranging from 2,000 to 2,500 Nm. The new straight-six engine, developed from scratch, combines outstanding performance with low fuel consumption. The use of high-grade materials such as Compact Graphite Iron and highly integrated

engine components results in excellent reliability and a long service life. The PACCAR MX engine is fitted with an SCR exhaust gas post-treatment system and complies with Euro 4 and Euro 5 emissions requirements.

The DAF XF105 also sets new standards in terms of interior design: This is true of the use of materials and colours as well as interior space and its practical use. The low engine tunnel allows for easy through-access in the cab and generous standing height, both in the Space Cab and in the Super Space Cab. Result: optimum living space and optimum storage space. Since



the launch of the 4x2 tractor versions on the market at the beginning of this year, DAF has expanded the range with various chassis and axle configurations, including double-drive variants for a multiplicity of haulage applications.

## ***DAF SCR Technology For a bright future***



### ***DAF SCR Technology for a bright future***

*In order to achieve the Euro 4 and Euro 5 emission figures, DAF has opted for 'Selective Catalytic Reduction' (SCR). SCR is the best and at present the only economically feasible technology that enables not only Euro 4 but also the more stringent Euro 5 standards to be met. SCR technology is simple, reliable and effective. SCR is an exhaust gas post-treatment system that enables the optimum and hence most economical adjustment of the engine to be used. And DAF SCR Technology offers even more. With DAF SCR Technology, DAF is also introducing a completely new generation of PACCAR engines: the 4.5 and 6.7-litre PACCAR FR and GR Euro 4 engines, the 9.2-litre PR engine for Euro 4 and Euro 5 and the 12.9-litre MX engine, also for Euro 4 and Euro 5. With an optimised combustion process for unbeatably low fuel consumption and optimum performance, durability and reliability. The ideal platform for low operating costs and high residual values.*

***Fourteen combinations on a journey lasting almost four weeks***

# ***The Pride of Holland in the***



***Tuesday 4th July, at eight o'clock in the morning. The picturesque town of Valkenburg in the South of the Netherlands is under the spell of the greatest cycling event in the world: the Tour de France. Today's stage finish will take place at around five o'clock just outside the town centre. The first spectators have begun to gather alongside the road cordoned off with barriers. They have arrived early in order to reserve the best places. Yet they are not as early as the 28 members of the Movico team.***

This is the tenth time they will be present. For almost four weeks they will be driving ahead of the peloton to deliver key facilities at the start and finish locations. They are accompanied by fourteen combinations for transporting spectator stands, fully fitted press facilities, TV studios, lavish VIP rooms and various platforms. In addition, Movico is in charge of a complete mobile TV studio for the German broadcasting corporation ZDF.

#### ***Exhausting work***

Let's go back to Valkenburg, where, close to the finishing line, a complete village has been knocked up from scratch. The Movico crew are putting the finishing touches to the facilities. Though focused on their work, they are clearly relaxed. This is surprising, considering their daily schedule. The work is exhausting, according to Wim van de Waarsenburg, the founder and Director of

# e Tour de France



## Movico and DAF

Movico has had an intensive relationship with DAF from the start. Why? "I was born and raised in Eindhoven, so that naturally plays a part", laughs Wim (Ed: DAF's head office is located in Eindhoven). "But of course that's not the only reason," he adds. "A DAF is one of the best trucks you can have. Additionally - and this is important in our line of business - DAFs look fantastic." Movico's fleet consists almost entirely of XF95s and XF105s with Super Space Cabs; impressive and polished to a shine. "Though we don't drive that many kilometres", says Wim, "we always select the largest possible cab. Not only because of its appearance, but mainly because of the fact that two crew members sleep in each truck. DAF's cabs are very roomy, are extremely comfortable and offer an abundance of storage space. The drivers love them." Another decisive factor for Movico in choosing DAF is ITS, DAF's 'International Truck Service'. Wim explains, "If a truck breaks down, it's an extremely serious problem. Each item we carry is unique and cannot easily be replaced. Reliability is at the top of our list of priorities. Should anything go wrong, ITS is ready for us. In addition, all DAF dealers along the Tour's route are informed of our arrival. They wait in the starting blocks for us, so to say, if we should need them."



