

# DAF in action

Magazine of DAF Trucks N.V.

number 1, 2005

**Higher payload  
for DAF CF65**



**Planned  
maintenance  
prevents  
unplanned  
stand-still**



**Euro MP  
Jeanine Hennis-Plasschaert:  
"Road transport is the way  
of the future"**



**Paul Van Egdom:  
"In our business, reliability  
and service are essential"**



**DAF**

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# Safety and profitability – with technology from ZF



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- 4 DAF in the news
- 6 Euro MP Jeanine Hennis-Plasschaert: "Road transport is the way of the future"
- 9 PACCAR Financial dedicated to transport
- 10 The DAF LF provides Ryder with the complete solution
- 12 Armesa: total focus on the environment
- 16 Planned maintenance prevents unplanned stand-still
- 19 More payload for DAF CF65
- 20 Transport Van Egdom can carry up to 320 tonnes
- 23 State-of-the-art noise test facility
- 24 PACCAR World
- 25 Still much uncertainty about introduction of digital tachograph
- 26 DAF's first tilt cabs

## Quality as the key to success

DAF Trucks is one of the best performing truck manufacturers in Europe. In market share, production numbers, and in financial terms, for years we have accumulated record after record. It is therefore no surprise that we are regularly asked what the key to DAF's success is.

Just like the renowned American top brands Peterbilt and Kenworth, and Leyland Trucks Ltd in the United Kingdom, DAF Trucks is part of PACCAR, one of the largest truck manufacturers in the world, highly successful and with an unmatched passion for quality. As PACCAR has entered its 100th year, the company is building on its impressive record of 66 consecutive years of net profitability. PACCAR's guiding principles are high quality products, innovative technology and superior aftermarket customer support.

This passion for quality is also the most important foundation stone for the success of DAF Trucks; quality of the product range, the full extent of which is presented at the heart of this DAF in Action Magazine, but above all quality of the organisation; quality offered by the more than 6,500 DAF employees in Eindhoven, in the axle and cab factory in Westerlo in Belgium, and in the sales units in Europe. And of course, the quality of the many thousands of professionals at our dealers. Together, they ensure that our customers not only receive the best products, but also the best services, including financing products from PACCAR Financial, excellent parts supply via PACCAR Parts, MultiSupport repair and maintenance contracts and last but not least DAF's unmatched International Truck Service (ITS).

Quality in everything we do is the key to the success of DAF, and the basis for the success of our customers. As a result, we continue to invest in the quality of our products and services, and together with our dealers, in the quality of our organisation. This is why we focus so much attention on the training of DAF specialists in the sales and service organisation, and why we continuously invest in product development and in the production facilities. This too is why we work with the world's best quality systems, including Six Sigma. And perhaps most importantly of all, at DAF, our customers can rely on an organisation of people with a passion for trucks and transport.

### Colophon

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Aad Goudriaan  
President  
DAF Trucks N.V.



## LZV combinations for Plieger

The obvious advantages for environmental and cost savings were reason enough for the Dutch government to launch a large-scale experiment for the deployment of 300 'Longer and Heavier Vehicle Combinations' (LZVs) or 'Eco combinations'. One of the companies participating in the experiment is Plieger B.V., wholesalers in sanitary products. They recently took delivery of their first two Eco combinations.

The two Eco combinations are suitable for carrying exchangeable truck bodies, and will initially be deployed at night, to restock the Plieger sales outlets. In comparison with a standard truck combination, an LZV can transport one additional exchange body, or 50% more volume. On a yearly basis, the saving will be almost 500 journeys and more than 25,000 litres of fuel. In addition, a considerable reduction in CO<sub>2</sub> emissions will be achieved. The LZVs operated by Plieger consist of a DAF CF75.360 rigid and two mid-axle trailers. The total length of the combination is 25.20 metres. The maximum GVW is 60 tonnes.



## MAUT calculator helps choose Euro 3, 4 or 5

The MAUT toll system introduced in Germany on 1 January 2005 has considerable cost consequences for operators using the German motorway system.

So what does the MAUT mean for the purchase of my new trucks? And what does it mean for my existing fleet? Should I invest in Euro 4 or Euro 5? Or should I still buy Euro 3 trucks? The answers to these questions will for years to come be influencing the financial results of many operators. The MAUT calculator developed by DAF and available via the Internet will help you take the right decision. By answering a few simple questions about fleet use, a complete, tailor-made cost analysis appears in just a few seconds, for each emission standard. At a glance, you can see the best alternative for you.

The MAUT calculator is available on the following DAF sites:  
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## Lord MacGregor opens British dealership

This spring, Lord John MacGregor, former British Minister of Transport and member of the Supervisory Board of DAF Trucks N.V. opened the ultramodern dealership premises at Ford & Slater in Norwich, in eastern England. He described the company as "A trend-setting business in the transport industry for service and technology."

DAF dealers Ford & Slater, who every year sell some 2,500 new DAFs from ten branches, have invested three million euro in the ultramodern site. The workshop is equipped with three long inspection pits, large enough for complete vehicle combinations, a five-tonne truck lift for lighter vehicles and a separate service area for vehicles transporting hazardous substances. The automated parts warehouse will stock some 15,000 different article numbers.

**Caption:** Lord John MacGregor, former British Minister of Transport and member of the Supervisory Board of DAF Trucks N.V. carries out the official opening ceremony for the new Ford & Slater premises. Next to him, l. to r.: Peter Strevens, director of Ford & Slater, Stuart Hunt, managing director of DAF Trucks Ltd, Phillip Clayton, commercial director of Ford & Slater and Keith Spurway, director of Ford & Slater Norwich



## Royal Mail opts for TRP trailer parts

Following on from a contract signed with DAF in 2002 for the supply of truck parts, the British Royal Mail has now also opted for DAF's TRP programme, for the supply of parts for its 1,900 trailers.

The contract means that DAF dealers will be supplying a complete range of first-class trailer parts to the 27 workshops operated by Royal Mail, in Great Britain.

Royal Mail – with a fleet of more than 33,000 vehicles – is one of the largest fleet owners of commercial vehicles in Europe. The British DAF dealer network already has considerable experience in supplying truck parts to the 128 Royal Mail workshops, and will use this experience for supplying trailer workshops, too.

Tony Shaw, Purchasing Manager at Royal Mail, explained the decision as follows. "The high levels of professionalism and support, and the competitive pricing give Royal Mail every confidence that DAF is fully capable of supplying a first-class service."



## After 1.6 million kilometres, peace at last for DAF 1900

Having completed more than 1.6 million kilometres, to its owner's total satisfaction, the DAF 1900, registered in 1987 and operated by the British transport company Jarvis Transport, has been replaced by a CF65. Jarvis still operates one more DAF 1900 – this one only 15 years old, and with a mere 1,400,000 kilometres on the clock.

