

IN ACTION



DAF INTRODUCES LF 2016 EDITION

LOWER COSTS, INCREASED EFFICIENCY

DRIVEN BY QUALITY



**“DAF Transport
Efficiency is the answer
– it’s in the DNA of
every truck we build
and it’s a principle at
the centre of
everything we do.”**

*Ray Ashworth
Managing Director
DAF Trucks Ltd*

LEYLAND PLANT KEY CONTRIBUTOR TO OUR SUCCESS

As we close in on 2016, the truck market shows no sign of slowing down this year with a predicted market over 6 tonnes between 41,000 and 42,000 registrations.

The combined year-to-date results for the van and truck markets are up 20.1%, with HGVs making the biggest advance, up 24.8%. The total number of trucks over 6 tonnes has now reached 30,777, compared with 22,411 at the same time last year, and I don’t see this upward trend levelling off.

Tractor units have seen the greatest rise in sales, up 45% from the same time in 2014, and the trend continues to favour 6x2s, which now outsell two-axle tractors at the rate of 10:1.

But what about DAF’s position specifically? Well, I firmly believe we’ll take 27% of the market by year end – signalling the culmination of a strong performance throughout 2015. And how have we maintained our position as market leader? DAF Transport Efficiency is the answer – it’s in the DNA of every truck we build and it’s a principle at the centre of everything we do. Of course, having the industry’s largest and best-performing dealer network is key for us, and our customers continue to tell us that DAFaid remains unmatched by our competitors.

As announced at the Freight in the City exhibition in October, we now have the new LF Silent for UK operators looking for a lightweight solution to urban deliveries outside of daytime restrictions. Our Tip, Skip and Grab offering will ease the pressure on lead times for customers looking for ready-bodied vehicles, and the DAF Apprentice Programme goes from strength-to-strength. You can read about all this, and more, in this issue of DAF in Action.

Finally, I wanted to say how delighted I am with the reaction to our customer events at Leyland Trucks. Called ‘Building Britain’, we’ve been staging a series of customer visits, giving us the opportunity to showcase our ultra-modern UK truck manufacturing facility in Lancashire. Over 550 customers and dealers from right across the country have been treated to a tour of the factory followed by a trip down memory lane at the British Commercial Vehicle Museum.

The UK has a proud history of truck making and this continues with our plant in Leyland being a key contributor to our success.

POPPY DAF

DAF Trucks played a key role in Remembrance Day commemorations in November in supplying the logistics behind the ‘Blood Swept Lands & Seas of Red’ art installation tour. Currently residing at St Georges Hall, Liverpool, the ‘Weeping Window’ ceramic poppy artwork by Paul Cummins and Tom Piper is on display from the 7th November until the 17th January. Both ‘Weeping Window’ and ‘Wave’, which were originally exhibited at the Tower of London to widespread public acclaim, are now on tour around the UK courtesy of 14-18NOW, the World War I Centenary Art Commissions organisation. The Wave is on display at Yorkshire Sculpture Park until the 10th January 2016.

DAF Trucks is sponsoring the transport of the art installations between venues and is supplying the trucks for all the moves. This Euro-6 DAF XF 460 FTG (pictured) was used to transport the ‘Weeping Window’ artwork from Woodburn Museum in Northumberland down to Liverpool.



DAF XF 460 FTG Super Space Cab

TIP, SKIP & GRAB TRUCKS FROM DAF – WHY WAIT FOR DELIVERY?

Following a forecast of lengthening delivery lead times made by DAF Trucks' Managing Director, Ray Ashworth, at Tip-Ex earlier this year, DAF Trucks has announced it is to make available a limited supply of 'in demand' bodied vehicles for immediate delivery.

Through its 'Tip, Skip & Grab' programme, DAF Trucks customers primarily in the construction and utilities sectors will be able to choose from a range of trucks including eight-wheel tippers, tipper-grabs, skip-loaders and hook loaders.



"The construction and waste industries are buoyant at present although we're seeing long lead times at body-builders for associated models," said Ray Ashworth, "Therefore, we're looking to provide a speedy turn around for customers needing their trucks quickly."

He went on, "Thanks to high demand for trucks across Europe, DAF Trucks has already increased production to ensure that chassis lead times remain reasonable. We have the chassis," he said, "but it's getting them bodied and delivered in an acceptable time that may become an issue. Consequently," he said, "and with the help of our industry-leading body-builder partners, we can sensibly make available a small stock of bodied, ready-for-the road trucks to help customers with their short-term availability requirements."

"Of course, customers will continue to prefer to spec their vehicles from the ground up, but, equally, we understand that immediate availability might be required where contracts suddenly crop-up or where a specific tipper, skip-loader or grab is needed to fill a gap in existing work."



Our Tip, Skip & Grab programme will ease the pressure."

Through DAF Trucks' 'Tip, Skip & Grab' programme, a DAF dealer could potentially have a bodied vehicle on the road within days, subject to finance, rental arrangements or any local specification amendments.

Ashworth concluded by saying, "This is a pre-emptive measure and nothing more. A little foresight on the part of chassis manufacturers and bodybuilders," he said, "helps operators cater for the inevitable short term needs of a buoyant construction industry."

DAF TRUCKS AND LEYLAND TRUCKS INVITE CUSTOMERS TO JOIN IN 'BUILDING BRITAIN'

Coming together under the 'Building Britain' banner, DAF Trucks and Leyland Trucks have just completed a series of special customer visits to the Leyland Trucks manufacturing facility in Lancashire – home to production of UK-registered, right-hand-drive DAF LF, CF and XF models.

In the last three months, over 550 customers and dealers have visited the Leyland factory which is also

receiving the finishing touches to a new Visitor Centre and an extensive office refurbishment.

The visits also include a trip to the British Commercial Vehicle Museum, also in Leyland, and a nostalgic look back at some of the iconic makes and models of decades past.

The Building Britain customer days coincided with DAF Trucks maintaining its unbroken 20 year run as UK market leader for commercial

vehicle registrations above six tonnes. The milestone is reached as DAF Trucks continues its dominance of the UK market in 2015 with a forecasted year-end market share of 27%.

DAF Trucks Managing Director, Ray Ashworth, said, "It's time we championed this country as the world force in manufacturing for which it has been known traditionally, and to be proud of our credentials as a nation competing with the world's

best in the automotive sector. At Leyland," he said, "we have positive proof that a skilled British work-force, and there are just under 1000 individuals here at Leyland Trucks, can produce the very highest quality commercial vehicles – market-leading commercial vehicles, in fact. Make no mistake," he added, "the skills on display here at Leyland are literally 'Building Britain'; skills that are making a positive contribution to the UK economy."

DAF Trucks was the centre of attention at Freight in the City in October – the new show for urban transport operations. With a wide range of new product innovations, DAF Trucks has never been better placed to meet the ever-increasing demands of urban operations.

IN THE CITY WITH DAF TRUCKS

DAF Trucks showed two models at Alexandra Palace. Its CF 400 FT 4x2 tractor with Silent Mode offers low-noise standards for night time deliveries. Silent Mode is engaged by the driver by simple activation of a dash-mounted 'Silent' button. Beneath the cab, engine software alters performance characteristics to reduce noise levels to less than 72 dB(A).

DAF's Silent Mode offering now extends to the LF range. With recent confirmation of PIEK-certification on PACCAR PX-5 engine variants (150bhp and 180bhp) DAF's 7.5t 4x2 rigid models for early morning and night-time city operations are now available in the UK. Silent Mode is already available on both CF and XF models powered by the Euro-6 PACCAR MX-11 engine. Importantly for customers of DAF Silent models, acquisition costs remain low thanks to conventional driveline technology. Other PIEK-certified vehicles on the market are powered with gas engines or have hybrid drivelines resulting in prohibitive up-front acquisition costs.