Movico takes care of its own catering; a cook and assistant cook are permanent members of the team.

Movico, "Every day, about an hour after the finish, we start dismantling the facilities. Between eight and nine o'clock in the evening, we set off for the finishing location of the following stage. We arrive there at around midnight and rest until half past five the next morning, which is when we start setting things up. At half-past eight we have breakfast before continuing with our work. Everything has to be ready for ten o'clock. Don't forget - we are the first link in the chain. Many parties, such as the caterers and broadcasting companies, can only start once we have finished. Once everything has been set up, we get washed and changed. We have lunch at noon and are given the briefing for the following day. After lunch there is time to rest or take a nap, and at half past five in the evening the whole cycle begins anew."

### Relaxed

Just like the Movico crew, Wim himself comes across relaxed. "That's a sign of our strength", he says, without a hint of arrogance. "I don't have to worry. Everyone has their own responsibility and knows exactly what has to be done. I don't have to keep a constant eye on them. Think about it, what kind of impression would it give our customer if the boss were to walk around stressed out?" The customer is 'ASO', the 'Amaury Sport Organisation', which is responsible for the greatest cycling event on earth. "Though very strict, they are extremely professional and are a fantastic partner", says Wim. "It is a privilege to do this for them."

### Indispensable link

That business nowadays is still a question of good personal contacts can be seen in the way in which Movico acquired ASO as a



its own catering; a cook and assistant cook are permanent members of the team. They have a professional kitchen trailer at their disposal. "We want to be completely self-supporting", said Wim earlier in the morning. "In the first year, we thought we could stop and eat en-route, but that turned out to be completely impossible due to the tight schedule and the large number of people." During the Tour, Stef Mertens and Serge Danen are responsible for total operations at Movico. During the meal, Stef remains relaxed as he gives the crew a briefing about the following stage. "I do this every day", he says after lunch. "But actually, everyone knows exactly what they have to do and they always lend a hand where necessary. We're just like a well-oiled machine. I'm just the binding agent."

### **Reputation**

In all these years, Movico has built up a formidable reputation with regard to the support it lends at various large-scale events. In addition to the Tour de France, the company has also supplied its sports facilities to other important cycle races - in Germany, Austria and Portugal, and recently for the first time to the Giro d'Italia. Movico is also a much welcome partner at other classic races such as the Amstel Goldrace, Liège-Bastogne-Liège and the Paris-Roubaix. "And", declares Wim van de Waarsenburg, "Spain's Vuelta will also be coming up."

### **Next stage**

Ten past five in the afternoon. Under a burning sun, the cyclist Matthias Kessler puts on a scorching sprint fifty metres from the finish line. He wins the Esch-sur-Alzette – Valkenburg stage and can go and rest. But Movico's team still has a long way to go; the first stands are already being folded up and when all the guests have left, the crew make a start on the rest of the work. They will have to drive the whole night in order to have everything ready on time again the next morning. They do this for almost four weeks.



*Under a burning sun, the cyclist Matthias Kessler (right) puts on a scorching sprint. He wins the Esch-sur-Alzette – Valkenburg stage*

customer. "In 1996, the Tour started in the Netherlands", explains Wim. "We were present with a hospitality unit for another customer. Jean-Marie Leblanc, the Director of the Tour de France, was so impressed with it that I was invited for talks in Paris. The next year, we were asked to supply a hospitality unit for the Tour de France. We now supply 80% of the objects at the finishing line and I can confidently say that we have become an indispensable link in the success of the Tour. We feel we have gained a lot of respect from ASO and we are working hard to maintain this." This respect for Movico can partly be seen from the contract they have with ASO. "We are the only supplier to have a contract longer than a year", says Wim.

### **Own development**

In addition to reliability and professionalism, innovation is another one of Movico's

strengths. All the facilities are developed in-house, even though they are produced externally. Not only does Movico's equipment look fantastic, it also sets the trend in ingenious solutions. A special turntable on the truck is used to position the press cabins within a couple of minutes. The stands are also worth looking at; a complete stand, when folded up, can be lifted out of the semi-trailer by just one fork lift truck. The legs are then folded out, the stand is positioned, and the seats are pulled upright with a few simple actions. Ready. The principle is similar to that of a Workmate, known to every DIYer. The set-up time is half an hour. Compare this to traditional scaffolding which can take up to half a day to set up.