"The DAF 1900s were perfect trucks, and in all those years, the costs were negligible", explained Luke Jarvis who together with his brother Paul and their sons Benjamin and Paul-Michael run the company. "We have never had to take off the cylinder head on either truck. The driveline is still the original and we have never even replaced the bearings. The engine brake on the 1900 operates excellently, and has been a major contributing factor in the low brake wear. Fuel consumption on the 1900 has also been extremely low, and that is reflected in the low operating costs."

The new 18-tonne CF65 has a 5.9 litre CE engine. The chassis has a wheel base of 6.10 metres and is fitted with an aluminium body for carrying concrete products, steel profiles and machinery, throughout England. Luke Jarvis is impressed with the sleeper cab on the CF65. "The cab is fitted with numerous options which were not available on the 1900 including cruise control, electrical windows, central door locking and of course a full audio system."

## DAF LF scores highest marks in tough comparison test

The leading British transport magazine **Commercial Motor** recently borrowed five different 7.5 tonne distribution vehicles from a rental company for a tough comparison test. DAF's LF45 turned out to be everyone's favourite.

Loaded with several tonnes of bricks, the trucks were driven around an arduous test route. Which truck would perform best – and maybe even more important – which truck would stand up best to working in the tough world of the rental fleet?

### Clear conclusion

The LF45 turned out to be the test team's favourite. The LF was chosen unanimously. "It combines comfort, driveability and functionality better than its competitors", according to one of the journalists. Another member of the team wrote: "The DAF is the least challenging to the typically inexperienced casual hirer, leaving them free to concentrate on driving." Commercial Motor's final conclusion was clear: "The overall opinion among our testers appears to favour the British-built DAF LF. It got our vote for its all-round driveability, performance and fuel economy, coupled to the driveability which is such an important factor in a vehicle destined to be driven by novices."





# Euro MP Jeanine Hennis-Plasschaert

## “Road transport”



***“Of course there is a future for road transport in Europe!” Euro MP Jeanine Hennis-Plasschaert could not be more certain of anything. “A perfectly-operating transport market is simply crucial for economic growth. The EU, with 25 Member States, now has some 450 million consumers. A massive sales market with rapid turnover of goods.”***



“Over the last fifty years, European cooperation has brought us many advantages both in economic terms and in international security and stability. On the other hand, right now I am extremely critical about any further expansion of the Union. Rumania and Bulgaria are in line for membership in 2007, followed by Croatia and Turkey. And let us not forget that the Ukraine has now also announced its wish to join the EU. From a historical viewpoint wonderful developments, perhaps, but too much too soon could be the stumbling block for the already very broadly formulated ambitions on the European Union.”

### ***Pleasantly surprised***

“I wanted to be closely involved, and here, I certainly am. Despite my years of experience

*Hans van Zwet*



# Jeanine Hennis-Plasschaert: "Sport is the way of the future"



## **Why the transport sector?**

"Transport is an important component of my portfolio. In fact, I am not only a member of the parliamentary Transport Committee, but also of the Justice and Home Affairs Committee and of the combined parliamentary Committees on Rumania and Turkey. All in all a full day's work, with much travel. Did you know that every month our files and meeting records are transported in iron boxes between Brussels and Strasbourg? Being able to meet in both places imposes considerable logistic demands. It's madness. It's impossible to explain to the citizens of Europe why such a system is worthwhile, but that's not what this interview is about. My fascination for the transport sector, at least, started when I worked with the Alderman for Transport, Traffic and Infrastructure, in Amsterdam."

## **Digital tachograph**

"The deadline for the introduction of the digital tachograph was set at 5 August 2005. That was already one year later than was originally intended. Jacques Barrot, Vice Chairman of the European Commission and Commissioner for Transport, has for the time being still set his sights on this date. Personally, I expect only a small number of Member States, including The Netherlands, to be ready in time. That fact will not be without consequences; fragmentation of enforcement policy, and as a result an unlevel playing field, to give just one example. As a result, the European Parliament has called for a further postponement of introduction of the digital tachograph, for new trucks until 5 August 2006 and for existing trucks until 5 August 2007. I personally am in favour of the digital tachograph as a system. It is less susceptible to tampering, and will contribute to both safety and fair competition between transport operators, thanks to improved possibilities for enforcement."

## **Criminality**

"Road transport operators are increasingly facing problems with criminality, ranging from the theft of trucks and their cargoes, through to the siphoning off of fuel and even violent attacks on drivers. As well as appointing contacts in the Member States, and exchanging crucial information and experiences between the Member States, it

*"Did you know that every month our files and meeting records are transported in iron boxes between Brussels and Strasbourg? Being able to meet in both places imposes considerable logistic demands. It's madness. It's impossible to explain to the citizens of Europe why such a system is worthwhile, but that's not what this interview is about."*

in Brussels and Riga, I was pleasantly surprised that my work as a Euro MP is so specific. I was worried it would be too abstract. Things are different in practice. My actions have direct consequences. I see it as my task to give the greatest possible space to road transport – a key economic driving force. It is sometimes a real struggle, and Dutch interests of course play a role. There's nothing wrong with that. My colleagues from other Member States also push their own interests. After all, whether we like it or not, European decisions unavoidably have consequences for national policy. For a relatively small country like the Netherlands, an active and involved approach is vital. As a liberal, I am against too much regulation from Brussels. Such an approach will quite simply not favour road transport. The new European plans for driving and rest times, for example, are a real thorn in my side."



## **New in the European Parliament**

*Jeanine Antoinette Hennis-Plasschaert was elected last year with more than 44,000 preferential votes. This young Euro MP lives in Amsterdam. From 1995 to 1998 she worked in Brussels at the European Commission in the Directorate General for Expansion. Between 1998 and 2000, Jeanine worked for the European Commission in Riga, the capital city of Latvia. She then returned to the Netherlands and spent two years in the private sector as a subsidy advisor at KPMG. From 2002 until her election to the European Parliament, she was a political assistant to the Alderman of Amsterdam, Mark van der Horst.*



***The European Parliament (EP), with 732 members, represents 450 million people in 25 countries. The seats are shared on the basis of the size of the population of the Member States. The Parliament investigates the proposals from the European Commission and, together with the Council, is involved in the law-making process. The Parliament also shares budget responsibility with the Council. In the Parliament, the Dutch party the VVD is part of the Alliance of Liberals and Democrats in Europe. This alliance has 88 members, making it the third largest parliamentary group.***

is vital that sufficient numbers of safe parking facilities be established. To effectively tackle vehicle criminality on all fronts, the Parliament recently called upon the European Commission to come up with a concrete action plan. Work is currently underway.”

***Transport is vital***

“For a smoothly operating internal market, a perfectly operating transport market is essential. Uncontrolled growth in various forms of tolls and other charges will not be helpful. In my opinion, European harmonisation is most desirable. I am in favour of a so-called kilometre charge, but only on condition that other charges such as BPM tax and road tax are proportionately lowered or abolished. The income from the kilometre charge should then be spent on essential investments in the infrastructure.”