DAF Trucks' second exhibit, and a truck which takes cyclist safety to the next level, is the CF 440 FAD low-height 8x4 rigid tipper. The Construction Logistics & Cyclist Safety (CLOCS) DAF demonstrator is based on the CF low-height haulage chassis, with its cab mounted 150mm lower than its CF Construction 8x4 stablemate, thus greatly improving direct visibility in the vicinity around the cab.

For added driver awareness, DAF's CLOCS demonstrator boasts Side Scan technology from Brigade Electronics. The system warns cyclists when the vehicle is turning left while alerting the driver should a cyclist encroach on the nearside of the vehicle.

The truck also benefits from a VUE camera system to provide observation along the entire nearside of the vehicle.

Completing the driver's command of his immediate surroundings, the vehicle also comes with an additional floor-height window in the passenger door to provide a direct view of cyclists and

pedestrians. Importantly, the design, developed by Cheshire-based Astra Vehicle Technologies, allows the main passenger door window to open; a key benefit that enables drivers to have a clear view of traffic during poor weather and to allow access to the mirrors from the passenger seat for cleaning purposes.

Astra Clearview window conversion



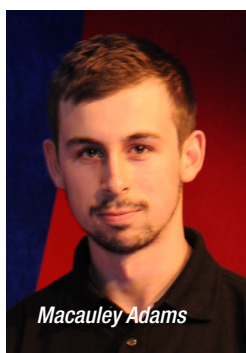
DAF TRUCKS APPRENTICE PROGRAMME

CELEBRATES 20TH ANNIVERSARY

October saw DAF Trucks celebrate the 20th Anniversary of its DAF Apprentice Programme. Regarded by many in the industry as the benchmark commercial vehicle training scheme for young people, the Programme culminates in an annual Apprentice of the Year Awards and Graduation Ceremony – this year at Tortworth Court Hotel near Bristol.



Thomas Hill



Macauley Adams



Dexter Truscott



Ewan Bruce



Chloe Bevin

To date, DAF Trucks has trained 1,500 Apprentices since its inception in 1995, while a full 20% of all DAF Technicians at dealer level were trained on DAF Apprenticeships.

Seen by the company as a highpoint in its events calendar, the awards saw Dexter Truscott from Wessex DAF scoop the 3rd Year Apprentice of the Year award, signalling a hat-trick after his 1st and 2nd Year victories. Dexter was presented with his

prize by DAF Trucks Managing Director, Ray Ashworth, and Chairman of the DAF Dealer Service Panel, Phil Clayton. Although the Programme has seen previous female apprentices achieve excellence, Chloe Bevins from HTC Heathrow becomes the first to graduate and, as a result, has been promoted to Workshop Administrator.

Just the week previous, Dexter, along with Andrew Markell from Chassis Cab (Bury St Edmunds) attended the Institute of the Motor Industry (IMI) Outstanding Achievers Awards where the pair were both recognised in the Heavy Vehicle category. Further, and also in October, DAF Trucks has emerged as a Highly Commended finalist in the 2015 Regional Apprenticeship Awards.

"I knew when the programme started that it was the start of something big for the company" said Tony Shepherd, Business Services Manager and the man responsible for the DAF Apprentice Programme, "We set the bar high back in '95, and we've strived to raise it every year since," he said.

Among a great number of individuals who have gone onto high-achieve following their DAF Apprenticeships, is Tom Osborne. Having been a member of the original class of '95, Tom is now Aftersales Director at DAF Dealer group, Brian Currie. Further, two Service Managers, Jamie Selway and Ryan Collins, are now Service Managers respectively at Harris DAF (Lea Valley) and Ford & Slater in Leicester.

First Year – Apprentice of the Year

1st	Thomas Hill	Greenhous DAF (Shrewsbury)
2nd	Craig Sutherland	Norscot T&V (Inverness)
3rd	Barry McCavigan	TBF Thompson DAF Trucks (Portadown)

Second Year – Apprentice of the Year

1st	Macauley Adams	Wessex DAF (Newton Abbot)
2nd	Josh A'Hearn	Adams Morey (Portsmouth)
3rd	Joe Peck	Ford & Slater DAF (Newark)

Third Year – Apprentice of the Year

1st	Dexter Truscott	Wessex DAF (Newton Abbot)
2nd	Tyler Watson	Ford & Slater DAF (Leicester)
3rd	John Lacey	Greenhous DAF (Willenhall)

The Award of Merit

Ewan Bruce	Lothian DAF
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GOOD BRAKING. BETTER DRIVING. INTARDER!

Good braking means better driving. Better driving means driving more economically, safely, and more environmentally friendly. The ZF-Intarder hydrodynamic hydraulic brake allows for wear-free braking without fading, relieves the service brakes by up to 90 percent, and in doing so, reduces maintenance costs. Taking into account the vehicle's entire service life, the Intarder offers a considerable savings potential ensuring quick amortization. In addition, the environment benefits from the reduced brake dust and noise emissions. Choose the ZF-Intarder for better performance on the road. www.zf.com/intarder



MOTION AND MOBILITY

100
YEARS MOTION
AND
MOBILITY





RICHARD ZINK, MEMBER OF THE DAF BOARD OF MANAGEMENT AND RESPONSIBLE FOR MARKETING & SALES:

"IT IS LIKE A NEVER-ENDING RACE! WE KEEP INNOVATING IN ORDER TO PROVIDE CUSTOMERS WITH THE HIGHEST RETURN PER KILOMETRE."

260,000 trucks will be sold", says Zink. "Key economic indicators reveal a positive outlook. Industry and consumer confidence are at the highest level in years. Economic growth of 1.8% is expected, the highest level since 2010. The number of transport miles continues to increase, which can be seen in part by the increasing number of miles for which MAUT road tax is being levied in Germany. This means that trucks are driving more miles and that there is a need for the replacement and expansion of truck fleets. The cost of diesel is also low, which also is good news for our customers."

COMPLIMENTS "By the way, DAF customers are very enthusiastic about our Euro 6 products", says Zink. "In particular regarding the quality, reliability, comfort and fuel consumption. The latter is five to seven percent lower compared to Euro 5. This makes an investment in DAF Euro 6 trucks more attractive now than ever, also thanks to the low interest rates and the discount of 2 cent per kilometre for the German MAUT road tax. If you do the math, there's only one conclusion."

DAF TRANSPORT EFFICIENCY "Of course we continue to invest in further

improvement in our products", explains DAF's Director of Marketing & Sales.

"Enhancements to the engines combined with innovative technologies such as Predictive Cruise Control and Eco Mode mean significant fuel savings for the CF and XF. And with the new LF 2016 Edition we are also introducing new opportunities for further efficiency increase in the distribution segment. It is like a never-ending race! We keep innovating in order to provide customers with the highest return per mile. This is underlined by the many independent tests in the media, with DAF attaining new records for fuel efficiency!"

DAF introduces most innovations as part of the 'DAF Transport Efficiency' philosophy. "This philosophy goes beyond merely products and technologies", Zink continues. "Indeed, the many services behind the product also play an important role. For example, PACCAR Parts - because of its first class provision of parts - guarantees maximum truck availability. Just like our unrivalled International

Truck Service (ITS). And PACCAR Financial Services offers attractive financing solutions for low operational costs. DAF MultiSupport repair and maintenance contracts give maximum security. So DAF Transport Efficiency is not only about the most efficient trucks, but also about a full range of services that translate into about maximum returns. Our motto: Your profitability, our aim. This is expressed in all facets of our business."

CONNECTIVITY An important aspect of DAF Transport Efficiency will be connectivity. "This means that the truck and operating base are always in contact. Call it a fleet management system whereby the operator has continuous online information about the truck, driver and vehicle location, so allowing optimisation of the returns per mile. And that is what the transport business is all about. More than ever before." ■

EXTENSIVE PROGRAMME OF INNOVATIONS TO MAXIMISE EFFICIENCY

DAF LF 2016 EDITION

UP TO 5 PERCENT MORE FUEL EFFICIENT

DAF is introducing a large number of innovations to the popular LF series for distribution transport. Optimised drive lines and an even greater choice of wheel bases and fuel tanks contribute to an even higher return per kilometre. Most LF 2016 edition models also have the latest comfort and safety technologies fitted as standard, including AEBS, FCW, ACC and LDWS.