### **Lunch**

Middy. The crew have washed and are sitting down to lunch. Movico takes care of



## Initial experiences

***It's not only transport companies who still have to get used to the new digital tachograph. Various government authorities also have to consult the user manual on a regular basis. And drivers suddenly have to deal with one card or fifteen discs...***

As of May this year, every new truck delivered within the EU must be fitted with a digital tachograph. The aim is to ensure better safety on European roads, as well as fair competition, and improved working conditions for drivers. Another important aspect is harmonisation between EU states with regard to regulations and the way they are enforced. However, we will still have to wait a while for the latter. This is partly due to the fact that the digital tachograph was not introduced by all member states at the same time.

The driver no longer has to fill in any discs. All he has to do is insert his card in the device before driving off. He does, however, have to be more accurate in specifying whether he is driving, waiting or resting. The card stores the information for a period of 28 days. On paper, the advantages are clear - the data is accurately registered and forms a good basis for calculating pay. However, this system is being incorporated in many companies which already have a fleet management system in place, so that the advantages are lost in practice. Drivers who swap between 'digital' and 'analogue' vehicles have to deal with a lot more administration than previously; not only

must the driver remember his card, he must also prepare a print-out and keep it with the discs of the other truck(s). He also has to be able to give an account of his actions for the previous 15 days. This is something which the 'analogue' driver will also have to do; since the start of the year he must be able to present his discs for the last fifteen days.

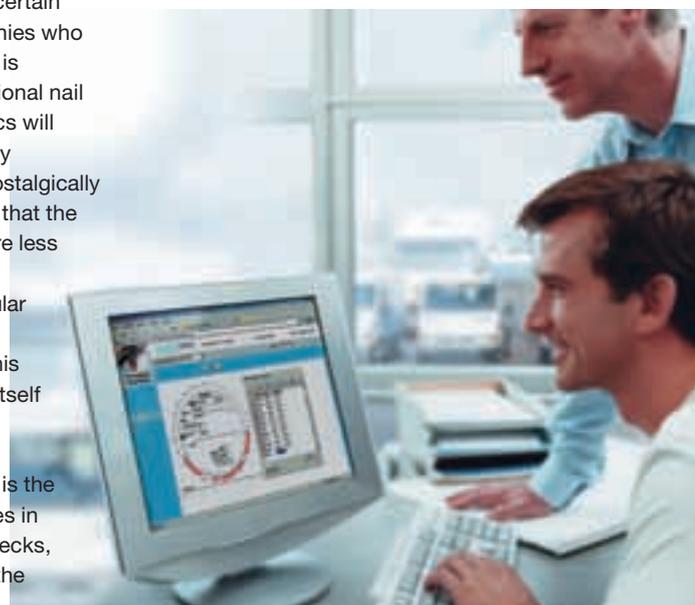
The digital tachograph will mean certain justice for those transport companies who comply with the rules. The device is practically fiddle-proof. The traditional nail board containing hundreds of discs will eventually disappear, though many companies will still remember it nostalgically in future. Initial experiences show that the digital tachograph does not require less administration. The fact that the data is slow to read out is a particular nuisance for many transport contractors. For the time being, this still has to be done in the vehicle itself and can take up to 20 minutes...

One of the more important issues is the way in which the control authorities in the EU states will deal with the checks, especially in view of the fact that the

digital tachograph stores all data for almost a year. This is where harmonisation is urgently required, as an overzealous official will always find something...

According to a spokesperson from the Dutch Ministry of Transport, Public Works and Water Management, it's mainly a case of teething troubles. That's probably true; the changeover from log books to discs was something the transport sector also had to become accustomed to.

***The collected data is clearly presented.***



# Transports Reheul swears by DAF (as does driver Jean-Marie)

Transports Reheul from the Belgian town of Warcoing has been in existence for fifty-three years. For most of that time they have been mainly driving DAF trucks. The history of this international transport company, situated in the Wallonian part of Belgium, began in 1953 when André Reheul purchased a five-tonne truck for the transportation of coal.