***Road transport is here to stay, also in the Netherlands***

“The market share in road transport in the Member States with relatively high wage costs is slightly shifting in favour of Member States with lower costs, but that is simply part of a Union of 25 Member States. Of course, wage cost development plays a role, but so for example do the increased levels of trade with new Member States. The huge difference in wage costs between the old and new Members is in my opinion only temporary. I am not particularly afraid of social dumping. Wage costs in the new Member States have already risen considerably, but nonetheless, for countries like the Netherlands, it remains important to keep a tight lid on wage cost development, and for example to compete on the basis of service quality.”

***The environment***

“Much attention is being focused on the consequences for the environment. That’s fine, but we must find the right balance in the debate. In my opinion, a rational approach is far preferable. Other transport modalities such as rail and water are not a real threat to road transport, but are a positive addition. After all, the roads are tremendously busy, particularly in the Netherlands. When we talk about better distribution, I am much in favour of lifting driving bans (for example on Sundays and (national) holidays, etc.) in Europe. However, I do not expect much support from some other Member States. In environmental terms, over the last few years, road transport has developed very positively. Vehicles are becoming ever cleaner and more economical. I am convinced that this development is set to continue. The Dutch initiative for a trial with 300 Eco combinations (vehicle combinations with a maximum length of 25.25 metres and a train weight of no more than 60 tonnes, ed.) are greatly appreciated.”



***“I am in favour of a so-called kilometre charge, but only on condition that other charges such as BPM tax and road tax are proportionately lowered or abolished. The income from the kilometre charge should then be spent on essential investments in the infrastructure.”***



# PACCAR Financial Europe – Dedicated to Transport



PACCAR Financial Services is one of the world's largest finance companies fully concentrating on the transport sector. The company has a worldwide portfolio of 131,000 trucks and trailers, with total assets in excess of \$7.2 billion. PACCAR Financial Services is also successfully expanding its activities in Europe through PACCAR Financial Europe.

PACCAR Financial offers a wide range of finance products and services including the well-known forms of financial lease and operational lease, but also hire and leasing with a purchase option. Additional services such as R&M can also be added to these products, depending on each customer's individual circumstances and business need. Furthermore, PACCAR Financial offers their customer's a choice of insurance products dedicated to the transport sector.

The success of PFE can be attributed to two factors: its full focus on the transport sector and its financial power enabling it to offer very competitive rates. However, the power of the organization behind PFE plays an equally important role. Decisions are made on a national level, by staff that know the transport and financial markets like no other. They are supported by the head office in Eindhoven, where employees of about 10 different nationalities add support and add knowledge of specific national circumstances in their own tongue making PACCAR Financial responsive to all customer needs across Europe.

PACCAR Financial Europe started its activities in 2001 and now has some 17.000 vehicles under contract in the Netherlands, Belgium, United Kingdom, Germany, France, Italy and Spain.

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# *The DAF LF provides Ryder with the complete solution*

*Ryder is one of the world's leading providers of innovative commercial vehicle and logistics solutions and in Europe has revenues of \$370 million and 1,925 employees. Founded in 1931 in Miami, Florida, Ryder today operates more than 161,000 vehicles worldwide and has now become one of DAF's largest fleet customers in Europe.*

Since being founded in the UK in 1971, Ryder has established itself across the country and has also expanded into Germany and Poland and its European operations include 15,800 vehicles operating from 28 fleet management locations and 34 logistics operating centres.

#### **Populair**

Bruce Howard is Ryder's UK Sales Director and DAF in ACTION asked him why DAF LF 7.5 tonne vehicles are so popular with the company?

"It is essential that we have the best vehicles in the industry to ensure that we can deliver against customer expectations. We chose the DAF LF 7.5 tonne truck because it more than exceeds our requirements for a high quality, durable and technically advanced vehicle that provides excellent cost-in-use benefits," commented Howard. "While Ryder provides a comprehensive and diverse range of commercial vehicle solutions we have a key focus on our vehicle spot rental programme which features the DAF LF. This programme fits into our full fleet management services and is an integral part of our distribution and supply chain solutions. Our customers partner with Ryder to get world class transportation solutions and our partnership with DAF provides us with the high quality of engineering and cutting edge technology we need to enable us to deliver these solutions."

Ryder's rental fleet is currently comprised of 2,800 vehicles, most of which are less than three years old. In 2005 Ryder is adding

*Bruce Howard, Ryder's UK Sales Director.*





874 new vehicles to the rental fleet, part of a two year investment programme bringing the total number of vehicles to 3,000, of which more than half will be DAF LFs. Bruce Howard continued, “We operate 7.5 tonne LFs box van, refrigerated, tail lift and curtain side bodies in our rental fleet and our customers and their drivers are constantly telling us that they provide a great driving experience and this is praise indeed. In addition, we find the build quality of the LF is such that breakdowns and maintenance costs are kept to a minimum and the vehicles command high resale values when we come to sell them at the end of three years.”

Ryder’s expertise in getting the right things to the right place at the right time is unrivalled and businesses that use Ryder’s integrated distribution and supply chain solutions benefit from reduced operating costs by boosting efficiency. Major organisations like Nissan, Hewlett Packard, Filofax and Perfect Pizza are already enjoying the benefits of a logistics solution from Ryder.

#### **Limited future for 7.5 tonne trucks in UK**

Looking to the future, Bruce Howard concluded, “While the 7.5 tonne LF is still a popular vehicle in our rental fleet I believe that demand for this size of truck will diminish over the next few years. When the upper weight limit for driving a light truck in the UK, using a normal car driving licence, was set at 7.5 tonnes it was not expected that this would eventually be lowered in 1997 to 3.5 tonnes for all new drivers.

*“Ryder has been using DAF vehicles for many years and based on our excellent experience with the LF range we shall be continuing our relationship with DAF for many years to come.”*

“So we now have a situation that young would-be truck drivers now have to take a LGV (large goods vehicle) truck driving licence test to drive a 7.5 tonne truck but most then quickly go on to the next licence, which enables the driver to legally drive any rigid vehicle up to, and including a 32 tonne dump truck. As truck drivers in the UK are paid according to the size of truck they

drive – so the bigger the truck the bigger the pay packet – many new drivers coming into the marketplace are going straight to the larger trucks and bypassing the 7.5 tonners altogether.

“I therefore predict that trucks in the 11-13 tonne category will become more popular in future than those operating at 7.5 tonnes as they will still be smaller than the 17 tonne trucks we currently operate, and therefore better suited for city centre multi-drop deliveries, but will carry a much more useful payload than trucks currently operating at 7.5 tonnes.

“Ryder has been using DAF vehicles for many years and based on our excellent experience with the LF range we shall be continuing our relationship with DAF for many years to come. Our company motto is “Ryder is the company other companies rely on” and we rely on the DAF LF range to ensure that we deliver this promise.”