The new LF 2016 Edition stands out first and for all by its optimised drive lines. Enhanced software and even better heat and air management in the exhaust gas after treatment system, make the 4.5-litre PACCAR PX-5 engine (112 kW/152 hp – 157 kW/213 hp) up to 5% more fuel efficient.

AS TRONIC The 6.7-litre PACCAR PX-7 engine (164 kW/223 hp – 231 kW/314 hp) is now also available with an optional automated AS Tronic transmission with 12 speeds. Compared to the existing automated 6-speed gearbox, this allows higher GCWs of up to 32 tonnes for extra productivity. Furthermore, lower engine speeds to enable even lower fuel consumption and further reduce interior noise levels.

WHEEL BASES UP TO 6.90 METRES AND FUEL TANK VOLUMES UP TO 1,240 LITRES One of the major advantages of the new LF 2016 Edition is the expanded ability to tailor a vehicle to its specific use, thanks to the seven new wheelbases with lengths up to 6.90 metres. This allows load lengths of up to more than 9 metres for maximum load capacity.



The longer wheelbases enable fuel tank volumes of up to 1,240 litres, which is unique in this distribution truck sector. This results in an even greater range, maximum vehicle availability and financial benefit by refuelling where fuel prices are at their lowest.

OPTIMUM AERODYNAMICS: UP TO 4% IN FUEL SAVINGS

To ensure optimum aerodynamics and provide the best possible fuel consumption, DAF has developed new cab collars and a completely new roof deflector for LF models with a day cab. The roof deflector is available both for low and high bodies and, together with the new collars, fits perfectly with bodies between 2.50 metres and 2.55 metres wide. The new aerodynamic package enables fuel savings of up to 4% compared to the current package.

MORE INNOVATIONS FOCUSING ON EFFICIENCY

In other areas as well DAF has introduced innovations which benefit efficiency. A new air intake directly behind the cab provides optimum air flow whilst allowing fitment of options such as height-adjustable roof air deflectors, over-cab refrigerator units and top sleeper conversions.

Especially for refrigerated transport, the DAF LF 2016 Edition can now be ordered pre-prepared for a Frigoblock generator (water cooled, 22.5 kW), in combination with the four cylinder 4.5 litre PACCAR PX-5 engine.

New LED rear lights, which are already offered on the CF and XF, are available as an option and will in principle last the whole service life of the truck and are also energy efficient. Another example of DAF Transport Efficiency.

MORE INFORMATION FOR DRIVERS

DAF's Driver Performance Assistant on LF, CF and XF models provides the driver with detailed feedback on fuel economy, braking behaviour and the way the driver has anticipated traffic situations.

As from the new LF 2016 Edition, tachograph information is now also shown on the central information display. This allow drivers to monitor vehicle speed as well as their driving hours more effectively to avoid infringements. The screen also displays when the vehicle's next service inspection is due, ensuring timely maintenance.

IMPROVED INTEGRATION WITH THE SUPERSTRUCTURE

Information about the body and auxiliary equipment can also be shown on the central display; for example, if the loading crane is not fully folded in or the stabiliser legs are not secured. This is possible thanks to the enhanced communication between the chassis and body; this also ensures, for example, that the body 'knows' whether the transmission is in neutral. In addition, the PTO and engine speed, amongst other things, can now be controlled via the central vehicle CAN, both from the body and from the cab, for maximum efficiency and convenience.

FITTED AS STANDARD: AEBS, FCW, ACC AND LDWS

The DAF LF 2016 Edition (from 8 tonnes GVW and with air suspension on the rear axle) comes as

standard with Advanced Emergency Braking System (AEBS), Forward Collision Warning (FCW) and Adaptive Cruise Control (ACC). The Lane Departure Warning System (LDWS) is also standard (except on LF Construction models). AEBS and FCW aim to prevent collisions. In an emergency situation, AEBS can automatically apply the brakes to avoid a collision or to minimise any impact. Adaptive Cruise Control (ACC) automatically adjusts the speed of the truck to match the speed of the vehicle in front. As a result, a safe distance is maintained between the two vehicles. This enables cruise control to be used as much as possible, which benefits fuel economy. Lane Departure Warning (LDWS) works with a camera behind the windscreen. If the truck unintentionally leaves from its lane, an acoustic signal warns the driver.

DAF TRANSPORT EFFICIENCY The many innovations mean that the DAF LF 2016 edition represents a major step in further enhancing truck efficiency, in line with the philosophy of DAF Transport Efficiency. Naturally the key features of DAF's distribution truck are still maintained, including the high load capacity thanks to the low kerb weight, easy manoeuvrability thanks to the smallest turning circle in its class and the high comfort and easy handling so valued by drivers. ■



The Driver Performance Assistant, the central information display, now has extra features.

JAROSLAV PŮST FROM FRESHFRUIT LOGISTICS:

“A TRUCK SHOULD ALWAYS BE ON THE ROAD!”

In the short time that the Czech company Freshfruit Logistics s.r.o. has been involved with transport and logistics it has built up an excellent reputation and today the trucks of FreshFruit Logistics can be seen all over the Czech Republic. The recently acquired DAFs (fourteen trucks) all have a 'DAF MultiSupport' maintenance contract. Jaroslav Půst, Executive Director, explains why he chose DAF trucks and what he expects from them.





It took three years for us to come to the decision to acquire service and maintenance contracts on purchase of the new trucks", says Půst. "Initially we did not think this had any added value for us. However, when we further expanded the fleet we did the calculations again. And the contracts turned out to be more attractive than we had thought. All of the fourteen recent truck acquisitions have a service and maintenance contract."

NO SURPRISES "One of the most important advantages of having DAF MultiSupport contracts is that there are no sudden and unexpected costs", explains Půst. "This enables us to calculate our costs more effectively and so make better and more realistic offers to our customers. In addition, we are assured of perfectly maintained vehicles. In our business everything is last-minute, but the dealer is always ready. We work seven days per week and our trucks are always on the road. Unplanned downtime can have dramatic consequences and that is why it is vital that our trucks get the attention and care they deserve."

LOGISTIC SERVICES Freshfruit was founded in 2005, as a joint venture with Chiquita. Originally the company focused on the ripening and distribution of bananas. "Gradually we gravitated more to logistic services for fresh and refrigerated foods", says Půst. "We now totally focus on logistics and transport and we have contracts with various parties."

The trucks of FreshFruit Logistics which drive for Billa supermarkets are all adorned with a 3D effect decoration.

"For Billa, the Czech Republic is a pilot country for the new decoration", explains Jaroslav Půst. "This decoration is not yet seen in other countries where Billa operates. I am proud of it, the decoration exudes quality."

BILLA Perhaps Freshfruit's most important customer is the Billa supermarket chain. "We deliver foods seven days a week to more than 200 Billa stores", says Půst. "That is an unbelievable number of kilometres and the timing of deliveries is very strict: all the supermarkets must be stocked between six and ten in the morning."

CAREFUL PLANNING "Of course we planned this project very carefully, because it was a real challenge for us to meet the customer's high requirements and also make it financially viable for ourselves", explains Půst. "However, I can now say that the end result has been attractive for both parties. This is also highlighted by the fact that we won a tender in the middle of last year for transporting deep-frozen foods."

SWITCHING OVER TO DAF "At present 23 of our forty trucks are DAFs", says Půst.

"We are endeavouring to switch over to just one brand, which will also be better for the drivers. Our next truck purchases are likely to be from DAF, a reliable brand. At present we use various DAF models: from the compact LF and CF to the large XF. Without doubt, reliability is one of the key reasons for purchasing more trucks from DAF. The service intervals are high and maintenance costs are low. We have had no out of the ordinary repairs." ■



DAF INVESTS 100 MILLION IN WESTERLO

DAF is to invest 100 million euro in a completely new state-of-the-art paint shop for its cab factory in Westerlo, Belgium. Upon completion it will be the most modern truck-cab paint shop in the world. The first cabs will leave the new 25,000 m² paint shop in the first half of 2017.