Now, fifty-three years later, this family business owns a fleet of fifty trucks, of which around forty are DAFs. "We have been driving DAFs for more than thirty years", emphasises Luc Reheul, the company's Director. "Our company provides general transportation. This ranges from granulates, sand, coal, ores and cement to grains, manure and beets. But we also offer groupage services. We drive to almost any destination, though we concentrate mainly on France, Italy, Spain and the Netherlands.

## Six new DAFs

Six new DAFs were recently added to Reheul's fleet; three

CF85s 410 and three XF 95.430 AS-Tronics, which were purchased as normal from Universal Trucks, a DAF dealer located slightly further away in Tournai. "We have a fantastic relationship with Universal Trucks Tournai, who provide an excellent service", states Luc Reheul. "Our drivers are also extremely satisfied with DAF."

## 4.7 million km without a hitch

Someone who is particularly looking forward to his new DAF XF 95.430 AS-Tronic, is Jean-Marie Staelens, aged 63. "I've been a driver since 1971 and have been driving for Transports Reheul for thirty years", he says. "Since 1998,



I've driven a total of 1,100,000 kilometres with my previous DAF, a XF95.380, and have never encountered any problems. Despite the high kilometre total, the engine has never had to be opened. They really are fantastic trucks. I can't

think of a better one", says Jean-Marie, full of praise.

## Keys

Jean-Marie has since driven a total of around 4,680,000 kilometres with his various DAFs. All without a single problem.

Tom Leddy, Spence Haulage and T&M Jets Vehicle Recovery:

## "My own Parts Manager"

As owner of two busy South East Scotland based companies, Spence Haulage and T&M Jets Vehicle Recovery, Tom Leddy doesn't just need a parts supplier he can rely on 24/7 – he, quite rightly, demands one.

"I've two demanding businesses to run," says Tom "And the only way to do it is to ensure I'm equally demanding of my parts supplier. Luckily, Lothian DAF more than measure up to the job. I treat Craig Scott, their TRP Specialist, like one of my team – and with a fleet of over 30 trucks to run, it's great to have my own parts manager."



## Steam engines

He also runs around 30 DAF trucks out of Spence Haulage. All models have beautifully painted livery and, curiously, are named after steam engines. "I started out as a train driver," explains Tom, "like my father and grandfather before me. Engines are in my blood." Tom has had workshop facilities for his own trucks and trailers for many years. More recently, he has erected a purpose-built workshop with full repair facilities, including a spray paint bodyshop. "Business is pretty good," says Tom, candidly. "I'm now offering service and repair facilities to other truck operators in the Berwickshire area."

## Expansion

His plans for expansion include a new parts facility built inside the new workshop. Existing parts stores will be reorganised into a DAF Parts area, whilst the new parts store will incorporate TRP All Makes and trailer parts. "First class parts are only any good when you can get hold of them," says Tom. "I know I can rely on Lothian DAF to supply the parts I need for my new store, as and when I need them."



## Truck & Trailer Parts

DAF's TRP Truck & Trailer Parts is a program covering parts for trailers and tail lifts, as well as for other truck brands. The assortment also includes tools and workshop supplies. The customer can contact the DAF dealer for all his rolling stock, whatever the make.



## **Kenworths tow ship across four American states**

**How does 'BC Ferries' get a ferry from the desert in Utah to British Columbia waters without getting it wet? Heavy transport specialist Emmert and its solid Kenworth T800s provided the answer.**

The ship, the 'John Atlantic Burr', had been in service for twenty years on Lake Powell, on the Utah-Arizona border, where it provided a ferry service for cars and passengers. It was purchased by the Canadian 'BC Ferries' of British Columbia, which is almost 3,000 kilometres away.

### **Four sections**

The ship's hull was segmented into four sections for transportation. In each of two transportations, two segments were carried by road. Each section weighed about 50 tonnes and was attached to six hydraulic dollies using a separate transport frame. Once they arrived in Tacoma, in Washington State, the sections were loaded onto a ship, to be transported to a shipyard in North Vancouver.