#### **A great experience**

*In the truck rental business factors such as functionality, driveability, driver comfort and even the look of the truck play an important part in keeping customers and drivers coming back to Ryder again and again. We have had a long lasting relationship with DAF because they have consistently provided vehicles that have enabled us to not only meet, but exceed customers and driver expectations. We have found that the DAF LF is the perfect truck for the often inexperienced and casual drivers that hire 7.5 tonne trucks and from the feedback we get customers and drivers alike find using a DAF LF to be a great experience.*

**Bruce Howard**

# José María Arnedo (Armesa)



## Total focus on the environment

*By working hard and by employing the latest technologies in the field of vehicles and logistics, the Spanish transport operator Armesa has undergone considerable growth over the last few years. With a fleet of 80 trucks, of which 73 are DAFs, and a 6000 m<sup>2</sup> logistic centre, Armesa is currently one of the largest operators in Spain for groupage and temperature-controlled transport.*



**José A. Maroto**

The company's president explained the success of Armesa on the basis of the high quality of service provided and the added value offered, referring to the package of logistic tasks from his company. "This is clearly appreciated by the customers", explained Arnedo. "Our success means that we are able to replace the entire fleet every twenty-two months; both tractive units and semi-trailers."

### **Link with the railways**

However, success was not achieved overnight. The original Armesa dates back to the period of the Spanish Civil War (1936 - 1939), when the business was established by the first of the three generations of Arnedos who have run the company to date. At the end of the war, for political reasons, Armesa also disappeared. José Arnedo Barca, the son of the original founder, did

not give up, however, and he succeeded in re-establishing the company. As a driver with the Spanish railways (RENFE), he managed to acquire a contract for operating a door-to-door transport service along the Mediterranean coast, as far as Malaga in the south. José Arnedo Barca remained at the head of the RENFE subsidiary until it broke away from the railways, and became a public limited company. This was the start signal for a major modernisation process, and the start of the relationship with DAF.

### **Confidence in DAF**

The relationship with the Dutch manufacturer dates back to the start of the nineteen sixties. Originally, Armesa only bought used DAFs, much to their satisfaction. Based on those experiences, the management of Armesa decided to take DAF as their preferred truck marque for new vehicles. The environment is the major spearhead in Armesa's company philosophy. For example, Armesa was the first pioneer in Spain to

introduce Euro 2 and Euro 3 vehicles. "It costs a lot of money but it gives us considerable satisfaction to know that we do everything in our power to burden the environment as little as possible", explained current director José María Arnedo. Others have now also discovered Armesa's environmental approach; in 2004, the company won an important environmental prize from the authoritative Technical University of Valencia. "Our choice for DAF was of key influence in obtaining this prize", continued José María Arnedo. Armesa's choice for the AS-Tronic automated gearbox on all its vehicles is also based on the environmental policy; the fuel savings achieved are good for both the company's coffers and the environment.

### **Logistics**

In order to continue growing, the company has made several investments offering its customers optimum storage, groupage and distribution services for the goods entrusted to Armesa. This move is based on a change of direction started by the company in 1997, from transport operator to logistic partner. On a 6,000 m<sup>2</sup> site (of which 3,500 m<sup>2</sup> of buildings), two refrigerated halls were built, each with a capacity of 500 m<sup>2</sup>, to ensure that the refrigeration chain for cooled and deep-frozen products is never interrupted. Indeed, clients can even use a laboratory for testing the quality





**José María Arnedo: “Our success enables us to replace our entire fleet of tractor units and semi-trailers, every 22 months.”**



of the transported products. A further more than 2,000 m<sup>2</sup> have been set aside for loading, and another 8,000 m<sup>2</sup> for parking trucks in the weekend.

The comfortable office area, with modern facilities, houses 165 employees.

**Driving and rest times**

At Armesa, particular focus is placed on correct compliance with the driving and rest times, and the transport coordinators are required to take these aspects into account in planning. The company also has no fear of the introduction of the electronic tachograph, which records far more than the conventional tachograph. “Quite the opposite, indeed”, concluded José María Arnedo. “We are delighted to see the digital tachograph introduced. It is practically tamper-proof, and that will ensure that the chaff is separated from the corn throughout the sector.”

**German drivers**

Armesa has eighty full-time drivers. During the harvest period, because of the seasonably-dependent distribution of cargoes, the

*Armesa’s choice for the AS-Tronic automated gearbox on all its vehicles is also based on the environmental policy; the fuel savings achieved are good for both the company’s coffers and the environment.*

company also contracts a further 60 drivers. These extra drivers are necessary because during the harvest period, a number of journeys are driven with two drivers. Armesa not only employs Spanish drivers, but also drivers from other countries of the European Union, mainly Germans. “In the end, the image of any transport operator is determined by its

*Two refrigerated halls ensure that the product chain for refrigerated and deep-frozen products is not interrupted.*

drivers”, explained José María Arnedo. “That makes it important for the customer and the driver to be able to communicate with one another. We have large numbers of clients in Germany, hence our many German drivers.” However, Armesa also transports goods to England, Ireland, Austria and the Netherlands, where some of their most important customers are based.

**Training**

Armesa focuses considerable attention on education and training for its drivers. “We are well supported by both DAF and our dealer Nirvauto”, said José María Arnedo. “Their training package is of high quality, as is indeed their expertise in sales. Together with them we always arrive at the product that best suits our requirements.”





# ***Planned maintenance prevents unplanned stand-still***

***To earn money, a truck must be out on the road. Every transport operator will agree with this statement. However, the truck must be well maintained, and in the event of a breakdown repairs must be carried out as quickly as possible. For both maintenance and repair, the DAF dealer is the ideal address; but not only for the truck, because DAF dealers can also repair and maintain drawn equipment, bodies and for example loading platforms and cooling units. In other words, DAF offers its customers one-stop shopping for the entire vehicle fleet.***

Since the first trucks rolled out of the factory in Eindhoven in 1949, maximum deployability has been one of DAF's service spearheads for its customers. DAF's extensive network of more than 1,000 dealers and service points throughout Europe plays an essential role in this programme.

## ***Planned and unplanned***

Thanks to high diesel prices and new legislation such as the MAUT motorway toll, over the last few years, margins have been placed under ever increasing pressure. As a result, some transport operators have decided to make savings on vehicle fleet maintenance. In the short term, such savings are indeed possible, but only until a truck breaks down. Then all the savings are wiped out in one fell swoop. In certain cases, a one-day breakdown can destroy a transport operator's entire quarterly profits. Planned preventive maintenance on your vehicle fleet far reduces the likelihood of an unplanned breakdown. DAF can help whether its customers carry out their own maintenance, or have the work carried out by DAF dealers.

## ***Quality***

Truck maintenance and repair go beyond





tested by DAF, to meet the highest possible requirements.

And if anything does unexpectedly go wrong, if the part was installed by your dealer, DAF not only offers a guarantee for the part, but also the hours required for its replacement. A guarantee that applies throughout Europe!

