

SEPTEMBER 2016

# IN ACTION



**DAF TRUCKS AT IAA 2016 IN HANOVER**  
FOCUS ON DAF TRANSPORT EFFICIENCY

DRIVEN BY QUALITY

MAGAZINE OF DAF TRUCKS N.V.

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**DAF**  
A PACCAR COMPANY



# GOOD BRAKING. BETTER DRIVING. INTARDER!

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MOTION AND MOBILITY

**100**  
YEARS MOTION  
AND  
MOBILITY



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## SETTING THE STANDARD

It is with great pride the DAF team welcomes the many recent independent press reports published throughout Europe, announcing new fuel efficiency records realized by the latest generations of LF, CF and XF trucks. Those enthusiastic press reactions are fully in line with feedback from customers, stating that DAF is setting the standard in terms of low fuel consumption, next to highest durability and reliability.

Fuel consumption is directly related to CO<sub>2</sub> emissions, so achieving lowest fuel consumption contributes to highest return per kilometer as well as to the environment. In this edition of DAF in action my fellow Board member and chief engineer Ron Borsboom gives you an insight in the many technologies we have under development to continue our industry leading fuel efficiency position in the future, thereby also further reducing CO<sub>2</sub> emissions.

DAF Connect – the new sophisticated on-line fleet management system which stands out in quality, speed and user friendliness – represents the next era in further enhancing profitability. It offers a real-time comprehensive insight into the performances of your fleet and your drivers. DAF Connect benefits go beyond optimized fuel efficiency and also include enhanced vehicle uptime and overall logistics.

Because of our DAF Transport Efficiency philosophy we remain focused on optimizing your return per kilometer. Thanks to innovative systems like DAF Connect, in combination with an industry-leading range of trucks and a dedicated and highly professional dealer network, DAF has become the fastest growing truck brand in Europe.

This year we are celebrating being 20 years a PACCAR company. In the demanding heavy duty truck segment, DAF has grown from 9% market share in 1996 till 16% in the first half of 2016. DAF is also the market leader in tractors in Europe. We look forward to a profitable and exciting future together.

My warmest regards,

**Preston Feight,**  
President



**DAF**  
A **PACCAR** COMPANY

### Colophon:

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*Ray Ashworth, Managing Director, DAF Trucks Ltd. receives the Fleet Truck of the Year award. Photo L-R: Jonathan Ross (presenter), Ray Ashworth (Managing Director DAF Trucks Ltd.), James Welchman (Marketing Manager Chevron Europe - Award Sponsor) and Steve Hobson (Editor Motor Transport).*

## MAIN COMPONENT VISUALIZER: INSIGHT INTO COMPONENT CONFIGURATION

A truck chassis involves more than just two chassis members with axles attached. It also represents the foundation of the cabin and needs to accommodate components such as tanks, air reservoirs, the battery, the spare wheel and the exhaust system. Depending on what the vehicle is used for, almost all of these components can be attached to or mounted on the chassis in various places on a DAF. But customers and bodybuilders like to be familiar with the different options available before the truck order is placed. To facilitate this, DAF created the 'Main Component Visualizer'.

Even on a relatively standard DAF XF tractor unit, there are hundreds of options for attaching components to the chassis. With the help of the Main Component Visualizer, a customer or bodybuilder can now design their very own component configuration using CGI (Computer Graphics Imagery) and view the multitude of possibilities DAF can offer. What's more, an automated link is created to the detailed chassis drawings for that specific component configuration, so the bodybuilder can get to work straight away. The Main Component Visualizer is available for the CF and the XF and can be found on the bodybuilding website, [www.dafbbi.com](http://www.dafbbi.com).



## DAF XF AWARDED 'FLEET TRUCK OF THE YEAR'

The DAF XF has been voted 'Fleet Truck of the Year 2016' at the prestigious 'Motor Transport Awards' in London, giving DAF its sixth win in the last nine years.

The award underlines again that fleet owners truly benefit from the DAF Transport Efficiency program to reduce operating costs and to maximize vehicle availability.

Acknowledged as the industry 'Oscars', the Motor Transport Awards recognize excellence in a number of categories, with Fleet Truck of the Year seen as the highest accolade for commercial vehicle manufacturers.

### 'Top fleet performer'

The jury awarded the DAF XF because of its excellent combination of proven reliability, efficiency and top class dealer support. "The great fuel economy makes the XF a top fleet performer", stated the jury. "DAF is completely focused on maximizing vehicle uptime. As an operator, that gives you great confidence." DAF was also complimented for constantly enhancing the XF range. "DAF has ensured the cab design has continually evolved and there's plenty of space inside for the drivers."



## HEADOVER WHEELS

Transport company Neier Transport & Logistik GmbH from Nüziders in Austria are not only passionate about their trade, but also about DAF. And they have a special way of showing it: a DAF bar at the office! This is where director Martin Neier personally welcomes customers and other visitors.



## ■ DAF MUSEUM RESTORES UNIQUE TRAILER BUS

**During the fifties and sixties, these 'trailer' buses could be spotted all over DAF's home town of Eindhoven, transporting workers to and from the Philips factories, DAF and other places of work.**

Very few of these symbols of the industrial growth in Eindhoven in the second half of the last century remain today. Fortunately, one was located in 2011, though in a state of very poor repair. Enthusiastic volunteers from the DAF Museum in Eindhoven have worked extremely hard restoring the trailer bus, which was stripped back down to the bones and completely re-built. Nothing more than a rusty piece of metal remained of some components, which were then recreated from scratch. "A true masterpiece and a fantastic effort from dozens of volunteers", comments a proud Joost van den Bosch, manager of the DAF Museum.

## ■ NUMBER 6 IN R&D TOP TEN

Dutch technical magazine Nederlandse Technisch Weekblad compiles an annual rankings list of Dutch companies that invest the most in Research and Development. With a total investment of 132.3 million in research and development over the past year, DAF not only came an impressive sixth in the overall rankings, but actually came top of the automotive sector list, repeating previous years' performances. DAF actually features as the sole company in the Dutch automotive sector in the top 25 companies ranked.

### **Investing in the future**

"This fantastic result speaks volumes about the level of our activity and our ambition to develop new, advanced and state-of-the-art technologies", comments Ron Borsboom, member of the Board of Management and head of product development.





Hanover, 22 to 29 September. One of the most important truck and transport exhibitions in Europe. DAF Trucks exhibits its full industry leading product and services range. DAF offers the most efficient total transport solutions for highest return per kilometre. The new and innovative DAF Connect fleet management system optimizes fleet and driver performance and enhances logistical efficiency. Innovations to the reliable and efficient PACCAR PX-5 and PX-7 engines in the popular LF and CF distribution trucks provide the perfect balance of power, torque and fuel efficiency.



DAF TRUCKS AT IAA 2016 IN HANOVER:

# PRODUCT INNOVATIONS HIGHLIGHTING 'DAF TRANSPORT EFFICIENCY'



The DAF stand is located in Hall 17 of the exhibition complex. Occupying an area of 2,500 m<sup>2</sup>, it showcases the complete product range, setting the standard in quality, low operating cost and vehicle performance. The DAF trucks on display include the LF for distribution transport, the versatile CF for a wide variety of applications and the flagship XF model for heavy and long distance transport.

To highlight the importance that DAF and its 1,000 sales and service dealers attach to a full range of services to support their class leading products, PACCAR Financial, PacLease, PACCAR Parts and DAF MultiSupport Repair and Maintenance are dominantly presented at the DAF IAA stand.



## OPTIMIZED PACCAR PX-5 AND PX-7 ENGINES FOR DAF LF AND CF

As part of the DAF Transport Efficiency philosophy, DAF is introducing innovations to the successful DAF LF and CF distribution trucks with PACCAR PX engine. Higher torque at lower revs contributes to enhanced driver comfort and better fuel efficiency. These engine enhancements, in combination with the new, faster drivelines, reduce engine revolutions up to 300 rpm at a cruising speed of 85km/h and provide up to 4% better fuel efficiency.

New software and optimized heat and air management for the efficient and reliable 4.5 litre PACCAR PX-5 and 6.7 litre PACCAR PX-7 engines have increased torque by up to 12%. Maximum torque of the 4 cylinder PACCAR PX-5 engine in the DAF LF series now goes up to 850 Nm at 1,200 – 1,500 rpm, and for the PACCAR PX-7 engine in the DAF LF and CF torque reaches 1,200 Nm at 1,100 – 1,700 rpm. ►





# YOUR WORLD. **OUR COATINGS.**

## COMMERCIAL TRANSPORTATION

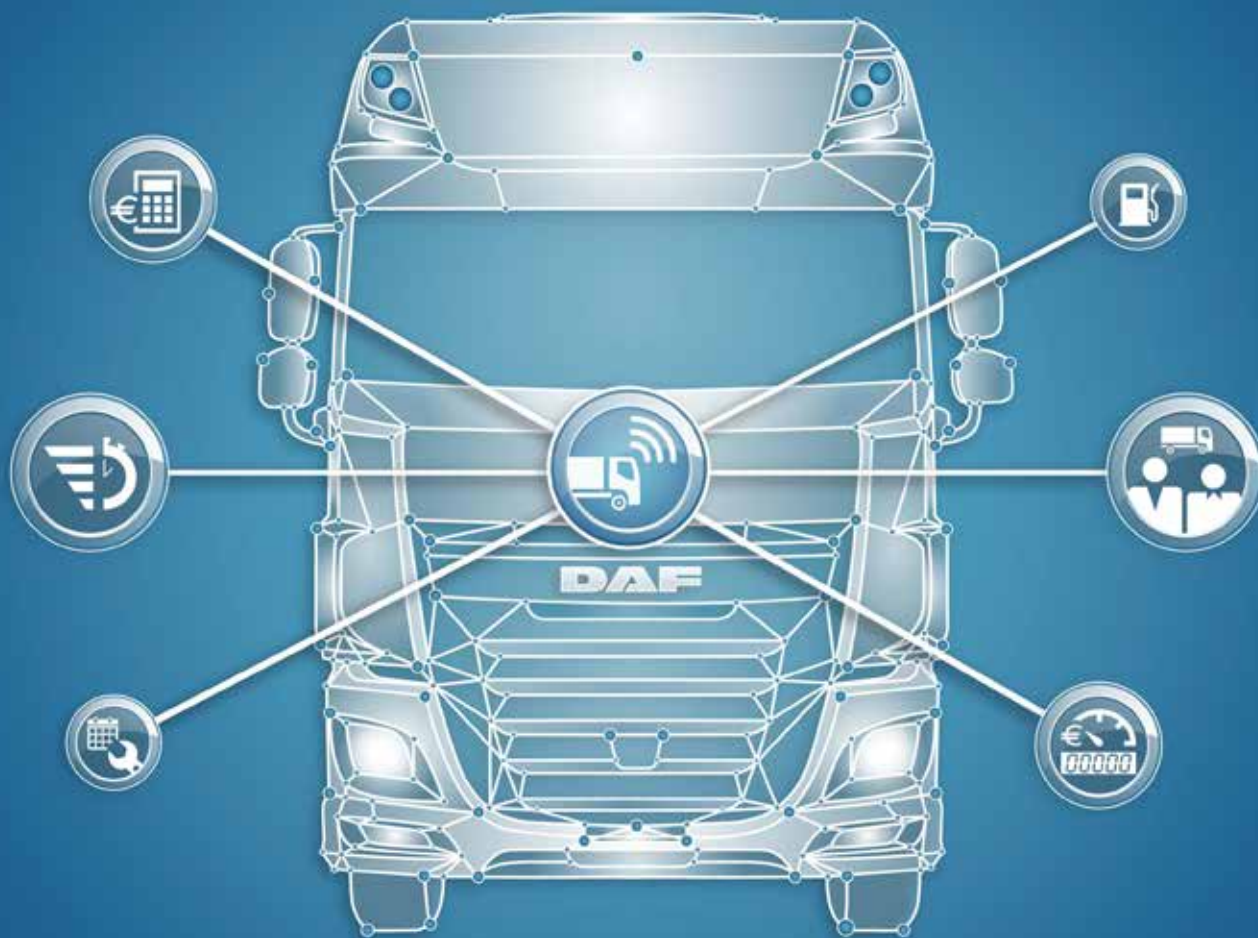
Virtually anywhere in the world, Axalta provides coating solutions for the medium and heavy-duty truck industry. Our products excel on the road, where heavy-duty trucks meet the harshest environments, with coating systems designed to deliver maximum performance using a variety of liquid and powder products for manufacturers of heavy-duty trucks, buses, rail cars and utility trucks.