### **Strength and sturdiness**

For the main part of the task, Emmert relied upon two Kenworth T800s. "We depend upon the strength and sturdiness of our Kenworth trucks", says Michael Emmert, Vice President of the family-run business. "Reliability is essential in our line of work and Kenworth guarantees this. These are the first Kenworth trucks we have bought brand new and they perform excellently." The Kenworth T800s are fitted with a 475 hp Caterpillar engine and an 18-speed gearbox. An extra large radiator provides extra cooling.

## **PACCAR leading manufacturer**

PACCAR Inc has again earned the distinction of being selected by Industry Week magazine as one of the 50 best manufacturing companies in the United States.

"It is an honor for PACCAR to be recognized with other leading companies including Chevron, Qualcomm, Dell, Nucor and McGraw-Hill," said Mark C. Pigott, chairman and chief executive officer. "This wonderful recognition reflects the dedication and talent of PACCAR's 22,000 employees worldwide and confirms the company's quality approach to technology, innovation and shareholder return."

### **Record net income**

To select the top 50 manufacturing companies, Industry Week magazine evaluated a company's three-year performance measures including revenue growth, profit margin, asset turnover, inventory turns, return on assets and return on equity. Performance for the most recent year was weighted more heavily in the analysis. PACCAR delivered record net income of \$1.13 billion on revenues of \$14 billion in 2005.

### **Diversification**

"PACCAR's balanced global diversification has been integral to the company's steady revenue and profit growth," noted Mike Tembreull, vice chairman. "During 2005, approximately 50 percent of PACCAR's revenues were generated outside the United States. Over the past decade, PACCAR's earnings per share have grown by 16.3 percent per annum versus 7.5 percent for the S&P 500. PACCAR's return on equity has averaged 26.1 percent during the last three years and was 30.1 percent for 2005."



## **Agreement between PACCAR and Cummins**

**PACCAR Inc and Cummins Inc. recently announced an agreement for the Cummins' 6- and 8-liter engines to be installed exclusively in Peterbilt and Kenworth's North American conventional medium-duty commercial vehicles, effective January 1, 2007. The two companies are developing proprietary configurations for the engines, which will be badged as PACCAR engines.**

"This agreement is a natural extension of the engine collaboration, which DAF and Cummins have had in Europe for seven years," said Tom Plimpton, PACCAR president. The Cummins 4- and 6-liter engines, badged as PACCAR, are exclusive in the DAF LF product. The DAF LF is the leading light-duty commercial vehicle in the U.K. marketplace and has approximately ten percent of the European market. Plimpton added, "This North American agreement enables PACCAR to compete on a comparable basis with our competitors, who have their own proprietary medium-duty engines. Additionally, this agreement will significantly reduce the cost of homologating multiple 2007 EPA compliant engines in our chassis." Peterbilt and Kenworth will continue to offer their customers a choice of engines in their Class 8 vehicles.

Joe Loughrey, Cummins president and chief operating officer, shared, "This is an exciting development between two great companies and will enable Cummins and PACCAR to optimize the power train in medium-duty Kenworth and Peterbilt trucks." PACCAR has approximately ten percent of the North American medium-duty market and has won six J.D. Power Awards for Highest Customer Satisfaction. Loughrey noted, "Cummins was the first diesel engine installed in Kenworth in 1933 and this agreement continues the legacy of innovation and market leadership between the two companies."

*The agreement is an extension of the collaboration that DAF and Cummins have in Europe. The Cummins 4 and 6 litre engines are exclusively for the DAF LF*

*From motorbike enthusiast to exclusive forwarder of Harley-Davidsons*

# *Harley forwarder SKS relief*



***Five times 510 hp, all neatly lined in a row on the site of the Schröder-Kießling-Spedition company (SKS for short). Five brand new DAF XF105s, with Super Space Cabs, have found new owners: Annette and Adrian Kießling, the Directors of SKS-Spedition.***

Two years ago, Kießling, an experienced transport contractor, came into contact with DAF during the IAA Commercial Vehicles in Hanover. He was immediately impressed with the level of equipment in the cab and the technical specifications of DAF's XF series. Kießling says, "I was not only convinced by the standard of technology used, but also by the ambition of the DAF organisation. It clicked immediately."