#### **Speed**

Whether maintenance is planned or unplanned, a truck must spend the shortest possible time at the workshop. Optimum availability of parts is therefore vital. The PACCAR Parts Distribution Centres in Eindhoven, Leyland and Madrid send out parts every day to in total 1,300 delivery addresses right across Europe. These distribution centres guarantee that every DAF dealer and every DAF service point always (or within the shortest possible time) has

*DAVIE XD is the acronym for 'DAF Vehicle Investigation Equipment, Xcellence in Diagnostics'. This unique diagnostic and programming system, developed specifically for DAF, in just a few seconds checks no less than 35 electronic systems in the vehicle, generating major time and cost savings*

simply replacing parts. It is above all a question of correct diagnosis and repair quality. In this process, 'DAVIE XD' plays an essential role. DAVIE XD is the acronym for 'DAF Vehicle Investigation Equipment, Xcellence in Diagnostics'. This unique diagnostic and programming system, developed specifically for DAF, in just a few seconds checks no less than 35 electronic systems in the vehicle, generating major time and cost savings.

Well-trained maintenance employees, however, are the number one priority. DAF therefore imposes severe demands on the quality of its network service engineers. Every year, many hundreds of service engineers receive training according to a tight timetable at the training centre in Eindhoven and various training centres across Europe, in order to keep their knowledge of vehicle technology at the very highest level. Of course, quality is not only a question of people and tools, but also parts. 'DAF Genuine Parts' have been developed and





access to the right parts for every DAF. DAF's Parts Rapido system is a unique tool in this process, that enables dealers to order specific parts for a specific truck, right down to chassis number level.

**One-stop shop**

The DAF dealer, however, does far more than simply maintaining or repairing DAF trucks. Thanks to DAF's unique TRP programme, transport operators can also rely on their DAF dealer for full fleet maintenance. This not only applies for drawn equipment and bodies, but also other truck marques. There are numerous examples, and this service not only saves time, but also money. One-stop shopping for the entire fleet is also far more convenient.

**Sense of confidence**

The majority of breakdowns reported to DAF's International Truck Service are due to insufficient maintenance. All the more reason to take out a repair and maintenance contract with DAF (DAF MultiSupport). DAF MultiSupport is synonymous with a full range of repair and maintenance contracts which, more importantly still, are identical across Europe. The greatest strength of DAF MultiSupport is the total focus on maximum vehicle availability. Together with the customer, the DAF dealer identifies the optimum maintenance timetable for the specific vehicle and specific usage pattern. As a result, operating costs are limited, and the term 'vehicle availability' is lived up to as far as possible. The operator selects

from the overall range precisely those services he wishes to contract out to the DAF dealer. The major plus point for the transport operator is that the costs are known in advance, so he can calculate exactly how much profit per kilometre is left at the end of the day!

***'DAF Genuine Parts' are developed and tested by DAF, and therefore meet the highest possible standards.***

## **DAF International Truck Service**

***In 31 countries, 24 hours a day, 365 days a year***

**For thirty-one years, DAF's International Truck Service has been the market leader for breakdown assistance. This free service for DAF customers is often imitated, but so far has never been equalled. When a driver calls ITS, he immediately receives support from an operator, in his own language. Modern computer equipment is able to identify at lightning speed the location of the nearest service point.**

Speed of action has always been one of the greatest strengths of ITS. This is only logical, of course, since the sooner a truck is back on the road, the better. Because time is money. The speed of ITS is reflected by the following figures:

- 20% of all breakdowns are back on the road within two hours
- 70% are back on the road in six hours
- 82% in 12 hours and 93% in 24 hours.

Assistance from ITS is not restricted to the truck. Support is also provided for the trailer, body or even the driver.

Unlike a number of other truck marques, DAF has deliberately opted to maintain control of its international breakdown service. DAF customers are helped by DAF people. This is of considerable value when offering rapid, good quality assistance. After all, the ITS team are totally conversant with both the organisation and the products, making the ITS operator more expert and faster than anyone else.

**+ 31 40 214 3000**

***Modern computer equipment is able to identify at lightning speed the location of the nearest service point.***





# Higher payload for DAF CF65

*Thanks to its low vehicle weight and spacious cab, the DAF CF65 occupies a unique position in its class. This position has been further strengthened by alterations to the chassis frame, further reducing the weight of this 19 tonne distribution truck. The lightest CF65 as a result now only weighs 5,250 kg resulting in a gross payload of almost 13.5 tonnes.*

Whilst maintaining its original high strength and durability, the chassis of the DAF CF65 has been optimised, with alterations to the layout. These innovations have resulted in a further reduction of the vehicle weight, depending on the design, of between 100 and 125 kg. This additional weight saving is immediately reflected in the payload. Because various components are now located between the chassis members, there is also more space on the outside of the chassis, further facilitating the construction of bodywork, and leaving more space, for example, for an extra toolbox or components for a tipper unit or loading crane.

## **High payload**

DAF supplies the CF65 as a 4x2 rigid chassis with a technical GVW of 19 tonnes and combination weights up of to 32 tonnes. Depending on the model, the vehicle weighs between 5,250 and 5,800 kg, resulting in gross payloads of around 13 to 13.5 tonnes. Comfortable, parabolic springs are fitted both front and back, whilst DAF's ECAS rear air suspension is available as an optional extra, enabling the chassis to be rapidly raised and lowered for optimum loading and unloading at a loading platform.

## **PACCAR 5.9 litre engine**

The DAF CF65 is powered by the 5.9 litre,

six-cylinder common rail PACCAR engine, available in three power variants: 136 kW (185 hp), 162 kW (220 hp) and 184 kW (250 hp). Depending on the model, a manual 6 or 9-speed gearbox is installed; if you pay a little extra, a fully-automatic Allison transmission is available for special applications, such as road sweeping and fire brigade use.

## **Optimum driving characteristics**

Particular attention has been paid to perfecting the harmonisation of chassis design, steering, braking, suspension and axle suspension. The DAF CF65, as a result, stands out for its excellent driving characteristics, smooth steering behaviour and superb manoeuvrability. DAF uses ventilated disc brakes all-round.

## **Spacious cabs**

In its class, the DAF CF65 series occupies a unique position, and not only because of the spacious cabs and high levels of driver comfort. A choice is available between a day cab, a sleeper cab and an extra large Space Cab with two bunks and standing room above the engine hump of 1.85 metres. The attractive design of the cockpit-type dashboard, the use of high-quality, easy-to-

clean materials and the high level of finish give the interior of the CF65 the comfort and appearance of a luxury passenger car.

## **Twelve wheel bases**

The DAF CF65 comes in twelve different wheel bases, enabling body lengths of between 2.80 and 9.40 metres. Thanks to its high payload and huge variety of cabs, transmissions and power outputs, the DAF CF65 is perfectly suited to a wide range of distribution applications, both regional and national, varying from flower and drink transport through to use as a car transporter or road sweeper.