Axalta is a partner to DAF Trucks, supplying coatings for over 20 years.

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## DAF CONNECT FLEET MANAGEMENT SYSTEM

**At the IAA DAF is launching DAF Connect, an innovative fleet management system, offering the operator real-time information on the performance of his vehicles and drivers. Information on vehicle location, fuel consumption, mileage, fleet utilization and idle time are clearly presented in an on-line dashboard, which can be tailored to customer requirements.**

The user-friendly dashboard can be configured to provide comprehensive fuel reports with current and historical data that compares the fleet's vehicles and drivers. The Live Fleet View feature provides all the information needed about the location of the fleet in order to enable optimal planning including distances, routes and driving time for the vehicle and driver. Operators receive self-defined alerts when deviations occur in areas like speed, route, location and fuel consumption so they can immediately improve fleet performance.

DAF Connect optimizes vehicle availability, reduces operational cost and enhances logistical efficiency. DAF Connect also allows the transport operator to effectively plan repair & maintenance and take advantage of

tailor-made advice by DAF using DAF Connect. "With DAF Connect we are entering a new era of supporting our customers to achieve the highest profitability per kilometer", commented Richard Zink, DAF Trucks' Director Marketing & Sales.

DAF Connect will be available in the fourth quarter of 2016 and leads the industry in quality, operating speed, user-friendliness and its ability to compare performance of individual vehicles. Richard Zink added: "We are teaming up with leading independent fleet management information suppliers to have an open platform available. This is important for fleets who own DAF and other truck brands, as well as DAF fleets that have already invested in fleet management systems." ■

PACCAR FINANCIAL EUROPE

# "WE SPEAK THE CUSTOMER'S LANGUAGE. ANOTHER EXAMPLE OF DAF TRANSPORT EFFICIENCY"

Cost savings remain crucial in the world of road transport. Maximising efficiency remains the hot topic within the sector. How do you get the highest return per kilometre? This question is the basic premise for DAF Transport Efficiency — a wide range of products and services geared towards further enhancing efficiency per kilometre. PACCAR Financial Europe plays a crucial role within DAF Transport Efficiency.







**PACCAR Financial Services** is part of PACCAR Inc., the parent company of DAF Trucks N.V. PACCAR began providing financial products in the fifties and PACCAR Financial Services is now one of the world's largest financing companies specialised in serving the transport industry. The company has a global portfolio of more than 175,000 trucks and trailers, with total assets of more than \$12.13 billion.



**15** years ago, PACCAR Financial Services (see box) expanded its activities into Europe. The European subsidiary now operates in 12 countries and finances around 25% of all new DAF trucks. Gerrit-Jan Bas, director of PACCAR Financial Europe, shares the secret behind their success. "We are truck people".

**ROOTS** "Our big advantage over the 'traditional', general financing companies is that we have our roots in the truck industry", says Bas. "And precisely because we understand it so well, we are able to develop and offer financial products that are tailored to the wishes and needs of the transport sector. More than anyone, we understand that the choice for a type of financing has a big impact on the customer's bottom line. Another good example of DAF Transport Efficiency. What we are in effect doing for the customer is freeing-up working capital, which can then be put towards their core activities. What all our services have in common is the backdrop they were developed against: we focus entirely on transport. We only finance trucks and trailers. And our customers value that. We speak the same language".

**CUTTING COSTS** Sounds great on paper. But can Bas back up what he says with examples? "Because we know the product inside-out, we are in a position to advise the customer on the specification of the vehicle", he explains. "Sometimes we advise a customer to add an intarder, for instance. While this is an additional cost, it

also boosts the vehicle's residual value, which can reduce the monthly costs. What's more, the customer saves on the cost of maintenance of the brakes. A 'normal' financing company would never do this type of thing — simply because they aren't familiar enough with the product. Another perfect example of DAF Transport Efficiency".

**CRISIS** Bas said it earlier: PFE and its customers speak the same language. This also proved to be the case a few years ago, when the transport sector was hit by the toughest crisis ever. Bas: "Many transport companies found themselves in financial difficulties. For a traditional financing company or bank, the number one priority is to protect the financial capital made available, which can result in the transport operator concerned going under. PACCAR Financial approached the issue from the opposite direction: our priority was and is to keep the customers' trucks on the road and to help them weather the storm. We do this by working with customers to see how we can restructure their contracts".

**CREDIT RATING** Another competitive advantage for PACCAR Financial is the exceptionally strong balance sheet of parent company PACCAR (which has been continuously profitable for 77 years) and its A+/A1 credit rating. Bas: "That enables us to offer attractive rates".

**EVERY DEALER** PACCAR Financial Europe operates via the DAF dealers. "This is a major benefit for the customer",

says Bas. "Because the financing or the insurance can also be arranged together with the order for the truck. Everything under one roof. And it goes a step further: the dealer can also offer a complete package that combines financing with a DAF MultiSupport repair and maintenance contract — all on just one invoice. A complete package like this gives the customer a clear overview of their total costs of ownership and reduces operational risks. Which is, of course, what it's all about. We take care of it all, so that the customer can focus entirely on their core business".

**TWO WORLDS** Every country where PACCAR Financial is active has employees who are familiar with the specific local conditions in that country. "That means that each customer receives the personal attention they deserve. So we can offer the best of both worlds: the local 'can do' mentality combined with the benefits of a global network". ■

20 YEARS A PACCAR COMPANY

# DAF SPREADS ITS WINGS WORLDWIDE

**Exactly twenty years ago, DAF Trucks became part of PACCAR, one of the major truck manufacturers in the world. A global success story was born.**

**F**ounded in 1905 as a manufacturer of railway and logging equipment, PACCAR focuses on the heavy truck market since 1945, when it acquired the Kenworth Motor Truck Company, followed by Peterbilt Motors Company in 1958. Both brands are icons on the North American, South American and Australian markets and are regarded as the quality leaders. Since 1996 DAF is the third jewel in the PACCAR crown.

## **'CENTER OF EXCELLENCE'**

Impressive investments have been made during the last two decades under the PACCAR umbrella. A state-of-the-art engine test center in Eindhoven further strengthened DAF's leading position in the development of clean, reliable and highly efficient engines, making it the 'Engine Centre of Excellence' within the

PACCAR group. The 12.9 liter PACCAR MX-13 and the 10.8 liter PACCAR MX-11 engines are acclaimed worldwide, and as much as 45% of the Kenworth and Peterbilt trucks are now built with PACCAR MX engines.

## **CONTINUED INVESTMENT**

Significant investments were also made in new PACCAR Parts Distribution Centers in Hungary, The Netherlands and Russia to guarantee customers a immediate supply after-market parts. The biggest investment was for the development of the new generation of Euro 6 vehicles, the largest project in the history of DAF, with new drivelines, new chassis, new cab designs and the introduction of the most modern production technologies.



*Significant investments were made in new PACCAR Parts Distribution Centers to guarantee customers a first class parts supply.*







The result: the best trucks ever in terms of fuel efficiency, reliability and durability. And PACCAR's investments continue: in Westerlo, Belgium, a completely new cab

paint shop is being built, which will be the most advanced and environmentally friendly of its kind when opened in 2017. ▶

*Vision of the future: DAF Westerlo in 2017, with the new cab paint shop at the top.*



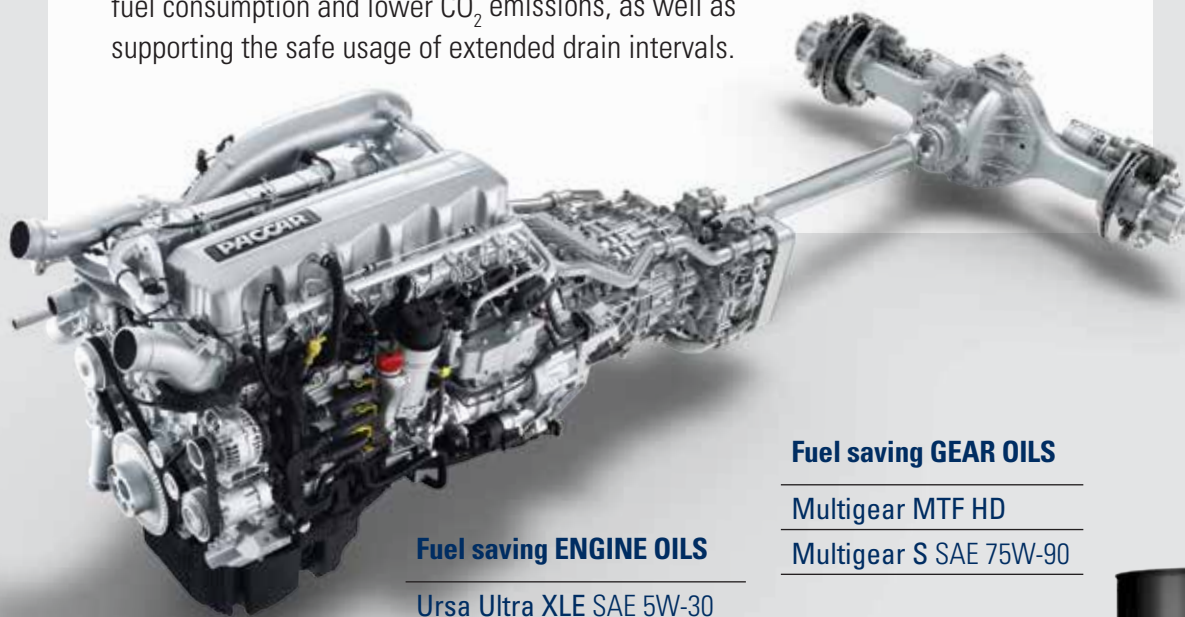


# TEXACO® PRODUCTS – CHOSEN BY DAF TO GIVE OPTIMUM OPERATION OF THEIR VEHICLES

*For an industry in which rpm, bhp, torque, rear-axle ratios and other driveline-focused attributes are part of everyday thinking, the one thing that makes everything 'work' efficiently and economically (after the hardware itself) often seems barely to merit a mention...Lubricants.*

Texaco products, including gear oils, axle oils and the Ursa® range of engine oils, have been developed and tested for use in DAF trucks by Chevron Lubricants, one of the largest producers of premium lubricants in the world. A clear objective in the design process was to save operators time and money by delivering optimised protection and performance for all moving parts of the driveline.