DAF opened its Westerlo factory in 1966, where - in addition to cabs - it has also produced its own axles since the early seventies. The current workforce of 2,150 employees produces around 500 axles and 200 cabs per day for the heavy and medium duty trucks that come off the production lines in Eindhoven and in Leyland (UK).

GROW CAPACITY BY 50% In the coming years DAF expects demand for trucks in Europe to grow and aims to expand its market share in the heavy-truck class to 20%. In addition, DAF also wants to expand its success outside Europe. To achieve this ambition for the coming years, DAF is creating a completely new cab paint shop at the DAF Trucks Vlaanderen site.

Thanks to this investment, the production capacity of the cab plant increases with some fifty percent.

MOST MODERN PAINT SHOP OF ITS TYPE IN THE WORLD The new paint shop is 144 meters long, 58 meters wide and 26 meters high, and covers three floors. Amongst others, ultra-modern paint robots will be used with so-called 'bells'. These rotate at speeds of up to 50,000 revs/min for the highest quality and maximum efficiency with reduced paint and solvent consumption.

LATEST INNOVATIONS Next to quality and efficiency, the lowest impact on the environment has been a major focus point in the design of DAF's new cab paint shop.

Many innovative solutions have been applied, including a special method to reduce and catch the inevitable 'overspray' when painting. Ultra-modern paint robots will very closely follow the contours of the cab, which means less paint is required.

LOWER ENERGY CONSUMPTION THROUGH NEW TECHNOLOGIES

DAF is also investing in the latest technologies for purification of the air which leaves the spray booths and ovens. By compressing the air, the solvents in the air concentrate. These combust automatically at a temperature of 700 to 800 degrees without any gas having to be added. This combustion also supplies enough energy to heat the process baths. The new technology does not merely mean lower

EURO IN A NEW PAINT SHOP



Left: Artist's impression of the new cabin paint shop (the white building on the left) showing the imposing scale of the building: it is 144 metres long, 58 metres wide and 26 metres high.



DAF President Harrie Schippers (left) and the Flemish government minister Philippe Muyters (Employment, Economic Affairs, Innovation and Sport) marking the official start of the construction work.

energy consumption. It also means very low CO₂ emissions and the release of clean water vapour to the environment.

SHORTER DRYING PROCESS Another key innovation is the system for rotating the cabins in the process baths. This results in less residues which benefits quality and efficiency, and also the environment. The whole process is also designed in such a way that the curing of the paint is considerably more efficient and requires less energy. This is achieved by drying the sealant and under-body coating at the same time as the primer layer.

'INVESTING IN THE FUTURE'

DAF President Harrie Schippers and the Flemish government minister Philippe

Muyters (Employment, Economic Affairs, Innovation and Sport) together marked the official start of the construction work. "The new paint shop is required for further growth both inside and outside Europe", says Schippers. "Obviously, the investment of EUR 100 million in a new paint shop is also good news for the more than 2,000 DAF employees in Westerlo. It illustrates DAF's confidence in the future of its plant in Belgium."

'SUCCESS OF MANUFACTURING INDUSTRY IN FLANDERS'

"DAF is a classic example of how successful the manufacturing industry in Western Europe and more specifically in Flanders can be," said Flemish minister Philippe Muyters. "That can be done by

continuously investing in further increasing the quality and productivity and - just as important - in innovation. As the government, it is our duty to create an excellent climate for this and we are therefore giving this investment our full support. The new DAF cab paint shop is a high-tech facility with numerous advanced technologies, particularly in the area of environmental protection. I am proud that Europe's most modern paint shop for truck cabs will be in Flanders." ■

COLLETT & SONS:

BLADE RUNNER!

The renewable energy sector is booming, and DAF trucks are playing their part to make it all happen. DAF In Action joined one of the UK's premier abnormal load movement specialists, and their new DAF FTM tractor, on a wind turbine blade delivery.

The green energy industry has moved from the fringe to the mainstream, and it needs haulage services to put their equipment in place. One of the most striking are the wind turbines that have sprung up all over Europe. They've been getting ever-bigger in the search for efficiencies, and one of the UK's specialists in moving the components is Collett and Sons from Halifax, West Yorkshire, England. They run a mixed fleet, but are no stranger to the

DAF product, with twelve other heavy haulage DAF tractors on their 45-strong fleet, as well as 120 specialised trailers. Their latest acquisition is an XF510 FTM with SuperSpace cab.

STRAIGHT TO WORK DAF IN ACTION was invited to drive along in the new XF for its first trip for Collett & Sons. The truck had only arrived two days beforehand and the driver Kamil Idczak was itching to get it out on the road. "We are familiar with

these vehicles, and many colleagues drive them", says Idczak. "The XF has an excellent reputation. The XF is known for its gigantic interior and the outfitting. The last model was good, this one is even better."

HEADING FOR THE HILLS And so to Immingham, one of the UK's busiest east coast ports. It is currently doing a roaring business importing wind turbine assemblies from all over the world, and

they are heading for the UK's high and windy moorlands where they are contributing to Europe's 30% annual growth in the business over the last year. Hauling a Nooteboom triple-extending blade, tri-axle trailer, the first job was to trombone it to its full length. The 42 metre trailer, plus the 8x4 XF tractor and a 10 metre overhang of turbine blade at the rear, all added up to a total overall length just shy of an intimidating 60 metres. After an hour or so spent loading, we departed

the docks with the professional escort team that are part of Collett's fleet. The turbine blade had around 100 miles to go, from the docks to Crook Hill wind farm, on the moors north of Rochdale, Greater Manchester. Not all abnormal load movements are super-heavy. With the DAF tractor at around 12 tonnes, the trailer at 18, and the blade adding a further 13, the 43 tonnes CGW of this load was well inside the DAF's 150 tonne capacity. Cab and engine are certainly standard DAF

assemblies, but there is also the degree of added strength you'd expect. Chassis rails are 310mm deep and 8.8mm thick, as opposed to 260mm deep and 6mm thick on an XF for general haulage application. The rails are also fully flitched. The rear hub-reduction bogie is suitably massive for this work, and the regular 13-tonne axles are uprated to 16.5 tonnes for STGO work, giving a 33 tonne rear end. With control of descents more critical than climbing ability in abnormal load ►





Left: After an hour loading, we departed the docks

Right: the whole combination has a total overall length just shy of an intimidating 60 metres



operations, driver Kamil felt that the combination of the DAF MX engine brake and the ZF intarder was "surprisingly good." He added, "The handling is good too, and it pulls well" He felt that the cab set-up was very good with everything he needed access to, on the move, all within easy reach. He particularly liked the downhill speed control set-up.

TEAMWORK The dual carriageway and motorway sections of the route were relatively easy, with the XF straddling lanes one and two, but when we arrived in Rochdale we were joined by a five-strong police motorcycle

escort team who were to take us through the town. Kamil explained, "The public have become used to seeing orange flashing beacons on all sorts of vehicles, large and small. To some extent they have lost their impact, so for the final leg through the streets of Rochdale, we need the added gravity of blue lights." Watching the driver's expertise, the skilled escorting by Collett's team, and the police motorcyclists at work was like watching an orchestra in full spate. Smooth as silk.

In Rochdale a five-strong police motorcycle escort team took us through the town.



Among the UK specialists that move turbines to their often remote and windswept sites, Collett and Sons are very much leading lights. With a Halifax base, they now have additional centres in Grangemouth and Goole. Established in the twenties with a milk delivery business, they are now a fourth generation company, with 45 tractors and 120 specialised trailers. It's a big investment, but as Jack Collett, the company's renewables division manager, explains, it's a job that needs a lot of resources. He says, "On a recent wind turbine project near Thurso, in the far north of Scotland, we had to commit 16 trailers for four months." Operating all over the UK, Collett's have developed a high skill level in the science of getting the assorted turbine components on site, without a glitch.