#### ***Passion***

It's clear from the start which brand Adrian Kießling is passionate about; he wears tough motorbike boots and the back of his leather coat is decorated with the orange-coloured emblem of Harley-Davidson. Kießling and his wife love, and live for, this American dream on two wheels. For years now, this young business couple have been spending every spare moment at motorbike

events. In 1998, their passion turned into their career when Kießling signed a contract with Harley-Davidson GmbH Germany to be the exclusive forwarder of these heavy and richly-chromed dream bikes from Milwaukee, USA. Since then, he has been taking care of the deliveries to all the official Harley-Davidson dealers in Germany and Austria. Together with his combinations, he is also present at all motorbike events in Europe in which Harley-Davidson participates. He is always accompanied by one of his five new DAF XF105s with Super Space Cab and trailer.

#### ***Passion meets know-how***

"The transportation of fragile goods is specialist work; this has always been the case", explains Bernhard Gneithing, Director of Marketing at Harley-Davidson GmbH Germany. "The transport of our new bikes and those of our customers requires a

# es on DAF



**Adrian Kießling** says, *“We expect the same reliability from our trucks that our customers expect from us. This is why we drive DAF.”*



high level of trust and know-how. We have found both these qualities at SKS.” Kießling’s high level of customer service and his specialist knowledge were the most significant decisive factors in agreeing to a collaboration. This specialist knowledge can clearly be seen in the transport concept devised by SKS. This not only covers environmentally-friendly methods of processing the packaging in which the bikes are shipped from the US, but also, and more importantly, a very efficient transport system. This consists of a flexibly adjustable metal profile in which the valuable bikes are strapped upright and which also acts as a protective ‘cage’. Thanks to this simple construction, the amount of damage sustained during delivery has been reduced to less than 0.1%. This system also provides financial advantages; thanks to the ‘Transport Box’, 34 bikes can now be fitted into the trailer behind the XF105. As they

are strapped firmly, the motorbikes can be stacked two high. The bikes are simply loaded and unloaded using a fork lift truck. “The Transport Boxes are extremely stable.

**Bernhard Gneithing,**  
*Director of Marketing  
at Harley-Davidson  
Germany says, “  
“We can consider  
ourselves fortunate  
to be able to build on  
such a strong image.”*

They even managed to withstand rough seas on a Spanish ferry without sustaining damage”, explains Kießling proudly.

#### **Motivated team**

Since working for Harley-Davidson, Kießling’s staff have shown a significant increase in motivation and affinity with the brand within SKS. For example, SKS drivers must have a motorcycle licence. Even staff from the accounts and administration departments obtain their motorcycle licence voluntarily so that they can help out whenever necessary. “And of course we reward such enthusiasm for the brand”, explains Gneithing, Director of Marketing. “We can consider ourselves fortunate to be able to build on such a strong image. Harley-Davidson is, and will always remain, the embodiment of freedom and the ‘American dream’.”

**Reinhard Eggers, prominent representative of the German superstructure**

# **Trends in vehicle superstru**



**Reinhard Eggers also sees great potential in further development of the BDF systems, which are very popular in Germany.**

***As in every country, the superstructure industry in Germany is extremely specialised, providing a specific solution for every transport assignment imaginable. Reinhard Eggers, prominent representative of the German superstructure industry, tells us which factors will influence future developments in this industry. "There is an increasing demand for individual transport solutions."***

"The trailer will not disappear completely, but will lose its significance. For a while now, the clear trend has been towards semi-trailers. This market will eventually stabilise, while demand for high-volume vehicles will increase." This is the view taken by Reinhard Eggers, vehicle and superstructure manufacturer and Chairman of the commercial vehicle department of

the German 'Zentralverband Karrosserie- und Fahrzeugtechnik' (ZKF - Central Association for Bodywork and Vehicle Technology). An indicator of this development is the contracting behaviour of the big logistics service providers. Manufacturers of customised transport solutions will certainly be able to set the trend in this respect. According to Eggers, it is frequently

the case that trailers and superstructures originally made as customised products later go into series production to be used in a wider and more general range of applications. The best example is the 'Tautliner', which was originally manufactured individually, but is now an extremely popular, serially-produced semi-trailer.