The low friction characteristics of the lubricants enable reduced fuel consumption and lower CO<sub>2</sub> emissions, as well as supporting the safe usage of extended drain intervals.



## Fuel saving ENGINE OILS

Ursa Ultra XLE SAE 5W-30

Ursa Ultra X SAE 5W-30

Ursa Ultra X SAE 10W-30

Ursa Ultra LE SAE 10W-30

## Fuel saving GEAR OILS

Multigear MTF HD

Multigear S SAE 75W-90

## Fuel saving AXLE OILS

Multigear S SAE 75W-90

Syn-Star GL SAE 75W-90



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*A completely new engine test center in Eindhoven further strengthened DAF's leading position in the development of clean, reliable and highly efficient engines, making it the 'Engine Centre of Excellence' within the PACCAR group.*



#### **MOST SUCCESSFUL TRUCK MANUFACTURER**

The new cab paint shop will support DAF's future plans to further increase its presence around the world. More and more operators recognize the high quality and efficiency of DAF trucks. In Europe, DAF is the fastest growing and one of the most successful truck manufacturers. Market share in the heavy segment has been increased from 9% in 1996 to 16% in the

first half of this year, with market leadership in the heavy tractor segment.

**WORLD-WIDE GROWTH** DAF's success is also expanding outside Europe. In South America, Russia, Africa and Asia, the quality and efficiency of DAF trucks is highly appreciated. DAF is the market leader in Israel and the number 1 European brand in Taiwan. DAF opened sales subsidiaries in Russia and Turkey to

grow in those markets. In Brazil a new DAF manufacturing plant was built.

**WELL POSITIONED** In 1996, DAF produced 25,000 trucks, a number that doubled to more than 50,000 last year. With a great range of trucks and services and a dense network of professional, independent dealers DAF is well positioned to further expand its business worldwide. ■

**IN 1996, DAF PRODUCED 25,000 TRUCKS, A NUMBER THAT HAS DOUBLED TO MORE THAN 50,000 LAST YEAR**



# MOVING BUFFET

**With 3,500 beds, Berlin's Charité hospital is the largest teaching hospital in Europe. At full occupancy, more than 10,000 meals are served daily. This is a major logistical operation in which three brand new DAF LFs play a crucial role.**

**“A**n external company used to deliver our meals”, explains Martin Meyer, head of the hospital's logistics department. “But we took it on ourselves two years ago, which, of course, meant that we needed modern vehicles. DAF offered us the best overall package with the LF and the associated service”.

**COOK AND CHILL** The eighteen-tonners are fitted with a day cabin and an efficient PACCAR PX-7 engine with 231 kW/314 hp. They have an insulated superstructure and a refrigerating unit and deliver ready-prepared meals three times a day to two different sites, covering around 80 kilometres each day. “The central kitchen operates on the

‘cook and chill’ principle”, Meyer explains. “Hot meals are cooled to four degrees Celsius within 90 minutes of being prepared. This extends the food's shelf life. The meals are then reheated at the hospital”.

**PRIMARY NEED** “Our LFs hit the road at four in the morning”, Meyer goes on. “365 days a year. Unscheduled downtime is simply not an option. Food is a primary need: patients have to be able to rely on their food being served on time, every day. So reliability is paramount. That is why we also opted for the DAF MultiSupport repair and maintenance contracts. That way, our trucks will always be looked after so they can be used to full capacity.” ■



KLAAS ENGEL:

# "PROUD OF MY DAF!"

Self-employed driver Klaas Engel has been driving his strikingly designed DAF since the beginning of this year. "Comfort and fuel consumption should be beyond excellent, that goes without saying. What I was most interested in was appearance". DAF in action went to meet the proud driver in his home town of Elburg in the Dutch province of Gelderland.

By: Iep van der Meer



◀ "I wanted to keep it subtle, as the truck is lovely enough as it is".

**A**t the end of last year, Klaas Engel opted for a new DAF XF440 Super Space Cab for his daily trips throughout the Netherlands. For him, this meant returning to the brand he more or less first started out with. "My father used to drive a DAF 2600, and I often travelled along with him. Since then, I've driven all kinds of other makes, but was eventually seduced by the charm of the new XF generation. I really liked the look of it right away. It's technically sound, too. When I bought the vehicle,

my father was the first one I told. That DAF feeling is in our blood".

**APPEARANCE** Appearance is important to Klaas. "However comfortable or efficient a truck is, it still has to look the part", he says. In Klaas' case, it would seem that the DAF designers hit just the spot: he's delighted with the vehicle. His DAF boasts a particularly effective design: "I wanted to keep it subtle, as the truck is attractive enough as it is. It's had the necessary work done on it, but this

design really accentuates the original lines. It's subdued and neat, but the use of colour makes it stand out. I get plenty of positive reactions when I'm driving." Klaas chose the integrated DAF skylights and extra lights integrated into the sun visor. An extra deflector is fitted under the front bumper. The chassis was fitted with sizeable toolboxes and a closed top. Plus, a sturdy rear bumper was added. "That just finishes the whole thing off", says the proud Klaas. ■



**RON BORSBOOM**, DIRECTOR OF PRODUCT DEVELOPMENT, ON THE SUBJECT OF CO<sub>2</sub> REDUCTION:

**‘AN INTEGRATED  
APPROACH AND GUIDANCE  
FROM BRUSSELS’**





*Ron Borsboom, member of the Board of Management of DAF Trucks and responsible for Product Development: "Over the last decade the average fuel consumption and CO<sub>2</sub> emissions of a long-distance truck have been reduced by 14%. "At the same time, the stringent Euro 6 emission standards have been met and the emissions of nitrogen oxides and particulates are now about 95% below the level of 20 years ago"*

**After the impressive results achieved by the truck industry in terms of reducing emissions of nitrogen oxides and particulates, as well as in terms of fuel consumption, the focus is now more than ever on the further reduction of CO<sub>2</sub> emissions. And since that is directly linked to fuel consumption - one of the key buying criteria in the transport sector - it's only natural that the truck industry continues to work to further reduce the CO<sub>2</sub> emissions. "In order to take further steps in the future, it is important that Brussels finalizes the rules on new truck dimensions and weights in Europe."**

**B**efore DAF's chief engineer lifts the veil on technologies his department is developing and testing to further reduce CO<sub>2</sub> emissions in the future, he reflects on the tremendous achievements already achieved by the truck industry. "Over the last decade the average fuel consumption and therefore CO<sub>2</sub> emissions of a long-distance truck have been reduced by 14%", says Ron Borsboom. "At the same time, the stringent Euro 6 emission standards have been met and the emissions of nitrogen oxides and particulates are now about 95% below the level of, say, 20 years ago. That's impressive!"

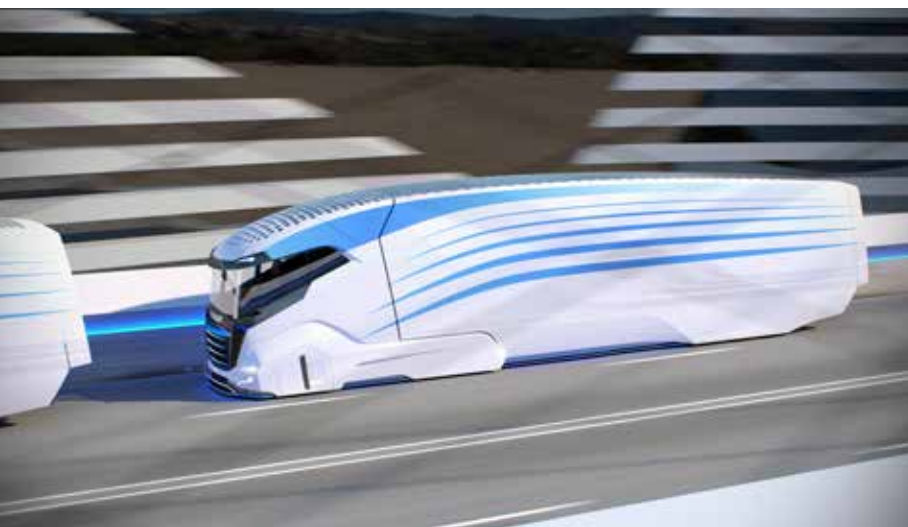
#### **THE TRUCK AS A HIGH-TECH MACHINE**

Partly because of the tough emission requirements, the modern truck has become a high-tech machine. "In order to realize the tremendous progress in the field of emissions, pioneering engine technology standard is onboard every modern truck, alongside equally advanced technologies for the after treatment of exhaust gases. At the same time aerodynamics were optimized, in many places weight and friction were reduced and smart systems were introduced to help the driver to

achieve the lowest possible fuel consumption and the lowest CO<sub>2</sub> emissions. Examples are the unique Driver Performance Assistant on the dashboard of every DAF truck, as well as GPS-controlled cruise control and transmission technologies that can look ahead a few kilometers. And last but not least, we are also setting new standards in terms of reliability and durability!"

#### **RESPONSIBILITY TOWARDS FUTURE GENERATIONS**

Ron Borsboom is rightly proud that the fuel efficiency of 'his' DAF trucks is widely praised. Customer feedback is excellent and new records are being set in independent press tests carried out in Europe. "We continue to develop additional fuel savings and CO<sub>2</sub> emissions reduction opportunities to maintain our cost advantage and environmental leadership", continues DAF's Director of Product Development. "That is why we continue to invest in reducing internal losses in the engines. Getting more power from smaller displacements - 'downsizing' - and realizing new torque curves to drive at lower rpm - 'down speeding' - offer interesting possibilities here. ►



**"WE CONTINUE TO DEVELOP ADDITIONAL FUEL SAVINGS AND CO<sub>2</sub> EMISSIONS REDUCTION OPPORTUNITIES TO MAINTAIN OUR COST ADVANTAGE AND ENVIRONMENTAL LEADERSHIP."**

*The European Parliament has voted in favor of new regulation for vehicle dimensions and weights. This will lead to longer truck combinations, better aerodynamics and better fields of view.*

We are also working on the further optimization of the internal friction and combustion. We are developing promising new technologies, such as waste-heat recovery from the exhaust gases. We are also exploring further opportunities to make braking energy reusable (regenerative braking) and looking at the electrification of components. And we see great opportunities for 'predictive', 'connected' and 'collaborative' driving to further increase the efficiency of the truck."