With specialist divisions dedicated to heavy transport, heavy lift, marine services and transport consulting, the company has evolved to service a diverse range of associated sectors. These four departments are integrated to offer a 'joined-up' service, with the expert management from concept through to completion. It's a savvy move, protecting them from the vagaries of other contractors performance quality. Now highly regarded as experts in renewables, aerospace, heavy engineering, oil and gas, and power generation, they have become the 'go to' people for this type of work. Would you like to learn more about Collett & Sons? Then go to <https://www.youtube.com/watch?v=SjwCs97In5A> or scan the QR code.



SELF-EMPLOYED DRIVER TIMMERMANS GIVES HIS VIEWS ON FIRST CHOICE

"FOR ME THIS IS THE WAY TO MAKE MONEY"

Self-employed driver Th. Timmermans knows everything about costs. "I have been driving since 1976. The best way of saving money is not to spend it. I sold my company and started doing other things. However, last year my brother asked me if I'd like to drive for him and that struck a chord. He has DAF trucks. So when I decided earlier this year to start driving again, DAF was the logical choice."



However, Timmermans did not forget his motto. "I looked for a fairly new second-hand truck. The costs are lower and you still have a good vehicle. I knew the DAF dealer well and was told about the First Choice programme. Then you know you buy a truck with a warranty which has also had all the updates from the factory. Also, First Choice offered an

attractively priced lease contract. As I also put my own money in, so the payments are low."

THREE HUNDRED THOUSAND KILOMETRES ON CLOCK

I bought a DAF XF 105 460 Super Space Cab with a Euro 5 ATe engine and just three hundred thousand kilometres on the clock. "I love the

spacious and practical design of the cabin. As I have driven a lot in southern European countries, I also wanted an air-conditioning system for rest periods. Otherwise I have no need for frills. The standard fittings are fine for me. I don't even have my name on the truck. My customers know how to reach me without me having a phone number on my truck door." ■



First Choice is a completely new programme for quality second-hand DAF trucks offered exclusively by DAF dealers in Europe. DAF trucks offered by the First Choice programme are less than five years old, have fewer than 500,000 kilometres on the clock and have a full service history. The trucks are in top condition, partly thanks to the checks that dealers carry out on First Choice vehicles, which cover almost 200 separate points. For maximum assurance of vehicle quality, DAF dealers deliver First Choice trucks with a six-month warranty on the drive line. Supplementary repair and maintenance contracts are also available as options, as well as competitive financing programmes via PACCAR Financial. The range of First Choice trucks on offer, along with detailed descriptions and photos, can be found at www.dafusedtrucks.com

PRESS ENTHUSIASTIC ABOUT LATEST GEN

Dozens of international automotive journalists are now familiar with the latest generation of LF, CF and XF trucks. They have been driving for thousands of kilometres in the trucks and have published extensive reports. The overall conclusion: DAF leads the way in efficiency.



FERNFAHRER, GERMANY

KFZ-ANZEIGER, GERMANY



FERNFAHRER, GERMANY:

"The CF with its powerful MX-11 engine leads the way in the light and medium duty segment for regional and national transport. The engines have recently been completely updated by DAF. Along with the recently improved aerodynamics, Predictive Cruise Control and EcoMode this results in a new record: Such favourable fuel economy was up until now only possible with engines that used at least twice as much AdBlue."

KFZ-ANZEIGER 2-2015, GERMANY:

"DAF has introduced numerous innovations which together contribute to optimisation of transport efficiency. The improvements to the PACCAR MX engines in combination with innovative technology such as Predictive Cruise Control, Predictive Shifting and EcoMode enable fuel savings of up to 5 percent. Furthermore, the new spoilers and fenders offer further potential for lowering the fuel consumption."



KONEPORSSI, FINLAND

KONEPORSSI, FINLAND:

"The DAF LF has been refined. It's truly the driver's friend with its lots of 'feel' in the steering, comfort and low noise. It is also light, manoeuvrable and nimble. Add in the favourable price and it is clear that the Euro 6 LF is an excellent offer."

LASTAUTO, GERMANY:

"The small DAF is superb. With its spacious Space Cab and the most powerful version of the PACCAR MX-11 engine, the DAF CF 440 is a light and cost-effective option for long distances."



LASTAUTO, GERMANY



SWISS CAMION, SWITZERLAND:

"The DAF XF with the PACCAR MX-11 engine and Predictive Cruise Control really suits our needs. It's a good option, certainly for hilly terrain where the drive-assistant can show its worth. The XF benefits from the traditional DAF qualities: well-built with a spacious, well designed cabin. Furthermore, these Eindhoven built trucks have excellent handling and driving comfort."

SWISS CAMION, SWITZERLAND



TRANSPORAMA BELGIUM

SWISS CAMION, SWITZERLAND:

"The DAF XF 440 with its PACCAR MX-11 engine and Predictive Cruise Control is a good option, certainly for hilly terrain where the drive-assistant can show its worth. The XF benefits from the traditional DAF qualities: well-built with a spacious, well designed cabin. Furthermore, these Eindhoven built trucks have excellent handling and driving comfort."

TRANSPORAMA BELGIUM:

"The test route through the Ardennes with the CF 440 resulted in a surprisingly low fuel consumption. Certainly if you consider the fact that we took the truck on a trip for which it was not really designed."

ERATION OF LF, CF AND XF TRUCKS



Auf sparsam getrimmt

Der DAF CF 440 präsentiert sich als „Edition 2015“ die neuesten Innovationen aus EcoRoll und zeigt sich beim Test als Sparsamer mit viel Komfort.

Der DAF CF 440 ist ein Sparsamer, der sich in der Leistung von 340 kW (465 PS) und einem Drehmoment von 2500 Nm auszeichnet. Er ist mit einer 12-Stufen-Getriebebox ausgestattet, die das Drehmoment von 2500 Nm auf 3400 Nm erhöht. Der DAF CF 440 ist mit einer 12-Stufen-Getriebebox ausgestattet, die das Drehmoment von 2500 Nm auf 3400 Nm erhöht. Der DAF CF 440 ist mit einer 12-Stufen-Getriebebox ausgestattet, die das Drehmoment von 2500 Nm auf 3400 Nm erhöht.

DAF Edition 2015
Die Summe vieler Bausteine

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KFZ-ANZEIGER, GERMANY



NOC WEER SLIMMER

Der DAF XF 440 ist ein Sparsamer, der sich in der Leistung von 340 kW (465 PS) und einem Drehmoment von 2500 Nm auszeichnet. Er ist mit einer 12-Stufen-Getriebebox ausgestattet, die das Drehmoment von 2500 Nm auf 3400 Nm erhöht. Der DAF XF 440 ist mit einer 12-Stufen-Getriebebox ausgestattet, die das Drehmoment von 2500 Nm auf 3400 Nm erhöht.

TRUCKSTAR, THE NETHERLANDS

KFZ-ANZEIGER 18-2015, GERMANY:

"DAF trucks have excellent performance and are ideal for a fleet. The GPS-aided Predictive Cruise Control with Predictive Shifting, EcoRoll and the engine brake work very well. During the test the truck used little fuel and drove predictably and smoothly."

TRUCKSTAR, THE NETHERLANDS:

"With the EcoMode, you save up to 5 euro per minute in fuel going uphill, as we found out in the Ardennes. That is the pay rate of a top lawyer! This DAF truck gives the impression that it is watching our wallet: on the level the CF 440 uses 25.51 litres per 100 kilometres."

VERKEHRSRUNDSCHAU, GERMANY:

"Exactly as you would expect, the DAF is also a cost-effective truck regarding maintenance. To lease it is also much cheaper than competitor trucks. This is good for your wallet. The integration of the drive line and Predictive Cruise Control is excellent. The recent optimisation of the engine is also impressive. At low revs it still feels very powerful."