## **Spacious cab and low vehicle weight**



# ***Transport Van Egdom can carry***



***In a mixture of drizzle and wet snow, a heavy, three-axle DAF XF drives onto the Transport Van Egdom forecourt. Towed behind the truck, an empty low-loader. Managing director Paul Van Egdom commented from behind his overfull desk, “He can’t have hung about. Yesterday evening he was parked in Rouen”. The driver has returned from a trip to Southern Spain, having delivered a printing press weighing almost 80 tonnes.***



Paul Van Egdom started his transport company in 1977, together with his wife. Hence the name ‘Van Egdom-Mariën’ on many of the trucks and the company’s buildings.

### ***From 11 to 320 tonnes***

Transport Van Egdom is based in Heist-op-den-Berg in Belgium, between Antwerp and Brussels. This is an industrialised area, and an excellent location for a company specialising – but not limited exclusively to – heavy transport and lifting work. “In principle, we



# up to 320 tonnes



can carry anything up to 320 tonnes GVW", explained Paul Van Egdome. This broad-based service is reflected in the company's fleet, consisting mainly of DAFs. From the light LF for distribution to the very heaviest four-axle XF 8x4 tractor, with a power output of 530 hp. In between are a wide range of CFs in a selection of designs and axle configurations, often equipped with their own crane. Van Egdome also operates its own fleet of escort vehicles, used for transport operations with loads wider than 3.50 metres.

## HSL

However, as previously mentioned, most of Van Egdome's work involves heavy transport. Since 1985, the company has built up an excellent reputation following the takeover of a company specialising in that type of transport. The tasks entrusted to Van Egdome reflect their reputation. Undoubtedly

Van Egdome's most spectacular order to date was the transport of no less than 291 girders for the construction of the high speed rail link between Liege in Belgium and Aachen in Germany. Some of these girders are 44 metres long and weigh 220 tonnes. The train weight for the entire 60 metre-long combination is then 320 tonnes! In the hilly countryside around Liege, even the massively powerful 8x4 XF tractor, with its 530 hp is sometimes short of power, necessitating the addition of a 480 hp XF as a pusher vehicle at the back of the combination. On such occasions, forward speed is reduced to even less than walking pace.

## Confidence

As Paul Van Egdome showed us more and more photographs of the tasks completed by the company (locomotives, industrial boilers, ships, even complete houses), he explained the secret of his success. "It all starts with winning the customer's confidence", he explained. "The customer has a problem, like installing a bridge in the middle of nowhere, and it is up to you to solve it. Our customer's confidence in us is on the one hand based on our no-nonsense approach to our work, and on the other on years of experience. We take on the customer's worries."



## Transport Van Egdome and DAF

*The relationship between DAF and Transport Van Egdome started in 1978, and has become ever stronger since that time. "We have a very intensive relationship with the dealer, Garage Peeters based in Herentals", explained Paul Van Egdome. "In our business, reliability and service are essential, and they can offer both: good service and short lines of communication. Their mentality is just like ours: "You've got a problem, we'll solve it". And if the dealer himself is unable to answer our questions, they simply call the factory in Eindhoven. I know of no other marque of truck where communication between customer and factory is so direct."*

*"I know of no other marque of truck where communication between customer and factory is so direct"*



## **DAF in Belgium**

*DAF occupies a leading position on the Belgian market; in the heavy segment (8,000 registrations in 2004), DAF is number two with a 20% market share. In particular the XF 380 and 430 hp versions are popular in Belgium; they represent half of all DAFs sold over 15 tonnes. In the light segment (<15 tonne GVW, yearly some 1,800 registrations), DAF is number three, with a 13.5% market share.*

*The eye-catching head office of DAF Trucks Belgium is based in Temse, alongside the major transport route E17 from Antwerp to Ghent. Head office houses 25 staff, plus some 10 employees of PACCAR Financial Belgium.*

*DAF Belgium operates an extensive dealer network with 19 Truck Sales dealers and 26 Service dealers. The large number of Service dealers relates to Belgium's strategic location; it is an important transit country from Northern to Southern Europe, with heavy freight traffic. Many of these companies have a long tradition as DAF dealer; a forty to fifty-year dealership history is no exception, in Belgium.*

**Undoubtedly Van Egdome's most spectacular order to date was the transport of no less than 291 girders for the construction of the high speed rail link between Liege in Belgium and Aachen in Germany.**

### **Organisation and planning**

The transport of these huge loads calls for considerable planning and organisation. On average four people are put to work on each major job. They first investigate whether the goods can in fact be transported to the destination location, at all. If the answer is affirmative, the actual planning starts, with laying down the precise route, applying for licences from the various government authorities, and consulting with the road operators for the removal of possible obstacles like road signs and crash barriers. "Transport by road is still the best and most efficient method of transporting heavy goods to a precise location", continued Paul Van Egdome. "Road operators and government authorities are increasingly attempting to have heavy transport carried out by water, which according to them is more efficient. Sometimes they are right but just as often, they are not. After all, the starting point and finishing point for the route are rarely waterside locations, so you first have to get to the water by road and then from the water to the final destination once again by road; a far more time-

consuming process. Just consider the additional lifting activities, alone!"

### **Forty axles**

"If you are active in this business, you are constantly on the lookout for better solutions for you customers", continued Paul Van Egdome. "And developments are accelerating, too. When we started heavy transport operations, we said we would never be able to carry more than 100 tonnes by road. And look now; a 220-tonne girder is almost commonplace. And what about axle numbers. Just a few years ago, ten axles were the maximum. Now combinations of forty axles are no longer an exception." Paul Van Egdome is the prototype hands-on manager; short lines of communication, few words and a close involvement in the day-to-day business are the main characteristics. As if to underline this fact, the Van Egdome family home is on the company premises. With a laugh, Paul added the footnote, "My wife lives at home, I more or less live in the office".





# State-of-the-art noise test facility



*Above: On the left the driving wind simulator, in the middle the vehicle to be tested and at the back the water brake, which during tests loads the driveline as if the truck were driving on the road. In the foreground, two extremely sensitive microphones.*

**In April, the DAF Technical Centre in Eindhoven commissioned a brand-new, state-of-the-art noise test facility, absolutely unique in the truck industry.**



Although on its test track, DAF has facilities for measuring passing noise, there was a clear need for a centre where the full range of noise measurements can be carried out, according to the very latest technological standards. At the site of DAF's head office in Eindhoven, an ultramodern noise test facility has been built, adjacent to the engine development department and DAF's advanced engine laboratory.

## **New requirements**

In 2007 new requirements are set to be imposed in Europe for passing noise, as well as expected stricter requirements for peak noise levels. The future European emission requirements (Euro 4 and 5) will also have consequences for engine noise because for example new exhaust systems will have to be developed. In addition, DAF continues unabated to work on further increasing driver comfort, whereby noise of course is an important aspect.

## **Four different rooms**

The new building is divided into four diffe-

rent rooms. In the preparation room the tests are prepared, equipment for the test benches is stored and there is a small workshop. The technical room houses heating and ventilation equipment, in combination with an installation for wind simulation. If required, this installation can displace 45,000 m<sup>3</sup> of air per hour, facilitating simulation of speeds up to 40 kilometres per hour. Noise measurements are governed from the control room, and the actual tests are carried out in the test room.