**TRUCK PLATOONING AS A SERIOUS OPTION** DAF demonstrated technological leadership in this area during the European Truck Platooning Challenge, organized by the Dutch Ministry of Infrastructure & Environment earlier this year. The aim of the Challenge was to obtain the consent of individual governments to test on a large scale throughout Europe various truck combinations that are wirelessly connected. By using WiFi, radar and cameras, trucks following in the 'platoon',



*With this Innovation Truck, DAF is exploring hybrid technology as well as electrification of the powertrain and the steering of components. Combined with further improved aerodynamics, this could lead to a 20% reduction in fuel consumption and thus CO<sub>2</sub> emissions.*





## TELLISYS: 20% MORE CAPACITY

The TelliSys is a semi-trailer combination prototype that creates an ultra-low position of the fifth wheel to achieve 20% more cargo volume. As a result, significant savings in fuel consumption and CO<sub>2</sub> emissions per tonne / kilometer are possible within the intermodal container transport. The purpose of TelliSys is to make the transportation of containers with an internal height of 3 meters possible. In these containers, three so-called 'meter-bins' can be stacked, achieving loading capacities of up to 100 m<sup>3</sup>. The ultra-low fifth-wheel height of only 85 cm was realized by lowering the chassis behind the engine and by the use of a very compact rear wheel suspension in combination with 22.5" wheels on the driven axle.

automatically accelerate, brake and, in the future, also steer. "By using a highly sophisticated WiFi-P connection, both EcoTwin DAF trucks participating in the Challenge could drive at a distance of only 0.8 seconds from each other," said Ron Borsboom. "That means an aerodynamic advantage. In due course fuel savings of up to 10% with equal reductions in CO<sub>2</sub> emissions will be possible. Next to this, improved traffic flow and road safety are also considered important advantages. Obviously, further development is required before 'truck platooning' can be introduced as a new technology to the market. That will certainly not be before 2020; much still has to be done in the areas of legislation, accountability and acceptance, while 100% reliability under all conditions must be assured. Now the politicians have to pave the way for us to be able to test the technology on the public roads in order to gain more experience."

**INTEGRATED APPROACH** Ron Borsboom is clear that the truck industry is well on the way to its ambitious 2020 target of achieving a 20% reduction in CO<sub>2</sub> emissions per tonne / kilometer, compared with 2005. "And there are potential possibilities to take further steps for the future," he explains, "provided that all parties work closely together using an 'integrated approach'. If we really want to

do more than just squeeze the final percentage out of the truck then the body building and trailer industry must also play a role. And we must look into using alternative fuels and logistical processes, and a more efficient infrastructure. We have to join forces if we want CO<sub>2</sub> reduction on the streets of Europe to be fully maximized."

**EUROPEAN LEGISLATION** "Additional steps will be made, with the new masses and dimensions legislation approved by the European Parliament. Enhanced aerodynamics will result in reduced CO<sub>2</sub> emissions", continues Borsboom. "There is also an opportunity to improve the driver's field of vision. Additional packaging space can be created for future fuel efficiency enhancing technologies as demonstrated in the Innovation truck. Once the legislation is finalised, the industry will have the opportunity to invest in solutions which make further CO<sub>2</sub> reductions and enhanced safety possible. We look forward to the final rules." ■



## POSSIBILITIES FOR LONG TRUCKS IN GERMANY

# HURDLES FOR ECOCOMBI

**Long trucks do not have it easy in Europe. Just a handful of countries permit 25-metre long combinations on their roads. This is regardless of the fact that they are very safe, do not take any freight away from rail transport and also reduce emissions.**

No, say opponents in Germany; the long truck combinations represent a danger on the roads and are bad for the environment. Termed Eurocombi, Gigaliner, EcoCombi or monster truck combinations (depending on political standpoint), they are too big, too noisy and dangerous for overtaking drivers. They cause damage to the road surface and cause problems on narrow roads. And even worse, they are responsible for shifting the freight offering from train to truck, which in turn leads to higher pollution.

**SAFE, CLEAN** The reality, however, is quite different. The XXL trucks are safe and they manoeuvre unobtrusively through the traffic. These facts have also been backed up in the first interim report of a German test with EcoCombis in 2014. The German Federal Highway Research Institute (Bundesanstalt für Straßenwesen or BAST) explicitly states in its report that the practical test took place without any problems and that no series issues were raised. The feared negative consequences for rail transport also failed to materialise. And the latter should





come as no surprise, as EcoCombis are in fact mainly used to transport goods such as insulation materials, car parts or furniture, none of which would ordinarily be transported by rail anyway.

**MORE AXLES, MORE BRAKES** The scientific study by the BASt also demonstrates that the German EcoCombi does not represent an additional burden on infrastructure. The GVW on EcoCombis (a maximum of 44 tonnes in Germany, in line with conventional trucks) is in fact spread over more axles, which actually lightens the load on the road surface. Furthermore, more axles means more brakes and therefore greater safety. One thing that is a problem is parking. Parking spaces at truck stops and along motorways are often too short for EcoCombis. As the number of long truck combinations continues to rise, a solution will have to be found quickly for this, as well as for hard shoulders in tunnels, which are rarely suitable for EcoCombis.

**70%** The German government began this field test with EcoCombis in January 2012. 59 German transport operators and a total of 149 vehicles are now involved. 14 of the 16 German states made a total of 11,600 kilometres of road available for the test. Approximately 70% of this is motorway, which equates to around half of Germany's motorway network being accessible to EcoCombis. Additional routes will be added in the future.

**OPENING THE WAY** In 1996, EU Directive 96/53/EC opened the way for the EcoCombi. The directive permits longer trucks to drive on pre-determined roads and routes with a special permit. This was intended to promote more efficient road transport. The transport world was quick to respond and, together with the truck industry, came up with various concepts for increasing load volumes (some by as much as 57%) or for transporting more Europallets (56 instead of 34).

**MAXIMUM 44 TONNES** The German test used various truck configurations, varying from tractor-trailer combinations with a trailer length of up to 17.80 metres to tractors with semi-trailers and central-axle trailers and tractors with two semi-trailers, connected by a dolly. All with a maximum length of 25.25 metres. The permissible GVW in Germany is 44 tonnes, which is

the same as a conventional truck of 16.50 or 18.75 metres long. In Finland and Sweden, long trucks have been on the road since the seventies already. Denmark and the Netherlands have also long since completed the test phase. The EuroCombis that are more than 25 metres long and can have a GVW of up to 60 tonnes are now commonplace in these countries. In the Netherlands alone, there are currently around 1,500 of them on the road. The Swedes have even announced an increase in the GVW limit to no less than 74 tonnes.

**NECESSARY** What the German transport industry does agree on now is that the EcoCombi is much needed. It is recommending that these long articulated trucks be legally permitted. After all, the maths is simple: two EcoCombis can carry the same volume as three standard combinations. In addition, the results of the field test are almost entirely positive. And not forgetting emissions: the EcoCombi emits up to a quarter less CO<sub>2</sub> per tonne transported. Not only is that good for the environment, but also for the bank balance: because less CO<sub>2</sub> equals less fuel.

**CROSS-BORDER** There is a reasonable chance that the EcoCombi will become legal in Germany in the near future. The German Transport Minister Alexander Dobrindt is a strong proponent. The Bavarian politician recently voiced his support for granting the EcoCombi legal status and also to make cross-border travel possible. He is still waiting for the final test report, which is due to be published in the autumn. But the EU directive for cross-border transit on EcoCombis will take a bit longer. Which is why the German ministry is looking into the possibility of bilateral agreements with its neighbouring countries.

**AMBITIOUS GOAL** The transport industry is arguing for the EcoCombi to be used throughout the EU and for cross-border transport. This is because the benefits of the EcoCombi come into their own on long journeys. This also goes for environmental benefits: the EU has set an ambitious goal of reducing greenhouse gases by 30% by 2030. Widespread deployment of EcoCombis can make a significant contribution towards this goal. ■



ANKER KRAN-UND ARBEITSBÜHNENVERMIETUNG GMBH:

# ALWAYS AND EVERYWHERE

Two striking, bright red DAF CF auto cranes can be seen driving in the area around Lüneburg, in northern Germany. Thanks to their lightweight construction, the four-axle vehicles received a special permit which allows them to go any place, any time, without restriction.





*Director Jens Anker: "Our customers often need a crane at short notice, which is why we need vehicles that can get to work immediately"*

If a truck or bus ends up on the roadside in northern Germany, 'the heavies' arrive on the scene in no time at all. Two years ago, Anker Kran- und Arbeitsbühnenvermietung purchased two almost identical DAF CF auto cranes to help stranded vehicles get back on the road. But, of course, that isn't all they come in handy for.

**8X4** The 8x4 vehicles with sleeper cabin have a crane configuration with a reach of no less than 35.20 metres, and a lifting capacity of 40 tonnes. For this type of crane, the curb weight of the base vehicle cannot exceed eleven tonnes. That is the only way to keep the weight of the auto crane under 33 tonnes, so it can have a special permit allowing the vehicle to be used at any time, anywhere in Germany.

**FROM ONE MOMENT TO THE NEXT** "Our customers often need a crane at short notice", says director Jens Anker, "which is why we need vehicles that can get to work immediately, without the paperwork for permits or having to take account of curfews. That's why we went for a DAF chassis. Many competitors' 8x4 chassis are too heavy to be able to build a crane that stays under 33 tonnes".

**ECONOMICAL** Anker's bright red CF four-axles are fitted with a PACCAR MX-11 engine with 320 kW/435 hp and an automated gearbox. Two nine-tonne front axles and a 26-tonne tandem axle on the rear provide the required stability. To further reduce the GCW, aluminium rims and a relatively small diesel tank of 340 litres were chosen. The vehicle also has a separate engine with a displacement of four litres. This powers the hydraulic pump that is used for the crane and the retractable pads.

**"A GREAT SUCCESS"** The newest of the two DAF CF auto cranes has since clocked up 20,000 kilometres and the crane has seen over 1,400 hours of operation. The average fuel consumption hovers around 46.5 litres per 100 kilometres. "Very good for a vehicle that is mainly used in regional and urban traffic", says Jens Anker. In all this time, there hasn't been a single unscheduled visit to the workshop. "The whole vehicle is a great success", adds crane operator Gerald Kuhn. "The CF is reliable, runs like a dream, can be steered lightly and with precision, and consumes relatively little fuel". ■



*The 8x4 CF vehicles with sleeper cabin have a crane configuration with a reach of no less than 35.20 metres, and a lifting capacity of 40 tonnes.*



Anker was founded in 1841 and started out as a foundry in what was then East Prussia's Königsberg. In 1953, descendants started a Ford dealership in Lüneburg, founded a bus company and built their first cherry pickers on a Ford chassis. Jens Anker belongs to the fifth generation and leads the business as it is today; one that has been leasing out cherry pickers since 1976 and auto cranes since 1994. To support the heavy auto cranes, Anker also has two DAF tractors: an XF and a CF, both combined with a flatbed trailer. The Anker cranes are not only used for salvaging vehicles, but also for housing and hall construction, the construction of solar energy plants and the installation of heavy machinery. And when a new church clock needed to be installed at the Nikolai church in Lüneburg, it was an Anker crane that reached high over the church steeple to put the 2.64 tonne colossus in precisely the right spot.