#### **New materials**

Will materials like aluminium and carbon fibre play an important part in the aim towards higher load capacities? Will there ever be plastic trailers? Eggers answers sceptically, "There's not much room left for weight optimisation, even if other materials were to be used. In the United States, the progress of aluminium undercarriages foundered due to problems of strength. Technical developments relating to undercarriages, particularly those of trailers and

# Structures and bodywork

*In addition to a few large industrial concerns, the superstructure, body and trailer building industry in Germany mainly consists of around 800 small to medium-sized businesses, where the founder is often also the director. These companies employ around 20,000 people in total.*



semi-trailers, do not focus as much on use of other materials as on constructive solutions based on ultra-strong, fine-grained types of steel, such as those used for chassis containing extremely large holes. Trailer and superstructure manufacturers already possess a considerable amount of knowledge regarding processing methods used for these types of material. Completely different production methods would be required if carbon fibre components were to be used, for instance. This would only be profitable with large-scale, industrial applications. In addition, dependence on crude oil and limited recycling options also play an important part in the market opportunities for plastics.

#### **Opportunities for LHVs**

Eggers sees possibilities in the area of heavier and longer vehicles. "Up until now, many EU countries showed a lack of political will. Since mid-2005, however, the German authorities have been showing a greater willingness with regard to the application of non-standard transport solutions, such as in Lower Saxony." Eggers believes that when heavier weights and longer combinations are permitted, the most common vehicle configuration will be

a four-axle truck with a three-axle trailer; with a weight distribution of 32 to 36 tonnes for the truck and up to 30 tonnes for the trailer, and a maximum combination weight of 60-tonnes. In places where these types of vehicle are now manufactured individually and custom-made, such as for use in Scandinavia, this could lead to serial production. This is another example where manufacturers of custom-made products can become trendsetters. Large-scale deployment of extra-large and extra-long combinations requires other logistical solutions. Their end destination is the distribution centre at the edge of town, from where smaller vehicles, weighing up to 12 tonnes, take care of further distribution.

#### **BDF**

Eggers also sees great potential in further development of the BDF systems, which are very popular in Germany. These swap body systems use the locking systems of the traditional twenty-foot containers, but can be deployed much more flexibly and make more efficient use of the vehicle's dimensions. Another advantage of this system is ease of loading and unloading, which can be done without the use of technical aids.

*Since 1970, 58-year old Reinhard Eggers and his wife have been in charge of a business set up in 1953, which specialises in superstructures, body and trailer building. The company is located in Stuhr, near Bremen, and has 70 employees. Since 1994, Reinhard Eggers has been Vice-President of the German 'Zentralverband Karosserie- und Fahrzeugtechnik' (ZKF) and is the most important representative of commercial vehicles within this association. Additionally, he is also Chairman of ARGE NKF, a partnership between the ZKF's commercial vehicles section and the 'Bundesverband Metall' (BVM), an organisation which represents the interests of the light engineering industry.*



**Eggers: "A greater willingness to use different transport solutions is evident."**

#### **Custom-made superstructures remain popular**

The Chairman of the ZKF sees a positive future for this industry sector. "There is increasing demand for individual transport solutions", say Eggers. He cites hard figures to weaken the claim that building special one-off structures would be expensive, "In addition to aspects such as prompt delivery and favourable purchasing costs, the stability of the vehicle's value also plays a significant role during its entire service life. When determining a vehicle's residual value, experience has taught that its construction quality is just as important as its application. There are even 'hit parades' listing manufacturers whose superstructures contribute to a higher trade-in value for the vehicle."

**DAF MultiSupport fits like a glove for**

# **Christian Salvesen**



***With a Europe-wide fleet of 3,414 trucks – 80% of which are DAF's – logistics specialist Christian Salvesen is one of the biggest fleet operators in Europe and also one of DAF's largest customers. An interview with John Finn, Fleet Director.***

***“Using a combination of DAF dealers and our own workshops makes good sense.”***

The company has operations in eight European countries and employs more than 13,000 people. In 2005 it had a turnover of £1.2 billion, earned from specialist logistics operations in a variety of industry segments spanning automotive transport to chilled food distribution.