DAF finpudser 2015-modellerne

Der DAF XF 440 ist ein Sparsamer, der sich in der Leistung von 340 kW (465 PS) und einem Drehmoment von 2500 Nm auszeichnet. Er ist mit einer 12-Stufen-Getriebebox ausgestattet, die das Drehmoment von 2500 Nm auf 3400 Nm erhöht. Der DAF XF 440 ist mit einer 12-Stufen-Getriebebox ausgestattet, die das Drehmoment von 2500 Nm auf 3400 Nm erhöht.

LASTBIL MAGASIN, DENMARK



Der kleine Bruder des XF

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VERKEHRSRUNDSCHAU, GERMANY



Nieświadomie robimy błędy

Der DAF XF 440 ist ein Sparsamer, der sich in der Leistung von 340 kW (465 PS) und einem Drehmoment von 2500 Nm auszeichnet. Er ist mit einer 12-Stufen-Getriebebox ausgestattet, die das Drehmoment von 2500 Nm auf 3400 Nm erhöht. Der DAF XF 440 ist mit einer 12-Stufen-Getriebebox ausgestattet, die das Drehmoment von 2500 Nm auf 3400 Nm erhöht.

TRUCKS, POLAND

TRUCKS, POLAND:

"The drive line has been successfully updated by DAF. The MX-11 engine is powerful and compact. With a 40 tonne load the truck is quiet and very fuel-efficient. Transport operators benefit from the very low fuel consumption. The efficient Predictive Cruise Control and improved aerodynamics also contribute here." ■

LASTBIL MAGASIN, DENMARK:

"The DAF CF surprises us time and again with its driving performance and cabin design. On top of that the DAF is reasonably priced and has excellent fuel economy. These are key points for the Total Cost of Ownership."

VADIM KOMISSAROV, PRIVOLZHIE TRANS:
"IT'S ALL ABOUT
RELIABILITY AND LOW
FUEL CONSUMPTION"

"Trucks do not have it easy in Russia. That was one of the reasons we opted for DAF", says Vadim Komissarov.

Family company Privolzhie Trans now has 300 employees and a fleet of 128 tractor-trailer combinations, pulled by DAF XF105s that are less than five years old. The main office is in Nizny Novgorod, about 400 kilometres east of Moscow.



The Russian transport company Privolzhie Trans was founded in 2005, but its origin was much earlier. Because founder Vadim Komissarov caught the truck virus as a boy from his father Vladimir who drove all over Russia in his truck. In the period of Perestroika, Vladimir decided to start working for himself.



Despite major investments in infrastructure, the quality of the roads in Russia is still poor in many places.

"Our father has always been our role model", explains Vadim Komissarov who heads the company along with his brother Evgeny. "It was a logical step to tread in his footsteps." It all started with one used truck with a lot of experience, but the family company now has 300 employees and a fleet of 128 tractor-trailer combinations, pulled by DAF XF105s that are less than five years old. "We are one of the three largest transport companies in the Nizny Novgorod region", says Vadim proudly. "We specialise in groupage and the transport of refrigerated foods. Our trucks drive throughout Russia, to distant locations such as the Urals, Siberia and the North."

EXTREME CONDITIONS Despite major investments in infrastructure, the quality of the roads in Russia is still poor in many places. Melting snow causes damage to the road surface each spring, and trucks take the brunt. Steep gradients and long descents on slippery, snow covered roads are very onerous for the chassis and brake system. Drivers can sometimes be stranded for days in a traffic jam, especially in the Ural Mountains. And a truck can leave Moscow at well above freezing only to arrive in Siberia (some 4,000 kilometres away) in temperatures of -30 degrees Celsius or lower. In summary: trucks do not have it easy in Russia. "That was one of the reasons we opted for DAF", says Vadim Komissarov. "The country is large

and the conditions extreme. So reliability is very important for ourselves and our customers. We are very proud of our collaboration with DPD for whom we have delivered parcels for the last five years to some of the remotest places in Russia."

STRICTER REQUIREMENTS

"Customers are putting ever higher requirements on transport companies", continues Vadim Komissarov. "They are demanding shorter and tighter delivery times. That puts high demands on the company, the drivers and naturally the vehicles. By acquiring DAF trucks we have a competitive advantage in the marketplace. Over the last five years we have received no customer complaints

and that is largely thanks to the reliability of our trucks. Which by the way are inspected at intervals prescribed by DAF and are maintained with original parts."

FUEL CONSUMPTION Besides reliability and robustness, two further factors played a role in acquiring DAF trucks: fuel consumption and driver comfort. "DAF trucks have the best fuel economy of all", continues Vadim Komissarov. "And the DAF training programme teaches drivers to drive even more efficiently, saving thousands of litres of fuel a year. And talking about drivers: they are lyrical about the cabin's spaciousness and comfort. Just ask them!" ■



Russia is the largest country on Earth and has a surface area of 17,098,246 km². It is almost twice as large as the second largest country, Canada. On 1 January 2015 Russia had 146,270,330 inhabitants according to the Russian authorities.



SHORTAGE OF PARKING PLACES REMAINS A PROBLEM IN EUROPE

FIVE PERCENT OF ALL TRUCKS ARE LOOKING FOR A PARKING PLACE



It's a familiar sight: rows and rows of trucks on parking places along the motorways, that get even longer by the end of the day. Also around fuel stations and truckstops it's very full in the evening and at night. Indeed, so full that drivers risk a heavy fine by parking on motorway entry and exit roads. The shortage of parking places remains a problem in Europe.

By: Bert Roozendaal

Tomatoes cannot yet be sent by e-mail. Drivers have to wait to load and unload. And on top of that there are the EU regulations on driving and non-driving periods that are monitored in Europe with digital precision. A rough rule-of-thumb is that in a 24-hour economy for all trucks on the road 5 percent has to stop within half an hour for a break or longer rest.

That would mean - assuming there are 15,000 trucks per 24 hours on one road - that there would have to be a minimum of 750 parking places along that road. In fact even more because many drivers cannot load and unload 24/7; every transport operator knows the German 'Feierabend' when work stops after 17:00 hours. In addition, due to the few effective driving hours, transport ►





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*Estimates of fuel saving calculated by Goodyear GIC*L compared to the average of three leading competitors based on TUEV SÜED rolling resistance test (No. 7625746) for a tractor-trailer combination on sizes 315/70R22.5" on Steer and Drive and 385/55R22.5" on Trailer, assuming an average fuel consumption of 34L/100km, a mileage of 150000km/year with an average fuel price of 1.35 €/liter. Actual results may vary based on, but not restricted to, road and weather conditions, driving style, wear conditions, tyre size, tyre pressure and vehicle maintenance.

GOODYEAR

MADE TO FEEL GOOD.



Supervised parking places are safe and bring greater continuity for transport companies. However, they cost money.

companies want their drivers to overnight along their route if possible. This makes the queues at parking places along the motorways and at logistical hotspots even bigger. In the short term nothing will change for the better. Indeed, the situation may get worse! The European economy is growing and every percentage of growth means 1.8 percent more truck movements.

NO PARKING PLACES Different European countries are taking different approaches. Germany, for example, is building basic but adequate facilities along its motorways. Last year alone, an additional 7,000 parking places for trucks were constructed from income from the Maut road tax. Southern European countries such as France, Spain, Portugal and Italy have a toll road system and concessions include sufficient facilities. Still, it can get busy: any driver, for example, looking for a parking place after 18:00 hours along the corridor to Paris or Lyon is likely to have a long search.

The least problems are in Scandinavia and Denmark. The biggest problems are along some routes in the Netherlands.

A number of routes there have the highest truck traffic in Europe, amounting to 25,000 trucks per 24 hours. Each route needs 1,250 parking places. Which are not there.