The uncertainty of winter road conditions and even tougher winter tyre regulations make correct tyre choice critical. The wrong tyres not only risk a truck being stranded in a sudden snowfall but also can lead to a fine and the vehicle stopped by the police. The consequences are even more grave if goods are not delivered. To help prevent this, appropriate tyres should be fitted to any truck that could find itself in such a situation. Ideally those tyres should meet the latest 3-Peak-Mountain-Snowflake (3PMSF) performance qualifications which confirms that they are high performing dedicated truck winter tyres.

# GOODYEAR ULTRA GRIP MAX TRUCK WINTER TYRES KEEP TRUCKS GOING

**T**he Goodyear ULTRA GRIP MAX is one of the latest dedicated truck winter tyre ranges and DAF is the first manufacturer to offer them as a factory-fitted option. Launched last year, this range is designed to meet the highest requirements for winter performance and to provide excellent grip through the cold season, even as the tyres wear.

"We are delighted that DAF has chosen to offer our Goodyear ULTRA GRIP MAX tyres as original equipment," said Peter Platje, Director OE Sales Truck Tires Goodyear Dunlop Europe, Middle East and Africa. "Mobility is a key factor for commercial vehicles, particularly during winter. With our ULTRA GRIP MAX winter tyre range customers can have their new DAF trucks delivered with our best tires for winter conditions – this is particularly true for those from the Nordic region, Russia, Germany, Austria and Switzerland but also for others. With an increasing number of European countries demanding the use of commercial vehicle winter tyres, fitting these tyres ensures not only outstanding performance on winter roads but also that legal requirements are met."

GOODYEAR  
MAX GRIP D



GOODYEAR  
MAX GRIP S



The Goodyear ULTRA GRIP MAX range comprises the ULTRA GRIP MAX S steer tyre, ULTRA GRIP MAX D drive tyre and ULTRA GRIP MAX T trailer tyre. ULTRA GRIP MAX tyres carry both the 3PMSF and the M+S symbol offering high winter mobility. They also provide up to 40% more grip when half worn and up to 15% more mileage\* than previous Goodyear winter tyres. Even when 50% worn, the drive tyres still qualify for the 3PMSF marking. With this unique feature, the new Goodyear winter tyre line does their bit to keep trucks going and gives peace of mind to drivers as well as fleet operators. Key to this outstanding performance are IntelliMax Block Technology and IntelliMax Edge Technology. These help deliver enhanced grip throughout the tyres' life.

The ULTRA GRIP MAX S steer tyre has 5% better snow traction with the same mileage performance as its predecessor, the Goodyear ULTRA GRIP WTS. It further gives 30% more grip than its predecessor when half worn\*. The snow traction of the ULTRA GRIP MAX D drive tyre is 40% better at 50% tread wear\* than the previous ULTRA GRIP WTD. The ULTRA GRIP MAX T





trailer tire has been developed for tough winter conditions and also carries both the 3PMSF marking and the M+S symbols. Until late 2012 the only definition for a truck winter tyre was M+S (Mud and Snow). Then the EU introduced a new, additional truck winter tyre symbol: the 3-Peak-Mountain-Snow-Flake (3PMSF). Only tyres that meet tough performance requirements on snow can carry this symbol.

What is the difference between an M+S and 3PMSF tyre? M+S is a tyre with better snow traction than a regular one. There is no standardised test for this. Alternately, 3PMSF tyres must pass a stringent ISO test. This compares the traction of a reference tyre to that of a test tyre on a hard-packed snow-covered road and defines them as "snow tyres for use in severe snow conditions". Clearly 3PMSF tyres are far better in severe winter conditions. Delivery of DAF trucks fitted with Goodyear ULTRA GRIP MAX starts in October 2016. This ties in with the start of winter in Europe. The requirements for using winter tyres in several

countries starts in November, particularly in central Europe, and in parts of Norway it is even earlier.

Goodyear has identified at least 28 European countries with existing winter tyre regulations. M+S is still widely accepted to define winter tyres, but there are often other requirements such as minimum tread depth. Some countries, though, now make reference to 3PMSF tyres. Fleet operators should check the regulations for each country in which they operate but even countries with no regulations have snow.

The new Goodyear ULTRA GRIP MAX tyres are not just for snow or on icy roads. Truck winter tyres are designed to give good performance in all winter conditions and to offer high levels of both wet and dry grip. Fleet operators typically have one main priority during the winter time: keep their truck going. And that is what the latest Goodyear ULTRA GRIP MAX truck winter tyres do: offering excellent winter mobility and helping to keep trucks going. ■

\* Actual results may vary based on, but not restricted to, road and weather conditions, tire size, tire pressure and vehicle maintenance.

DAF played a small but significant role in the history of Dutch bus builder, VDL Bus & Coach. Because, in 1993, the former DAF Bus became part of the fast-growing VDL Groep. In the years that followed, VDL went on to take over other bus brands in the Netherlands and Belgium. These now all sit under the umbrella VDL Bus & Coach and their products sell under the VDL brand. The core products are city buses, coaches, bus chassis and minibuses. VDL Bus & Coach is now one of Europe's largest bus and coach builders.

# VDL BUS & COACH: DUTCH SUCCESS IN THE GERMAN MARKET

**T**he manufacturer is a key customer of DAF Components, Europe's fastest-growing independent producer of bus engines. "All our Futura coaches are fitted with PACCAR Euro 6 engines designed and built by DAF", explains Rémi Henkemans, Managing Director of VDL Bus & Coach. "They contribute significantly to the success of our coaches". Henkemans is keen to elaborate: "We focus 100% on the development and production of buses and coaches. We can put together the perfect package of components without having to make any compromises. The components we purchase need to contribute towards the profitability of our products. The PACCAR MX engines are strong,

reliable and economical. And that's not all: DAF's extensive dealer network also plays a part in our choice of PACCAR engines. It also means that our customers can always call on DAF's International Truck Service. A coach might well clock up 100,000 kilometres a year and a long-distance coach will easily hit 300,000 a year. Reliability and fuel efficiency are therefore essential".

**QUICK TO RESPOND** This is all very flattering, but surely the success of VDL Bus & Coach can't only be down to the engines? "No, of course there are lots of other factors", confirms Henkemans. "First and foremost would be the lightweight construction of our products. This not only delivers lower fuel consumption but also allows for more passengers and luggage. Then there's the quality of our products:





they are reliable and look great. All of these things come into play. But it doesn't end there: VDL Bus & Coach is renowned as a company that is quick to respond.

Competition from larger brands is gruelling. This means that we need to be flexible, offer more tailored solutions — in short, be closer to the customer. Our company culture is often similar to that of our customers, who are frequently family businesses with short lines of communication, just like us. Our customers feel at home with us and that is an asset we cherish".

**CUSTOMERS** VDL Bus & Coach's key market is western Europe, with the Netherlands and Belgium as home markets. The group also continues to grow in other countries, such as Germany. "We are the largest import brand there within the coach segment", says Henkemans. "We have a long history there through the old BOVA brand, which is now part of VDL Bus & Coach. In Germany we have a market share of 6% in the coach segment". According to Henkemans, the coach sector poses numerous challenges: "The margins are low and competition from trains and planes continues to grow

and grow. A low total cost of ownership is therefore essential for a bus business. And that is one of our strong points".

**TAKEN CARE OF** While it is true that competition from trains and planes is on the rise, this is balanced out by another development. And that is (funnily enough): an ageing population. Henkemans: "Older people don't want to queue at airports or on platforms or sit in cramped aeroplane seats. No, they want comfort, safety and to be taken care of. And that's where the coach comes into its own. The fact that passengers rate our products very highly for their appearance and comfort is also a key competitor advantage for us".

**UNIQUE COMBINATION** VDL Bus & Coach builds around 800 coaches and double-deckers a year. Most of those come out of the ultra-modern factory in Valkenswaard, less than twenty kilometres from Eindhoven, where the PACCAR engines roll out of the DAF factories. "It makes the lines of communication short and the collaboration a lot easier", Henkemans affirms. "DAF and VDL are a unique regional combination". ■



## BUS & COACH

VDL Groep is an international industrial company devoted to the development, production and sale of semi-finished goods, buses and other end products and the assembly of passenger vehicles. It is a cluster of flexible, independent companies who each have their own specialism. The strength of VDL Groep lies in the collaboration between the companies. Since it was founded in 1953, this family business has grown into an enterprise with 87 companies spread over 19 countries and with over 11,000 employees.



**800** COACHES  
AND DOUBLE-DECKERS PER YEAR

DHT Group is a northern German transporter of bulk goods that has successfully worked with DAF for over a quarter of a century. The company is now gradually replacing its existing vehicles with the new XF Euro 6 trucks with PACCAR MX-13 engines with 375kW/510 hp.

# DHT GROUP: NORTHERN COMBINATION



**"THE DAF XF IS AN EXCELLENT PRODUCT  
THAT IS EXTREMELY ECONOMICAL WITH  
FUEL AND VERY RELIABLE"**





*The handover of the 150th DAF to DHT: L-R: Klaus-Peter Krüger, from dealer LVS Lkw-Vertriebs-Service GmbH, Konrad Schoknecht and Steffen Rennecke, both board members at DHT Speditionsgesellschaft mbH and Michael Neuenfeldt, from DAF Trucks Germany.*

**A**nyone looking to ship bulk goods will get in touch with DHT Group in Poppendorf, near Rostock in northern Germany. The logistics firm on the Baltic Sea coast specialises in the transport of bulk goods such as malt, fertiliser, animal feed and grain. Transportation of general cargo on pallets, in cases or in 'Big bags' is the firm's secondary activity. DHT also provides transport for the chemicals industry with tank trailers that have special silos on tipper chassis.

**90%** The vehicle fleet of the well-known company, established in 1990, consists exclusively of tractors and 90% of them have a DAF badge on the grille. Two years ago, the family firm began updating its vehicle fleet and purchased 37 new DAF XF Euro 6 tractors in one go. In 2015, DHT replaced a further ten of its trucks to allow the fleet meet the latest emissions guidelines as soon as possible.