#### ***Dual approach to maintenance***

The man with overall responsibility for this huge fleet is Fleet Director John Finn, whose days in road transport date from the national BRS concern. Based in Northampton – in the English Midlands – Mr Finn controls the fleet strategy for Christian Salvesen in the UK, France, Spain and the Benelux. In the UK alone he looks after 24 distribution depots, 11 of which have their own service workshops. Christian Salvesen is at core a logistics business, not a haulage company. So it chooses to maintain its trucks in the most convenient way – which means in the UK either through DAF MultiSupport Repair and Maintenance contracts with local DAF dealers or at its own workshops. This dual approach to vehicle maintenance allows the

company to see how its in-house costs compare with those charged by the DAF MultiSupport network. The flexibility of the MultiSupport package means that a wide variety of services are available and the DAF dealer network is able to replace much of the previous in-house work done by Christian Salvesen.

“We find the two approaches are pretty comparable in terms of cost. The size and complexity of our trailer fleet – which numbers more than 3,341 units – means that we need to look after these in house which is why using a combination of DAF dealers and our own workshops makes good sense”, says Mr Finn.

#### ***Drivers Forum***

In discussing fleet buying policies, Mr Finn makes clear that the views of the driver have been increasingly important in recent years. “Sometime ago we had an unacceptably high level of driver turnover and we have successfully countered that with the introduction of our Drivers Forum. This has driven a variety of innovations in the trucks we buy – most notably Space

Cabs (even though most operations do not involve overnight stops), air conditioning and automated transmissions”.

Salvesen’s experience of the AS-tronic automated transmission (it has nearly 300 trucks in service with this transmission) has been very good. While the best drivers can sometimes better it, it brings a much better driving quality for average drivers, leading to enhanced fuel consumption and reduced driveline problems. The company is one of the very first operators of the new DAF LF55 with AS-tronic and early reports are favourable.

#### ***Purchasing strategy***

“Our strategy of purchasing predominantly DAF’s for our mainstream truck operations has developed over more than eight years”, says Mr Finn. “The reasons for this are simple: our DAFs deliver exceptional whole life costs, the fuel consumption and aftermarket support are excellent and our drivers like them”. He says that experience with other truck makes in the fleet enables the company to see just how good the DAFs are.

Mr Finn explains that the core DAFs purchased are 18 tonne LF 55s and CF 85 Space Cab tractor units. The CF tractors are expected to cover 180-200,000 kilometres a year and are routinely double-shifted to deliver maximum productivity.

#### ***PACCAR Financial***

DAF makes Christian Salvesen’s life as easy as possible, with single points of contact across Europe for sales, service, parts and, with a dedicated manager at PACCAR Financial, leasing. Christian Salvesen leases all of its trucks and this ease of access to PACCAR Financial is a major benefit, alongside the excellent roadside assistance service provided by DAF International Truck Service on the Continent and DAFaid in the UK.



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#### ***Euro 4 and Euro 5***

Looking to the future Mr Finn sees immediate challenges from digital tachographs, and the infrastructure required to support them, and from the great Euro 4 and Euro 5 debate. "We would like to go straight to Euro 5 but – at least in the UK – do not believe that is viable without the support of Government incentives", says Mr Finn.

Christian Salvesen has a grand total of four Euro 4 vehicles on its fleet so far. Two tractors had so little mileage under the belts as this article went to press that no conclusions could be drawn, but initial performance from two 18 tonne rigid trucks had shown the 5% fuel consumption benefit compared to similar Euro 3 engine trucks that DAF had predicted. "This is

slightly better than we had expected so we're happy so far", says Mr Finn. He explained that, in his view, the move to SCR technology with its requirement for AdBlue presented no great difficulties. "Filling up with AdBlue is no problem – its just one more routine task for the driver to perform".



# ***DAF and PACCAR Financial: Dedicated to Transport***

When it's time to finance your next DAF truck, you can count on PACCAR Financial to help you make the right decisions. Our in-depth knowledge of the transport industry makes it possible to offer you the best finance solution for your business. Please contact your dealer today for further information.



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