To simulate realistic driving conditions, a water brake has been fitted in the test room, which during the tests applies a load to the driveline, equivalent to the truck driving on the road. For the cooling of this water brake and any external engine cooling, a water basin with a capacity of 21,000 litre has been built.

The floor of the test room has been laid with special ISO asphalt, with precisely the same specifications as those of the noise measuring area on the DAF test track, which makes it possible to compare measurement results. Another remarkable feature is the wall covering, which consists of non-flammable panels built up of several

layers. As a result, any noise is immediately absorbed; an essential requirement when carrying out measurements of the highest quality.

To eliminate the risk of extraneous noise, the concrete walls of the building have been built a massive 20 cm thick, whilst the access doors to the test room each weigh more than a tonne. In addition, all mechanical installations in the building (cooling, heating and ventilation) have been where possible produced as low-noise versions.

A whole range of noise measurements can be carried out in the new noise test facility, relevant during truck development, both interior and exterior.

**DAF Endurance  
Used Trucks**

[www.dafusedtrucks.com](http://www.dafusedtrucks.com)



## Exceptional transport

Last February, the Canadian transport company Minty's Moving won the order to move a grain silo some thirty kilometres. However, it was not just any grain silo; this particular model was 50 metres high and weighed 280 tonnes.

The weather conditions (mid winter) and the hilly terrain meant that even for Minty's, specialists in exceptional trans-

port, this was no routine job. The grain silo was placed on a low loader with 84 wheels. The tractive unit was a Kenworth T800 with a 425 hp Caterpillar engine. Two Kenworth T900s were used to push the combination uphill, or to provide extra braking, on downhill sections.

## Kenworth factory 'Assembly Plant of the Year'

The Kenworth factory in Renton, Washington, recently won the 'Assembly Plant of the Year Award'. The award was presented for the first time by the leading American journal 'Assembly Magazine', and was received by Doug Baugh, plant manager at Kenworth in Renton, and Joe Zitzelberger, Kenworth's director for production development.

"Kenworth Truck Company is delighted with this national recognition of the Kenworth Renton factory by Assembly Magazine," explained Tony McQuary, assistant general manager for operations. "Quality, pride and technology are built in to every Kenworth that rolls off the Renton assembly line, and our trucks are renowned throughout the industry for their reliability, quality and high residual values."

Of all companies assembling products in the United States, a small number were nominated. These were evaluated by external experts and the editors of Assembly Magazine. "We wanted to place companies in the footlight who assemble their products in the United States", explained Austin Weber, editor-in-chief of Assembly Magazine. "Our objective was to find a state-of-the-art factory that uses World Class processes to reduce costs, increase productivity, reduce development times and improve product quality. The Kenworth factory in Renton is an excellent example."



The Kenworth factory in Renton was opened in 1993, and since that time has produced 85,000 trucks. The factory produces the Kenworth types T600, T800, W900, C500 and 953.

*from left to right: Austin Webber, Editor-in-chief Assembly Magazine; Doug Baugh, plant manager Kenworth Renton; Joe Zitzelberger, Kenworth production development*



## 600 new Kenworth trucks for Stevens Transport

**When one of America's largest refrigerated and frozen transport companies needed to order new trucks this year, the choice was an easy one: the new model Kenworth T2000.**

For nine years, Stevens Transport has been criss-crossing the United States with its Kenworth T2000 trucks. This year, the Dallas-based transport company will be taking delivery of 600 new T2000s. Two-thirds of these trucks are intended to replace existing models with the remaining two hundred an expansion to the fleet. In total, Stevens will then be operating some 1,500 Kenworth T2000s, the largest fleet of this type in the United States.

"Since the T2000 was introduced in 1996, we have been a satisfied customer", explained Jim Martin of Steven Transport. "The truck has a unique look which ties in with the image we wish to present of ourselves as a business. And the residual value of a T2000 is very high". Further improvements to the Kenworth for the new model year have meant even lower maintenance costs, improved driver comfort and lower fuel consumption. "The new three-part bumper means lower repair costs, for example", explained Martin. "After all, if damaged, you only need replace one segment." Stevens Transport also greatly appreciates the T2000 for its driver comfort; finding and keeping good drivers is much easier, thanks to the Kenworth.

## Further recognition for Mark Pigott

**The leading American investment magazine Institutional Investor published a list earlier this year of best performing American board members, for each business sector. PACCAR Chairman and Chief Executive Officer Mark Pigott was one of the top three in the 'Industry' sector.**

In its survey, Institutional Investor asked portfolio managers and share analysts to identify the best performing board members in the sector they analyse over the whole year. "It's a great honour to be counted in the company of people like Jim Farrell from Illinois Tool Works and Sandy Cutler at Eaton", commented Pigott. "This recognition reflects the dedication of PACCAR's 20,500 talented employees who every day deliver fantastic products and services to PACCAR dealers and end users. In 2005, the company will be celebrating its 100th anniversary, and we are delighted to have received this recognition for our pioneering position in quality and technology, and superior shareholder returns."



# Still much uncertainty about introduction of digital tachograph

**Officially, from 5 August 2005, all new trucks supplied in the EU above 3.5 tonnes GVW, and all passenger vehicles with more than nine seats (including the driver) were set to be equipped with a digital tachograph. However, because many Member States have not completed the necessary preparations, the introduction is probably to be once again postponed, bringing about major uncertainty within the transport sector.**



On 13 April, the European Parliament approved the proposal to postpone the introduction of the digital tachograph by one year, until 5 August 2006. The European Commission had previously spoken against the postponement. It is now up to the Council of Ministers. They are expected, in mid-June, to reach a decision on the postponement. Until that time, the postponement decision is not definitive.

## More and better information

The tachograph was introduced at the start of the nineteen seventies, to increase road traffic safety. By registering journey and rest times and speeds, a greater insight could be obtained into the performance of both truck and driver. However, the era of the paper tachograph disc will soon have passed, overtaken by new digital technology that generates more and better information, and is less susceptible to fraud and tampering.

## Numerous additional possibilities

The digital tachograph is a complete, tamper-proof and safety-enhancing instrument, with a wide range of registration functions. It not only records the rest and journey times for the driver and co-driver, but also the speed travelled, the engine speed and the distance covered by the driver. The digital tachograph records all vehicle data for the last 365 days, not only the data for the special individual driver's card, but also incorrect actions during operation and attempts at fraud.

The driver's card has a minimum capacity of 28 days. Within that period, the card must be 'emptied' (downloaded) at least once onto the transport operator's central system. Precisely when this takes place will vary from country to country, depending on local legislation. The collected data are

clearly presented, so that it is obvious at a glance, for example, if the speed limit has been violated. The digital tachograph is fitted with an integrated printer, so that as necessary data can also be printed onto paper, in the cab.