**150th** In April this year, DAF handed over the 150th DAF in DHT's 26-year history. This XF Super Space Cab is fitted with the full range of safety-enhancing items: Predictive Cruise Control, Adaptive

Cruise Control, Forward Collision Warning and Lane Departure Warning System. "Efficiency and the environment are our priorities", says board member Steffen Rennecke. "That's why, two years ago, we started investing in a modern Euro 6 fleet. The DAF dealer was a fantastic help with this, allowing us to test the new XF in advance".

**EXCELLENT** "The DAF XF is an excellent product that's extremely economical with fuel and very reliable", says an enthusiastic Rennecke. To ensure that the drivers have a comfortable and safe work environment, DHT opted for the most powerful engine (375kW/510 hp) as well as the most spacious cabin (Super Space Cab). During its first four months, the anniversary truck has already clocked up 43,000 kilometres, consuming on average 27.8 litres of fuel per 100 kilometres. Rennecke is more than happy with this figure. "It puts the new XF510 on a par with its Euro 5 predecessor with 460 hp", he says enthusiastically. "Stronger still: on more demanding routes and bigger loads—which isn't uncommon with bulk—the Euro 6 DAF actually consumes two to three litres less than its predecessor".



**EVEN MORE** This is why the DHT boss wants to invest more heavily in trucks from the 500 hp class in the future: another five DAF XFs with PACCAR MX-13 engines have since been ordered and will be joining the DHT fleet in the near future. At present, DHT has no trucks that are more than two years old. They are replaced after five years maximum. Unscheduled downtime is minimised with DAF MultiSupport repair and maintenance contracts. For scheduled services, the DHT trucks go to the DAF dealer, who also provides driver training, helping drivers use their XF optimally and economically. "We set high standards for our suppliers and our DAF dealer meets these in full", says Rennecke. "They know us and they know what we want". ■



# DAF IN THE UK



14-18 NOW  
**POPPIES ON TOUR**



**CARR'S FLOUR  
TAKING THE BISCUIT  
IN CUMBRIA**



**HARRIS TRANSPORT  
25 YEARS YOUNG  
AND GOING STRONG**



**SHE'S RHA CAMPAIGN  
NOT JUST A JOB  
FOR THE BOYS**



# YOUR NEW DAF YOU'RE GOING TO LOVE IT

Your truck. You're going to be spending a lot of time with it. So make sure it's a relationship that's built to last by choosing a vehicle that gives you leading fuel efficiency, the best back-up and unrivalled driver comfort.

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**DAF**  
A PACCAR COMPANY

# BREXIT? BUSINESS AS USUAL

**A warm welcome to our latest issue of DAF in Action, and our special UK pull-out section. We've been busy over the summer months; supplying our 50,000th DAF MultiSupport contract, publishing our new TRP trailer and all-makes parts catalogue, and with our DAF Dealer network expanding the number TRP Shops at strategic UK locations – all helping to consolidate our top position in the UK truck market. Details on TRP, and more besides, can be found in this issue.**

**A**nd, for all of us, the dust is settling after our decision to exit from the European Union and with the many ramifications beginning to come into focus. In the immediate aftermath of the Referendum, however, it's been business as usual for truck manufacturers, with registration stats – to the end of June at least – underlining a robust market. I emphasise 'the end of June' because, presently, we are unable to obtain independent figures to which we have previously had free access.

Still, half-year figures were encouraging. Over 21,000 trucks were registered up to the end of June and DAF Trucks accounted for 6,605 of them. That gave us a commanding 31% share of the market – nearly twice as much as our nearest rival.

So, as a barometer for the UK economy, the truck market's impressive first half results are an excellent indication of the health of UK plc. However, the inevitable weakening of the pound following Brexit will, in the short term, put pressure on the cost of producing new trucks for the UK and this may well lead to higher acquisition prices for customers. But, with DAF Transport Efficiency, we are confident that overall running costs can be kept lower than any other truck on the market.

One thing is cast in stone; our commitment to supporting you, our customers, with the backing of the biggest and best Dealer network in the industry.

Brexit will continue to throw up challenges, but I know we can overcome them. And the truck industry can do its part by working together with trade organisations, our own customers and the wider operating community to ensure Theresa May's new Government understands the needs of the road transport sector. ■



**RAY ASHWORTH**

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# TAKING THE BISCUIT

At the end of 2015 we celebrated the 400,000th vehicle rolling off the production line at the Leyland Assembly Plant – which opened in 1980 and is where just about of all DAF vehicles for the UK are built. And this year marks 120 years since Leyland's lorry building story began in 1896.

That milestone truck, an XF 460 FTP tractor unit, was delivered to Carr's Flour in Silloth, Cumbria, and Bob Tuck from Truck & Driver magazine went along to see the truck in action.



**W**ith a history going back 185 years, the story behind the huge and diverse Carr's concern is one of the many success stories to come out of Cumbria. Naturally, many things have changed to the Carr's business model over the years, but one of its earliest outposts on the Solway coast at Silloth is still making a big daily contribution to this highly respected company.

*Bryan Sitko (left), Managing Director, Leyland Trucks presents the keys to truck no. 400,000 to Steven Mattinson of Carr's Flour*

It was thus perhaps fitting that the 400,000th vehicle to leave the Lancashire production line in November 2015 would be bought by such a long-term user of the Leyland made load carrier. And while he may have been a mite embarrassed, Steven Mattinson, transport manager at Carr's Silloth mill, was more than pleased to drive this particular Daf XF 460 FTP the first few yards of its life through the ceremonial banner inside the Leyland plant. But after all the razzmatazz, the question we really want to ask is how does it earn a crust? We discover it really does take the biscuit...

**ON THE BUTCHER'S VAN** It was more than fitting that when new into service on





*With a history going back 185 years, the story behind the huge and diverse Carr's concern is one of the many success stories to come out of Cumbria.*



*PY65 EZX was allocated to 49-year-old John 'Blackie' Blacklock.*



*"The Carr company motto," says transport manager Steven Mattinson, "is 'Right Product; Right Place; Right Time.'"*

1st January 2016, PY65 EZX was allocated to 49-year-old John 'Blackie' Blacklock. In the closely knit Cumbrian truck driving community, the name of Blacklock is well known, as Blackie's father – also called John – drove a wagon all his life until he was 68. Blackie has had a Class 1 license since he was 21 but he's probably best known locally as 'the butcher', as he drove a mobile butcher's shop around this part of Cumbria for about 22 years.

John recalls his early days as we sit in the XF awaiting his next load of biscuit flour to be readied for collection. John started this particular working week on Sunday (a

regular occurrence) when he drove north to the Carr's flour mill at Kirkcaldy in Fife. The company has a third such mill at Maldon in Essex, but the 10-strong Silloth fleet works closely with its Scottish counterpart as many of Carr's customers require various types of flour deliveries every day of the week.

Keeping them happy is giving the highest level of service: "The Carr company motto," says transport manager Steven, "is 'Right Product; Right Place; Right Time.'"

Blackie had a couple of nights out before he delivered flour into premises near Newcastle earlier on the morning of our

visit and it isn't long before we are summoned into the loading bay. After donning hairnet, hard hat, safety shoes and high-vis jacket, we climb high to see the action.

**DOES HIS OWN LOADING** There are 54 or so personnel on Carr's staff at the Silloth mill but Blackie does his own loading and we later wondered how he'd managed to reverse his motor to just the right spot, as there were no obvious lines on the road. He's been full time at Carr's since 2009 and throughout our time with him we notice how he does the entire job with practised ease. ►





**AFTER DONNING  
HAIRNET, HARD HAT,  
SAFETY SHOES AND  
HIGH-VIS JACKET, WE  
CLIMB HIGH TO SEE  
THE ACTION.**

"Carlisle specifically asks for loads of 27 tonnes," he says, "so I can load that sort of weight through the centre hatch." And in very little time, the measured amount of flour is safely inside the 60cu m-capacity LAG tri-axle tanker. The final task just before the hatch is closed and then sealed sees Blackie fill a small bag with a sample of his load for testing prior to being allowed to leave. Once the computer gives our sample the all-clear, we climb aboard for the short trip to another location that locals still refer to as Carr's.

"It's something of a backwater but we always love the chance to come to Silloth," Blackie smiles as we ease along cobbles of Criffel Street and waves to the locals who know him from his butcher days. The big XF is grossing 42.6 tonnes and, while he's only had the DAF about six months, Blackie is warming to its characteristics.

His normal route out of town is the testing 12-mile stretch of the B5302 to the A596 at Wigton, and it isn't long after leaving the 30mph zone that the DAF sounds a warning beep at us. It startles me but Blackie kills the noise and explains it's a signal from the Lane Departure Warning sensor. We both smile, as the road we are on allows just micro-inches of clearance between the centre white line and the nearside verge, which, Blackie tells us, is very soft. Some motors (not his of course) have come to grief when the driver has fractionally lost concentration. "It's also easy enough to smash your wing mirror if someone is going too hard the other way," says our driver.

Our delivery point in Carlisle is soon reached without incident. The locals still refer to the place as Carr's but it was in 1972 that the factory passed to United Biscuits (McVitie's), which now trades



globally under the 'pladis' banner. Throughout the day I ask those we encounter what their favourite biscuit is. First off is transport manager Mattinson, who nominates the McVitie's chocolate digestive (a big favourite of mine). The management team we encounter at pladis is supplies manager Gillian Sanderson (a big fan of the long-established Table Water biscuit, which diplomatically still uses the Carr's name), Ralph Wiggins (Bourbon) and David Stubbs, who suggests the McVitie's Jaffa Cake, another great choice.

**EDBRO TIPPING RAM** As I'm talking biscuits, Blackie is seamlessly getting ready to tip. Although the XF has an engine-driven PTO, this only drives the air compressor. The single front-mounted Edbro tipping ram is powered by an electric motor and its measured raising progress is ideal for Blackie to unload the 27 tonnes of flour at just the right pace.

Before we finish unloading, the heavens open and you can sense the staff shudder. The factory (and the town of Carlisle) were hit by bad floods in 2005 and again last December when Storm Desmond created carnage. This Carlisle plant was affected for a couple of months but, as the placard outside the main entrance proclaims, the company's 700 staff are the real heroes who got things going again.

We are soon breezing back towards Silloth, a suggested stop at the Thursby tea van being thwarted as the layby is empty. "Don't worry," says Blackie as we park up, "I'll make lunch." Quick as a flash, our man has the kettle on, the fridge whipped open and the Lurpak butter at the ready.

"Do you like ham?" he asks – and, seriously, what Blackie produces must be the nicest tea and buttie I've ever had in a



*"The nicest tea and buttie I've ever had in a lay-by." Courtesy of John 'Blackie' Blacklock.*

layby. And what about the bread? "It's Warburton's," says Blackie, "fresh from the Bellshill bakery." And what sort of flour do you think Warburton's prefers for this particular bread? No prizes, of course, for saying Carr's. Simply the best, reckons this much-travelled food critic. ■





# SHOW STOPPER

**Harris Transport has celebrated its 25th anniversary with a special DAF XF 510 FTG tractor unit. The haulage and storage business from Eastleigh in Hants, has an almost all-DAF fleet of around 40 vehicles, a mix of LFs, 18-tonne and 26-tonne CF rigids and XF tractors, with 13 new additions including the XF 6x2 marking their 25th year in business.**

**J**oint managing director, George Harris, said, "To mark our anniversary, we ordered this XF with our usual distinctive paint, air horns, lights and Dura-Bright wheels and just about everything DAF could add to it. We're very pleased with it, and it is turning heads at shows now, before we put it on the road."