DRIVING AND NON-DRIVING PERIODS

The parking problem which affects many truck drivers each day is partly due to the EU-wide regulations on driving and non-driving periods. Many transport companies thus believe that the EU should solve this problem. Yet Brussels remains quiet. This is why many local authorities are trying to do something about the problem, although there is in general reluctance to spend hundreds of thousands of euros on parking places for trucks. A common misunderstanding is also that 'nothing can be done' because some drivers, and East Europeans in particular, cannot or will not pay for good facilities. But that's not true according to the operators of the few commercial truck stops in the Netherlands. The large paid truck stop at Asten (near Eindhoven along the A67) is mostly occupied by East European trucks, in particular at the weekend. Other paid truck stops at the

Port of Rotterdam and near Calais show the same trend throughout the week. Indeed it is the drivers from West European countries who don't like to stay at paid truck stops. Unlike many of their East European colleagues, the West European drivers have to pay for their overnight stays out of their own pocket.

SOLUTION Is the solution then to build more paid, supervised and well-equipped parking places? Insurance companies are certainly pushing for this. And ultimately transport operators will also embrace this idea. It brings safety, greater continuity and fewer fines. Then local authorities will have to cooperate more closely. One truck stop requires 3.5 hectares at a prime location along a motorway. Valuable space which could also be used for a large office block or a distribution centre, creating much more local employment. That's another reason why solving the parking problem for trucks is not a top priority for many local authorities. ■

YOUR PROFITABILITY OUR AIM



DAF TRANSPORT EFFICIENCY

DAF knows your business and understands how important efficiency is for you. That's why we offer sophisticated transport solutions, trucks that offer market-leading reliability and low operational costs. We also provide a wide range of services to ensure maximum vehicle availability. These are all available at one place: your DAF dealer. DAF Transport Efficiency is the name of our philosophy to offer you highest return per kilometre.

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DAF
A PACCAR COMPANY



100,000 PACCAR MX-13 ENGINES

The 100,000th PACCAR MX-13 engine produced for North America was recently presented to Kenan Advantage Group (KAG) which will operate the landmark engine in a Peterbilt Model 579.

"PACCAR's MX-13 engine continues to achieve new levels of success through exceptional fuel economy, reliability and performance. It is the ideal engine for Peterbilt's aerodynamic Model 579 which is a leader in fuel efficiency, quality and overall value," said Darrin Siver, Peterbilt General Manager and PACCAR Vice President. "Peterbilt is very pleased that such a respected customer as Kenan Advantage Group will be operating this milestone engine. They were one of the first fleets to order an MX-13 in 2010 and have been a satisfied and loyal customer ever since."

The engine was presented to KAG President Bruce Blaise and Vice President – Fleet Services Bruce Stockton during an event at the state-of-the-art PACCAR engine plant in Columbus, Miss., where the MX-13 is manufactured for North American markets. They were joined by Dean Martin, President of Sales for AMG Peterbilt of Columbus. The engine was developed by PACCAR's subsidiary DAF Trucks, which has been developing engines for more than 50 years. Worldwide more than 400,000 PACCAR engines are in use today.



PACCAR MX-11 APPEARING SHORTLY IN AMERICA

PACCAR is expanding its range of PACCAR engines in North America with the introduction of the PACCAR MX-11 engine, with an output of up to 430 HP and 1,550 lb.-ft. of torque. The PACCAR MX-11, which complements the award-winning PACCAR MX-13 engine, is scheduled to be available with Kenworth and Peterbilt trucks in January 2016.

KENWORTH ICON

DAF's sister brand Kenworth has recently introduced the limited edition ICON 900. There's no truck on the road that garners more attention and double-takes than a Kenworth W900L, and Kenworth has taken it to another level. "Timeless, classic style, heritage of quality, a 'truckers truck'", said Jason Skoog, Kenworth assistant general manager for sales and marketing. "It's the ICON of the trucking industry. We're proud to recognize the W900L's heritage with the limited edition Kenworth ICON 900".

The ICON 900 can be ordered in any color and comes standard with many chrome and stainless steel accessories that make this truck truly stand out on the open road. The Kenworth ICON 900 features a chrome hood badge that is a one-of-a-kind and only available on the Kenworth ICON 900. Other distinguishing features include stainless steel fender guards, upgraded headlights, headlamp covers, under door panels and sleeper panels, grille closeout panel and a large sun visor. The Kenworth ICON 900 is available with 72- or 86-inch sleepers and up to a 600-hp engine.





**“DAF Transport
Efficiency is the answer
– it’s in the DNA of
every truck we build
and it’s a principle at
the centre of
everything we do.”**

*Ray Ashworth
Managing Director
DAF Trucks Ltd*

LEYLAND PLANT KEY CONTRIBUTOR TO OUR SUCCESS

As we close in on 2016, the truck market shows no sign of slowing down this year with a predicted market over 6 tonnes between 41,000 and 42,000 registrations.

The combined year-to-date results for the van and truck markets are up 20.1%, with HGVs making the biggest advance, up 24.8%. The total number of trucks over 6 tonnes has now reached 30,777, compared with 22,411 at the same time last year, and I don’t see this upward trend levelling off.

Tractor units have seen the greatest rise in sales, up 45% from the same time in 2014, and the trend continues to favour 6x2s, which now outsell two-axle tractors at the rate of 10:1.

But what about DAF’s position specifically? Well, I firmly believe we’ll take 27% of the market by year end – signalling the culmination of a strong performance throughout 2015. And how have we maintained our position as market leader? DAF Transport Efficiency is the answer – it’s in the DNA of every truck we build and it’s a principle at the centre of everything we do. Of course, having the industry’s largest and best-performing dealer network is key for us, and our customers continue to tell us that DAFaid remains unmatched by our competitors.

As announced at the Freight in the City exhibition in October, we now have the new LF Silent for UK operators looking for a lightweight solution to urban deliveries outside of daytime restrictions. Our Tip, Skip and Grab offering will ease the pressure on lead times for customers looking for ready-bodied vehicles, and the DAF Apprentice Programme goes from strength-to-strength. You can read about all this, and more, in this issue of DAF in Action.

Finally, I wanted to say how delighted I am with the reaction to our customer events at Leyland Trucks. Called ‘Building Britain’, we’ve been staging a series of customer visits, giving us the opportunity to showcase our ultra-modern UK truck manufacturing facility in Lancashire. Over 550 customers and dealers from right across the country have been treated to a tour of the factory followed by a trip down memory lane at the British Commercial Vehicle Museum.

The UK has a proud history of truck making and this continues with our plant in Leyland being a key contributor to our success.

POPPY DAF

DAF Trucks played a key role in Remembrance Day commemorations in November in supplying the logistics behind the ‘Blood Swept Lands & Seas of Red’ art installation tour. Currently residing at St Georges Hall, Liverpool, the ‘Weeping Window’ ceramic poppy artwork by Paul Cummins and Tom Piper is on display from the 7th November until the 17th January. Both ‘Weeping Window’ and ‘Wave’, which were originally exhibited at the Tower of London to widespread public acclaim, are now on tour around the UK courtesy of 14-18NOW, the World War I Centenary Art Commissions organisation. The Wave is on display at Yorkshire Sculpture Park until the 10th January 2016.

DAF Trucks is sponsoring the transport of the art installations between venues and is supplying the trucks for all the moves. This Euro-6 DAF XF 460 FTG (pictured) was used to transport the ‘Weeping Window’ artwork from Woodburn Museum in Northumberland down to Liverpool.



DAF XF 460 FTG Super Space Cab

TIP, SKIP & GRAB TRUCKS FROM DAF – WHY WAIT FOR DELIVERY?

Following a forecast of lengthening delivery lead times made by DAF Trucks' Managing Director, Ray Ashworth, at Tip-Ex earlier this year, DAF Trucks has announced it is to make available a limited supply of 'in demand' bodied vehicles for immediate delivery.

Through its 'Tip, Skip & Grab' programme, DAF Trucks customers primarily in the construction and utilities sectors will be able to choose from a range of trucks including eight-wheel tippers, tipper-grabs, skip-loaders and hook loaders.



"The construction and waste industries are buoyant at present although we're seeing long lead times at body-builders for associated models," said Ray Ashworth, "Therefore, we're looking to provide a speedy turn around for customers needing their trucks quickly."