## Simple operation

On the basis of training from the tachograph supplier, drivers, employers and people in the workshop can be taught to use the new instrument. For the driver, little will change in daily practice. Instead of a tachograph disc, he will now have a chip-card, whilst the tachograph can be operated as easily as the average car radio. For employers, the changes will be greater; legislation now states that all relevant information must be digitally stored. As well as

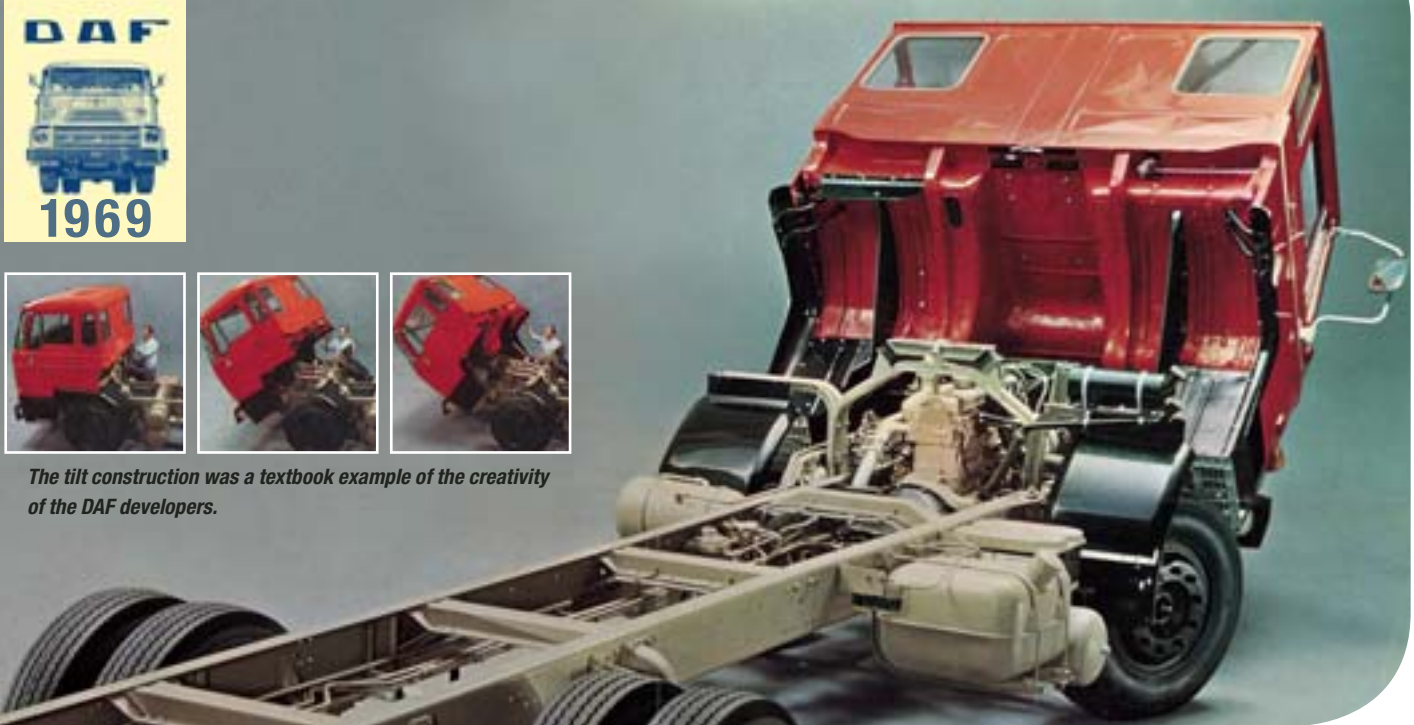
the training programme already referred to, that will call for investments in computers and software, and possible adaptations to the organisation. However, these investments also offer advantages; all data received by the employer will make his fleet management more transparent. The information is available immediately after every journey, and can be directly used for improving efficiency, productivity and customer satisfaction.



- **There is no obligation to replace the analogue tachograph in existing trucks, with a digital version. Exceptions are trucks registered after 1 January 1996, in which the analogue tachograph has to be replaced due to a fault.**
- **The personal driver's chipcard must be collected individually from the responsible body. The card is valid for five years.**
- **Any en-route inspection is recorded in the memory of the tachograph and on the driver's card.**
- **The digital tachograph and the entire installation (sensors, wiring, etc.) must be inspected every two years by a certified workshop.**



The tilt construction was a textbook example of the creativity of the DAF developers.



# The first DAF tilt cabs

*In the mid nineteen sixties, DAF had been building trucks for some fifteen years. During that period, the company had introduced various new models and engines, but little had actually changed in the medium-heavy truck range. For DAF, this was reason enough in 1966 to start developing a new medium series. The most important innovation was the introduction of the tilt cab.*

In 1962, DAF had already established a reputation as trend-setter with the introduction of the 2600 series, achieving considerable international success. The medium series introduced in November 1969 had a similar effect. The F 1600, F 1800, F 2000 and F 2200 were crammed with the latest developments, and reactions from the public at the Amsterdam Commercial Vehicle Show in 1970 were most enthusiastic.

### Tilt cab

The new series of trucks was delivered in dozens of versions, from 2 x 4 tractive units to 6 x 4 rigids for use as tippers or concrete mixers, in numerous different chassis lengths with a wide range of different engines, from the 138 hp DF 615 engine through to the 218 hp DU 825 engine with turbocharger. Originally there was even a petrol engine version. DAF's new medium series stood out above all because of its tilt cab, guaranteeing optimum access to the engine. The tilt construction was a prime example of the creativity of the DAF developers, involving torsion rods at the point of rotation which generated upward tension, so that following release, the cab could be tilted forwards, with just one hand.

### Driver

The new cab was very advanced in appearance, with clear design characteristics from the successful 2600. Even then, DAF had a reputation for driver comfort, and the new



series once again proved the point. The step-up point to the new cab was positioned in front of the front axle (creating a low step-up height) and the large doors could be opened very wide. The 2.8 m<sup>2</sup> glass surface offered the driver an excellent all-round view, and considerable attention was paid to the interior. The seats were very comfortable, and the engine, positioned



well back, meant low noise levels in the cab.

### New production method

The new truck series also introduced a new production method at DAF. Until this time, the chassis of DAF Trucks were welded in a so-called tilting jig, to cancel out the risk of twisting as a result of the thermal tension. This was a time-consuming task that had to be carried out by specialist workers. For the production of the new chassis, a switch was made to a riveted construction. As a result, average production time for a chassis frame fell from 7.5 to 1.5 man hours, resulting also in a drastic fall in production costs.

### Long career

DAF's medium series proved highly successful, and strengthened DAF's reputation as manufacturers of reliable, comfortable and economical trucks. And whilst the concept grew over the years to match market developments, the cab – with the exception of a few optical details – remained in production practically unaltered, until 1992. Evidence that the DAF designers at the end of the nineteen sixties had done their homework more than well enough.





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