In truth, the Harris Transport fleet all seem to carry a host of extras. The newest XFs with Super Space Cabs include such things as sat-navs, lane departure warning, cruise control, air conditioning, special seats and so on. "When we spec a cab," said George Harris, "my brother Derek, who is the other joint managing director, and I have one straight-forward rule for

deciding what it will have – we simply ask ourselves if we would be happy to drive it. I started as a mechanic and Derek drove in the early days, so we consider ourselves good judges of a truck, and our drivers seem happy with that approach."

The original business, Harline Transport, was started by the boys' mother and father in 1977, but was sold to the ill-fated Renwick Freight. On the collapse of Renwick, George and his father went to the auction where Harline Transport trucks, still in livery, were being sold. His father decided to buy one and, while George was away arranging to drive it home, his father was busy buying two more. George remembers, "When I got back he just turned to me, smiled and said, 'We're back in business!'"





**IT DOESN'T SEEM  
TO MATTER  
WHICH TRUCK  
AND WHICH  
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BETTER ON DAFs.**



That was in June 1991, and 25 years later, the business is flourishing. The newest DAFs are a mixture of fleet additions and replacements. Says George, "Growth has been steady, which we prefer. It gives us time to plan and keep the fleet growing to cover it. Some of the new DAFs are replacements, of course, but we are definitely seeing an increase in business. We stick to DAF nowadays for a number of reasons, the key one being fuel economy. It doesn't seem to matter which truck and which driver go out of the yard, fuel results are always better on DAFs."

The firm handles general haulage and storage, as well as being a long-standing Palletforce member. It also has a lively container business in and out of Southampton Docks, operating not just a number of its own trucks, but running an additional dozen or more sub-contractors too.

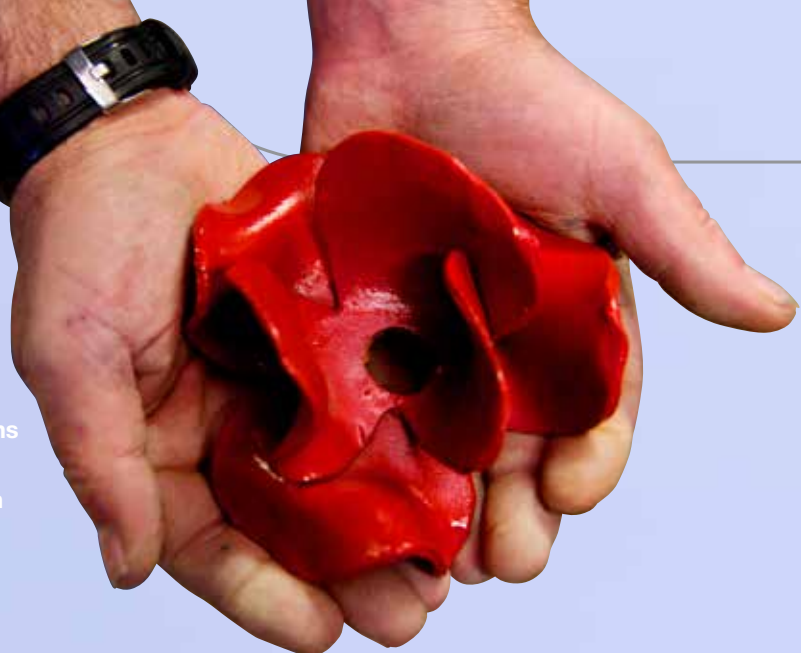
The new DAFs have been supplied through PACCAR Financial on three-year deals with standard DAF R&M packages. Local dealer, Adams Morey in Southampton, plays an important part

in the relationship. George recalls his father dealt with them in the early days of the Harline business, when the dealership was known as Morey DAF. "They are just so very helpful and professional. I remember going down there as a lad, driving a van back and forward for spares. Today, nothing is too much trouble for them it seems – they have a very big bearing on our loyalty to the DAF name."

Even when things go slightly awry, and with anything mechanical we all know they can, George Harris is happy with DAF. "DAFaid is absolutely fantastic," he says, adding, "We had a problem on the road in Essex a while ago, with an export load running up against a deadline. The DAFaid team found the part we wanted, and as luck would have it, the nearest one was actually with Adams Morey in Southampton. That didn't matter though, they got it straight onto a van, out to the truck, fixed it and got us on our way. That really is 'going the extra mile' in my book – I couldn't have been happier." ■



DAF Trucks and 14-18 NOW are working together to move an iconic art installation around the UK. Ian Norwell talks to the specialist company that is using those DAFs to do the job. The 'Weeping Window' and 'Wave' sculptures by artist Paul Cummins and designer Tom Piper, from the 888,246 ceramic poppies that filled the moat of the Tower of London in November 2014, in remembrance of the fallen British soldiers of the Great War, are on the move.



POPPIES: 'WEEPING WINDOW' AND 'WAVE' ON TOUR

# FLOWER POWER

*The 'Weeping Window' was moved from Kirkwall in the Orkneys to the Black Watch Museum in Perth in June this year.*





Up until the end of 2018, the 'Wave' and 'Weeping Window' sculptures are on a UK tour, supported by DAF Trucks. A specialist art movement and installation company, MTEC of Ware in Hertfordshire, has been contracted to deliver the artwork to multiple locations around the UK. 14-18 NOW, is the major cultural programme taking place across the country to mark the centenary, and its stand-out project is the sea of ceramic poppies.

With locations already visited as far north as Kirkwall in the Orkneys, it's an enterprise that need reliable haulage and logistics. Phil Moon, marketing manager

at DAF in the UK, commented, "We are proud sponsors of the 14-18 NOW 'poppies' project, and as part of that we are obviously very pleased to supply the specialist contracted hauliers, MTEC, with DAF XF and CF tractors for the extensive duration of the tour." He added, "They are covering a lot of miles, and I understand that they, and their drivers, are very happy with the trucks' performance. They run a mixed fleet, and I think our trucks have been a bit of an eye-opener for them."

**SPECIALISATION** David Williams, managing director of MTEC, says that unlike other art movement companies, theirs does nothing else. He says, "It's

that policy that has allowed us to attain the level of expertise and competence that has brought us this iconic project." He also says that the DAFs have been performing exceptionally well. "We have the use of three DAF trucks, as and when required, and our drivers have been especially impressed with them." He says that the adaptive cruise control (ACC) on the XF's and CF that they are running has been reported as working better than in other premium marques on their fleet. He adds, "Before the DAFs arrived, we already knew that the Super Space cabs would be going down well with drivers - the four nights away running back from Kirkwall was a clincher for them." ▶







*The beautiful Weeping Window sculpture at The Black Watch Museum in Perth. Over 1.2 million people have so far visited the Poppies on their UK tour.*

'Weeping Window' and 'Wave' were conceived by artist Paul Cummins and installed by designer Tom Piper from the installation 'Blood Swept Lands and Seas of Red' in conjunction with Historic Royal Palaces, originally at HM Tower of London 2014.

With his operational hat on, Williams also said he was very pleased with fuel economy in the "high twelves" and that the comfort factor of having the UK's best-performing call-out service up his sleeve in DAFaid, was reassuring. "Anyone can have a minor accident, and with an average seven days to set up and five days to break down an installation, we have deadlines that need hitting."

**EXPERTISE** MTEC is run by David Williams, who set up in 1993 after working as a sub-contractor for another art movement company. His co-directors bring freight and groupage expertise gained at Deutsche Post and DHL in the form of Malcolm Clark. Scott Carpenter who is director of their projects division, is a home-grown talent and that reflects Williams' methods. He says, "That's the way we like to do it here. Most of our employees have been with us for 15-20 years, and our ethos is to promote from within. That way we accrue a very concentrated base of knowledge and expertise."



## 2016 POPPIES ON TOUR

**Weeping Window**  
St Magnus Cathedral, Kirkwall  
22nd April – 12th June

**The Black Watch Museum**  
30th June – 25th September

**Caernarfon Castle**  
12th October – 20th November

**The Wave - Lincoln Castle**  
28th May – 4th September

With the award of a wide range of high profile public art projects over recent years, they look like the go-to people in this arena. The logistics of transporting such large-scale and sensitive sculptures as 'Wave' and 'Weeping Window' are immense: it is not often that sculptures of this scale comprise so many fragile elements; special equipment and highly skilled handling are the order of the day. The pair of XF's, a Space Cab and a

Super Space Cab - one in DAF's 'Building Britain' livery, the other from DAF dealer Northwest Trucks - and a CF 460 FTG tractor were required for the move from Orkney to Perth back in June but others will be called into action as the sculptures make their way up and down the UK until the end of 2018. If you see them on the road, give them a cheery wave, they are a unique combination of DAFs and poppies you won't see again. ■





# DAF MULTISUPPORT CONTRACTS: 50,000 AND COUNTING

**In August, DAF Trucks reached a notable milestone in the UK after delivering its 50,000th DAF MultiSupport Repair & Maintenance contract to the UK's largest bakery brand, Warburtons – when the company signed up to its 800th DAF MultiSupport contract.**

This landmark has been reached since DAF Trucks added the in-house repair and maintenance offering to its aftersales portfolio in 2001. DAF Trucks calculates that its assessors and automated systems have since processed 4.25 million claims to date over this same period.

DAF MultiSupport provides a comprehensive range of R&M options – from basic R&M through to full fleet management arrangements – to suit operators' requirements right across the transport spectrum. Full R&M or Compliance Contracts are available at durations from one to seven years, and occasionally even beyond.

"DAF is an important partner to our business," said Warburtons' Group Transport Manager, Mark Sutcliffe, "We have 800 vehicles on DAF MultiSupport contracts and DAF's locations mirror our own network of sites."

"The high level of service across the DAF Dealer network provides peace-of-mind at a national level and its local coverage ensure vehicle availability is at a consistently high level. This year we've been celebrating our 140th anniversary and it's great to have DAF working with us to ensure our distribution network continues to provide the freshest products available for our consumers on a daily basis."