He went on, "Thanks to high demand for trucks across Europe, DAF Trucks has already increased production to ensure that chassis lead times remain reasonable. We have the chassis," he said, "but it's getting them bodied and delivered in an acceptable time that may become an issue. Consequently," he said, "and with the help of our industry-leading body-builder partners, we can sensibly make available a small stock of bodied, ready-for-the road trucks to help customers with their short-term availability requirements."

"Of course, customers will continue to prefer to spec their vehicles from the ground up, but, equally, we understand that immediate availability might be required where contracts suddenly crop-up or where a specific tipper, skip-loader or grab is needed to fill a gap in existing work."



Our Tip, Skip & Grab programme will ease the pressure."

Through DAF Trucks' 'Tip, Skip & Grab' programme, a DAF dealer could potentially have a bodied vehicle on the road within days, subject to finance, rental arrangements or any local specification amendments.

Ashworth concluded by saying, "This is a pre-emptive measure and nothing more. A little foresight on the part of chassis manufacturers and bodybuilders," he said, "helps operators cater for the inevitable short term needs of a buoyant construction industry."

DAF TRUCKS AND LEYLAND TRUCKS INVITE CUSTOMERS TO JOIN IN 'BUILDING BRITAIN'

Coming together under the 'Building Britain' banner, DAF Trucks and Leyland Trucks have just completed a series of special customer visits to the Leyland Trucks manufacturing facility in Lancashire – home to production of UK-registered, right-hand-drive DAF LF, CF and XF models.

In the last three months, over 550 customers and dealers have visited the Leyland factory which is also

receiving the finishing touches to a new Visitor Centre and an extensive office refurbishment.

The visits also include a trip to the British Commercial Vehicle Museum, also in Leyland, and a nostalgic look back at some of the iconic makes and models of decades past.

The Building Britain customer days coincided with DAF Trucks maintaining its unbroken 20 year run as UK market leader for commercial

vehicle registrations above six tonnes. The milestone is reached as DAF Trucks continues its dominance of the UK market in 2015 with a forecasted year-end market share of 27%.

DAF Trucks Managing Director, Ray Ashworth, said, "It's time we championed this country as the world force in manufacturing for which it has been known traditionally, and to be proud of our credentials as a nation competing with the world's

best in the automotive sector. At Leyland," he said, "we have positive proof that a skilled British work-force, and there are just under 1000 individuals here at Leyland Trucks, can produce the very highest quality commercial vehicles – market-leading commercial vehicles, in fact. Make no mistake," he added, "the skills on display here at Leyland are literally 'Building Britain'; skills that are making a positive contribution to the UK economy."

DAF Trucks was the centre of attention at Freight in the City in October – the new show for urban transport operations. With a wide range of new product innovations, DAF Trucks has never been better placed to meet the ever-increasing demands of urban operations.

IN THE CITY WITH DAF TRUCKS

DAF Trucks showed two models at Alexandra Palace. Its CF 400 FT 4x2 tractor with Silent Mode offers low-noise standards for night time deliveries. Silent Mode is engaged by the driver by simple activation of a dash-mounted 'Silent' button. Beneath the cab, engine software alters performance characteristics to reduce noise levels to less than 72 dB(A).

DAF's Silent Mode offering now extends to the LF range. With recent confirmation of PIEK-certification on PACCAR PX-5 engine variants (150bhp and 180bhp) DAF's 7.5t 4x2 rigid models for early morning and night-time city operations are now available in the UK. Silent Mode is already available on both CF and XF models powered by the Euro-6 PACCAR MX-11 engine. Importantly for customers of DAF Silent models, acquisition costs remain low thanks to conventional driveline technology. Other PIEK-certified vehicles on the market are powered with gas engines or have hybrid drivelines resulting in prohibitive up-front acquisition costs.

DAF Trucks' second exhibit, and a truck which takes cyclist safety to the next level, is the CF 440 FAD low-height 8x4 rigid tipper. The Construction Logistics & Cyclist Safety (CLOCS) DAF demonstrator is based on the CF low-height haulage chassis, with its cab mounted 150mm lower than its CF Construction 8x4 stablemate, thus greatly improving direct visibility in the vicinity around the cab.

For added driver awareness, DAF's CLOCS demonstrator boasts Side Scan technology from Brigade Electronics. The system warns cyclists when the vehicle is turning left while alerting the driver should a cyclist encroach on the nearside of the vehicle.

The truck also benefits from a VUE camera system to provide observation along the entire nearside of the vehicle.

Completing the driver's command of his immediate surroundings, the vehicle also comes with an additional floor-height window in the passenger door to provide a direct view of cyclists and

pedestrians. Importantly, the design, developed by Cheshire-based Astra Vehicle Technologies, allows the main passenger door window to open; a key benefit that enables drivers to have a clear view of traffic during poor weather and to allow access to the mirrors from the passenger seat for cleaning purposes.

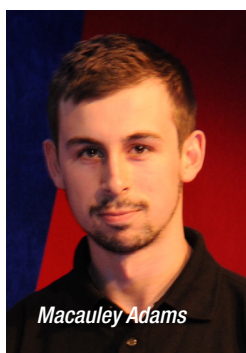
Astra Clearview window conversion



DAF TRUCKS APPRENTICE PROGRAMME

CELEBRATES 20TH ANNIVERSARY

October saw DAF Trucks celebrate the 20th Anniversary of its DAF Apprentice Programme. Regarded by many in the industry as the benchmark commercial vehicle training scheme for young people, the Programme culminates in an annual Apprentice of the Year Awards and Graduation Ceremony – this year at Tortworth Court Hotel near Bristol.



To date, DAF Trucks has trained 1,500 Apprentices since its inception in 1995, while a full 20% of all DAF Technicians at dealer level were trained on DAF Apprenticeships.

Seen by the company as a highpoint in its events calendar, the awards saw Dexter Truscott from Wessex DAF scoop the 3rd Year Apprentice of the Year award, signalling a hat-trick after his 1st and 2nd Year victories. Dexter was presented with his

prize by DAF Trucks Managing Director, Ray Ashworth, and Chairman of the DAF Dealer Service Panel, Phil Clayton. Although the Programme has seen previous female apprentices achieve excellence, Chloe Bevins from HTC Heathrow becomes the first to graduate and, as a result, has been promoted to Workshop Administrator.

Just the week previous, Dexter, along with Andrew Markell from Chassis Cab (Bury St Edmunds) attended the Institute of the Motor Industry (IMI) Outstanding Achievers Awards where the pair were both recognised in the Heavy Vehicle category. Further, and also in October, DAF Trucks has emerged as a Highly Commended finalist in the 2015 Regional Apprenticeship Awards.

"I knew when the programme started that it was the start of something big for the company" said Tony Shepherd, Business Services Manager and the man responsible for the DAF Apprentice Programme, "We set the bar high back in '95, and we've strived to raise it every year since," he said.

Among a great number of individuals who have gone onto high-achieve following their DAF Apprenticeships, is Tom Osborne. Having been a member of the original class of '95, Tom is now Aftersales Director at DAF Dealer group, Brian Currie. Further, two Service Managers, Jamie Selway and Ryan Collins, are now Service Managers respectively at Harris DAF (Lea Valley) and Ford & Slater in Leicester.

First Year – Apprentice of the Year

1st	Thomas Hill	Greenhous DAF (Shrewsbury)
2nd	Craig Sutherland	Norscot T&V (Inverness)
3rd	Barry McCavigan	TBF Thompson DAF Trucks (Portadown)

Second Year – Apprentice of the Year

1st	Macauley Adams	Wessex DAF (Newton Abbot)
2nd	Josh A'Hearn	Adams Morey (Portsmouth)
3rd	Joe Peck	Ford & Slater DAF (Newark)

Third Year – Apprentice of the Year

1st	Dexter Truscott	Wessex DAF (Newton Abbot)
2nd	Tyler Watson	Ford & Slater DAF (Leicester)
3rd	John Lacey	Greenhous DAF (Willenhall)

The Award of Merit

Ewan Bruce	Lothian DAF
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