Such has been the effectiveness of DAF repair and maintenance in its fleet, Warburtons has extended DAF MultiSupport packages to 95% of its secondary fleet. Furthermore, most of its 80 DAF tractor units are funded through PACCAR Financial. ■





Louise Kingston

*"...and I think it's still very much a man's industry, but I would encourage young women to look at it, to get into it where possible..."*

# NOT JUST A

# 'JOB FOR THE BOYS'

**DAF Trucks was delighted to learn that the Road Haulage Association (RHA) has launched its She's RHA campaign – an initiative that draws attention to the lack of women in the haulage sector and to showcase individuals who have chosen a career in the transport industry.**

**A**lthough women do have a highly visible presence at DAF Trucks, and throughout the DAF Dealer network, the workforce remains predominantly male – and especially in workshop roles. The company is looking to address the issue through the DAF Apprentice Programme and has had some success. More widely, DAF Trucks also supports Think Logistics, the industry-backed scheme to attract young people into the logistics sector. However, the problem of highlighting the benefits of the industry to women remains. The RHA says, and DAF Trucks agrees, that 'only through better representation of women within haulage will more women

outside want to join the industry. The haulage industry needs to publicise that women are invited; women are welcomed.' So, clearly, the RHA through its Roadway magazine, is well-placed to publicise the message.

One specific, and already-publicised, area which is in dire need of new recruits (and not just women) is driving. There's a general consensus that the industry today is lacking some 40,000 skilled drivers, and those currently behind the wheel are, in the main, men – and aging men at that. DAF Trucks, therefore, is very proud of the fact that Mandy Wannerton occupies a highly visible role within the company as Driver Training & Press Test Manager. Regular readers of DAF Driver Magazine (and the wider trade press) will already be acquainted with Mandy. Mandy has a passion for driving and for teaching others to get the very best out their DAF vehicles. Her enthusiasm is infectious, and that's the key – an ambition and an ability to excite and empower others.

Roadway magazine has already showcased two young women who have embraced the transport industry and are currently in the early stages of successful careers – and both with a strong association DAF Trucks. Roadway's Editor, Tony Hall, visited Louise Kingston of Thame-based David Einig Contracting. Louise's father, Richard Kingston was the well-known and highly respected press test manager for DAF Trucks before Mandy Wannerton.

Louise passed the International Transport Manager's CPC with the RHA in January 2015, and she concedes that transport might not be an immediately apparent career choice for women, "It's good to be encouraged," she says, "just because you can't drive a lorry and can't pick up a set of spanners and fix it doesn't mean you can't work in the industry and can't add value to a business."

"I do think people are put off," she adds, "and I think it's still very much a man's industry, but I would encourage young women to look at it, to get it into where possible. It's not just the mechanical side," she stresses, "it's the planning, the preparation, the methodical side, making sure everything is done, dotting the 'i's and crossing the 'T's. I think credibility is

the one thing that people look for, but I think if you can prove yourself, and you can get stuck in, I haven't found any issue with it. In fact, I relish the chance to prove myself."

Like Louise, 20-year-old Faith Cracknell at Essex-Based CA Noakes, has grown up with trucks. Her father, Alan, owner of the chilled distribution business, used to take Faith out on night-shifts in a baby-seat. She passed her driving test at 17 and got straight behind the wheel of a Transit working for her dad. Eight months later, Faith was a fully-qualified truck driver. "Haulage is in my blood," she says, "there was never any doubt in my mind that it was what I wanted to do. I love the freedom and independence it gives me, and no two days are the same. I have won the respect of so many people for being a truck driver."

In fact, Faith has really embraced the She's RHA initiative, "I am keen to get involved and go into schools and colleges," she says, "to show girls like me that there are loads of different jobs out there in haulage and logistics. I'm looking forward to meeting some other women in the sector to see how we can share ideas and help each other to be the best that we can be." ■



Faith Cracknell

*"Haulage is in my blood...there was never any doubt in my mind that it was what I wanted to do. I love the freedom and independence it gives me..."*



# BIGGEST AND BEST EVER -

DAF Trucks has published the ninth edition of its definitive TRP Catalogue – the company's comprehensive Parts directory for all-makes of trucks, trailers and workshop consumables. In addition to the hard-copy catalogue, truck operators may also interrogate the complete TRP range through a dedicated web site, [www.trpparts.com](http://www.trpparts.com), which has been updated to provide increased functionality.

**D**AF Trucks remains keen to provide a hard-copy catalogue to satisfy the needs of its extensive customer base. Hard-copies of the latest TRP Catalogue can be obtained through the DAF Dealer network or ordered online at [www.trpparts.com](http://www.trpparts.com).

truck marques and a wide range of workshop consumables and lubricants. Both versions of the TRP Catalogue (hard-copy and online) provide enhanced accessibility to TRP's huge and constantly updated range of Parts.

TRP – the all-makes leader – is the highly successful Parts programme marketed alongside DAF genuine and PACCAR Parts, focusing on trailers, all-makes of



# NEW TRP CATALOGUE



"We're very conscious of our commitment to customers across all industry sectors," said Stewart Davies, Parts Marketing Manager at DAF Trucks, "and our Parts marketing push has to reflect the wide-ranging nature of the market and how our customers wish to communicate with us. Our new TRP Catalogue, however our customers wish to access it, is the most complete Parts compendium we've ever produced," he said.

"The hard-copy TRP Catalogue contains all our fast-moving truck, trailer and consumable items," continued Stewart Davies, "Customers, DAF or otherwise, can use it to capitalise on all the exclusive benefits and incentives through their local DAF Dealership. The full TRP range, comprising 75,000 lines, can be interrogated through [www.trpparts.com](http://www.trpparts.com)," he said. ■

## DAF WEBSHOP BUYING PARTS ONLINE

Customers holding an account with local DAF Dealers can now also purchase their parts through an eCatalog via the DAF Webshop – now offering even greater functionality. DAF Webshop customers are provided with password protection through their local DAF Dealer, and can take advantage of specific discounts. "Through access to the DAF Webshop and the new, updated TRP eCatalog," added Stewart Davies, "users will notice similarities with many well-known online 'high-street' retailers, being able to check and order parts, and using familiar navigation tools."



DAF Trucks is spearheading an industry move into the 'high-street shopping' Parts sector by introducing a network of new, strategically-located TRP Shop facilities supported by DAF Dealers across the UK. TRP is DAF Trucks' trailer and all-makes parts offering, available alongside genuine DAF Parts and PACCAR Parts.

# SHOP 'TIL YOU DROP





**“OUR NEW TRP SHOP IN BOLTON BRINGS US EVEN CLOSER TO MANY NEW AND EXISTING CUSTOMERS.”**

JONATHAN FRANCIS, BRANCH MANAGER, LANCASHIRE TRUCK & TRAILER

**A**lready, alongside the existing DAF dealer-based TRP outlets, there are four dedicated TRP Shops, including locations in Hemel Hempstead under HTC, in Barnstaple supported by Wessex DAF, in Aberdeen through the DAF Dealer group Norscot, and also Lancashire Truck & Trailer launched in July under the auspices of Lancashire DAF.

DAF in Action visited Bolton to find out more about Lancashire DAF's response to increasing demand from its customers, and the wider operating community, for fast access to a broad range of parts, competitively priced and on their doorstep.

Benefitting from its strategic location to the south of Bolton, operators can enjoy easy access to and from the A666 and M61 – significantly reducing downtime for many. “We’re making an already slick Parts service even faster and even more efficient,” said Jonathan Francis, Branch Manager at the new location, “Our new TRP Shop in Bolton brings us even closer to many new and existing customers. Indeed, we can

offer Parts deliveries to within half-an-hour in the local area for stock items.

Lancashire Truck & Trailer in Bolton is dedicated to TRP trailer and all-makes Parts, Lancashire DAF's main location at Walton Summit, Preston, and like the vast majority of DAF's 141 Dealer locations, it offers both genuine DAF and TRP-branded Parts.

With more and more DAF Dealers eyeing the benefits of TRP Shop capability, DAF Trucks' Part Marketing Manager, Stewart Davies, believes the DAF Dealer map will continue to feature an increasing number of satellite TRP facilities. “We’re seeing a shift in our Parts marketing strategy,” he said, “With the support of our Dealer Network, we’re looking at many more strategically positioned locations where large premises are not required and from where we can deliver an ultra-responsive Parts service to the maximum number of operators.” ■



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6 Adams Morey Isle of Wight  
7 Adams Morey Southampton  
8 Adams Morey Portsmouth  
9 Adams Morey Salisbury  
10 Barnes Guildford  
11 Barnes Shoreham  
12 Brewers DAF  
13 Brian Currie Milton Keynes  
14 Brian Currie Bedford  
15 Brian Currie Northampton  
16 Cayton Commercial  
17 Channel Commercial PLC Ashford  
18 Channel Commercial PLC Canterbury  
19 Channel Commercial PLC Sevenoaks  
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31 Evans Halshaw DAF Sheffield  
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36 F&G Commercial Manchester  
37 F&G Commercial Oldham  
38 Fishlake Commercial Motors Ltd  
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41 Ford & Slater Kings Lynn  
42 Ford & Slater Leicester  
43 Ford & Slater Lincoln  
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55 H.W. Martin (Plant) Ltd  
56 Halesfield Truck and Van  
57 Harris DAF Basildon  
58 Harris DAF Grays  
59 Harris DAF Lea Valley  
60 Harris Truck & Van Ltd Witham

61 Holyhead Trucks  
62 HQ DAF Trucks Ltd  
63 HTC Belvedere  
64 HTC Croydon  
65 HTC Heathrow  
66 HTC Hemel  
67 HTC Luton  
68 HTC Oxford  
69 HTC Park Royal  
70 HTC Reading  
71 Imperial Commercial Ayr  
72 Imperial Commercial Bellshill  
73 Imperial Commercial Bristol  
74 Imperial Commercial Chester  
75 Imperial Commercial Cumbernauld  
76 Imperial Commercial Derby  
77 Imperial Commercial Doncaster  
78 Imperial Commercial Frome  
79 Imperial Commercial Garretts Green  
80 Imperial Commercial Glasgow  
81 Imperial Commercial Gloucester  
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91 Imperial Commercial Warwick  
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94 Imperial Commercial York  
95 J E Douglas & Sons Ltd  
96 Kettlewell Commercial  
97 Lakeland Trucks Ltd  
98 Lancashire DAF  
99 Leyland Trucks PDC  
100 Lothian DAF  
101 Lynch Truck Services Limited  
102 MTC Northwest  
103 Noden Truck Centre Ltd  
104 Norscot Truck and Van Aberdeen  
105 Norscot Truck and Van Dundee  
106 Norscot Truck and Van Inverness  
107 Norscot Truck and Van Perth  
108 North West Trucks Huyton  
109 North West Trucks Northwich  
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111 Pelican DAF  
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114 Ring Road Garage Ltd  
115 RP Cherry  
116 Saltash DAF  
117 Sheriffmill Motor Co Ltd  
118 Solway DAF Carlisle  
119 Solway DAF Dumfries  
120 Solway DAF Penrith

121 Solway DAF Workington  
122 Taunton DAF  
123 TBF Thompson DAF Trucks (Carvagh)  
124 TBF Thompson DAF Trucks (Mallusk)  
125 TBF Thompson DAF Trucks (Portadown)  
126 Universal Garage  
127 Wades Truck Services  
128 Watts Truck and Van Cardiff  
129 Watts Truck and Van Newport  
130 Watts Truck and Van Swansea  
131 Wessex DAF - Newton Abbot  
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