

# PACCAR

## POST

**Welcome to the PACCAR e-newsletter**

Communicating the latest information about Kenworth & DAF product, industry and dealer news...



### **KENWORTH & KALARI**

Kalari Pty Ltd become the proud owner of the 1st customer ordered LNG-fuelled prime mover built at Kenworth's Bayswater facility...



### **IT'S ALL IN THE DELIVERY**

A new DAF passes the toughest test.  
Story by Graham Smith, Big Wheels...



### **A MESSAGE FROM THE M.D.**

Joe Rizzo, Managing Director of PACCAR Australia, shares his thoughts...

## **KENWORTH & KALARI PIONEER A NEW ERA FOR ROAD TRANSPORT**

The technologically advanced Kenworth K108 was the first customer ordered LNG-fuelled prime mover to be built at Kenworth's Bayswater production facility and was handed over to Kalari Pty Ltd in June.

Kalari, part of the global Swire Group, was proud to announce the launch of Australia's first custom built prime mover with an LNG fuel system. "We recognise that the nature of the transport industry is changing," Managing Director Greg Stevenson said. "Amid a context of increasing concerns about climate change, volatile fuel pricing and a potential Emission Trading Scheme, Kalari knows that we must rethink how we consume resources. To prosper in the years to come, improving our emissions intensity is crucial, and this vehicle is an exciting step towards realising this goal" said Greg.

Since inception in 1976, Kalari has operated a predominantly Kenworth fleet. Today 90 per cent of its trucks are Kenworth prime movers, including the K108, T401, T408, T408 SAR, T604, T658 and T908 models. The LNG-fuelled Kenworth K108 will become an important part of Kalari's on-going commitment to lowering greenhouse gas emissions and reducing the company's impact on the environment.

With 250 trucks operating across all mainland states of Australia, Kalari travels about 600,000 kilometres a week. The company estimated that in 2008 it consumed 18 million litres of diesel fuel.

Darren Whyte, Kalari Pty Ltd's General Manager of Fleet, highlighted Kenworth and Kalari's close association, saying the handover of the first production-built LNG Kenworth wasn't just an important milestone for both companies, but a significant development for the entire Australian road transport industry.

"We employ the latest technology and methods so that we can improve our fuel efficiency and reduce our impact on the environment, including reducing greenhouse gases".

Kenworth Australia partnered with Westport Innovations Inc. to jointly develop the advanced Westport liquefied natural gas (LNG) fuelled trucks for the Australian market. Based on the Cummins ISX diesel engine with cooled EGR, the Westport GX 15L LNG version offers the same horsepower, torque, and efficiency as the base diesel engine it is replacing. Currently, no other heavy-duty truck manufacturer offers Westport's HDMI technology in Australia.

For further information on LNG-fuelled Kenworth trucks, please contact your local Kenworth Dealer or the Kenworth Sales Department on (03) 9721 1500.

[www.kenworth.com.au](http://www.kenworth.com.au)



*Kalari's LNG-fuelled K108 is now hauling a 68 tonne GCM B-Double tautliner.*

## WHY THEY LOVE THEIR DAFS

Graham Smith – Big Wheels

MPH Logistics driver Ian Wills (home page picture) couldn't wait to get behind the wheel of one of the new DAF CF 85s he learned would be added to the company's delivery fleet.

The 8x4 rigid DAF passed Wills' toughest test—a run through the Pentland Hills between Melbourne and Ballarat—with ease. He says it never dropped below 11th gear or 75km/h on his weekly run to Ballarat when other trucks would slow to a veritable walk on the testing run.

Wills' truck is one of two MPH Logistics has bought to service its contract to deliver bagged cement and concrete building products to retail outlets in Melbourne and nearby regional cities.

Before buying the DAFs the bulk of the MPH Logistics fleet handling the concrete contract was made up of Isuzu rigids.

MPH Logistics director Cameron Murphy says the DAF 8x4s provide his company an opportunity to increase the efficiency of his fleet, and reduce his company's carbon footprint at the same time.

With a GVM of 34-tonne, Murphy says he's able to carry a full 16-tonne payload with the DAF,

which represents an increase of more than 20 per cent over the Isuzus.

"We went for the DAFs because of their payload of up around 16-tonne. With our customers requiring loads of more than 12 or 13 tonnes, but not necessarily a full semi load, the DAF fitted our needs perfectly," he says.

The choice was made easier by the fact there were few 8x4 rigids available on the Australian market that met the company's needs. "The DAFs were the best in terms of price, payload and functionality," Murphy says. Running the twin-steer DAFs means more of the bagged concrete product can be carried per trip, and that leads to fewer trips and less carbon emitted overall.

DAF offers the FAD CF85 with the choice of 360, 410 and 460 horsepower (265, 300 and 340kW), and Murphy chose the latter, which helps explain his drivers' enthusiasm for the DAFs performance.

The power comes from the DAF designed 12.9-litre six-cylinder PACCAR MX engine, which reaches its 460hp power peak between 1500 and 1900 revs and its peak torque of 2300Nm between 1000 and 1410 revs.

Backing up to the Euro 4-compliant MX engine is a ZF AS Tronic 12-speed overdrive automated transmission.



Pictured Right: MPH's co-owners Cameron Murphy and John Pollock.

## A MESSAGE FROM THE M.D.

Road transport is one of the major pillars of both the Australian and New Zealand economies, not only employing hundreds of thousands of people, but enabling the rest of the economy to grow and compete internationally.

However the "Global Financial Crisis" has certainly made its presence felt in the Australian market (and economy) over the last six months, and truck sales across the country have declined by over thirty percent so far this year – with even greater falls in New Zealand.

Whilst the economy has necessitated prudent cost reduction measures and re-alignment of businesses in line with the new realities of the marketplace, PACCAR and our dealers are still investing in facilities and products to ensure we continue to provide our customers with the highest quality trucks, finance, parts and service for the long term.

The Brown and Hurlley Group recently opened a brand new full service dealership in Toowoomba - a multi-million dollar commitment to our customers in this important region - just a few months after the opening of their new dealership in Yatala in Brisbane. They have also announced plans to build a new dealership in Townsville to replace their existing operation.

Southpac Trucks, our dealer in New Zealand, recently acquired additional land in Auckland in preparation for a major expansion and rebuilding of their head office location to provide additional capacity to their already extensive network.

Inland Truck Centre recently completed a major refurbishment and expansion of both their Dubbo and Wagga dealership.

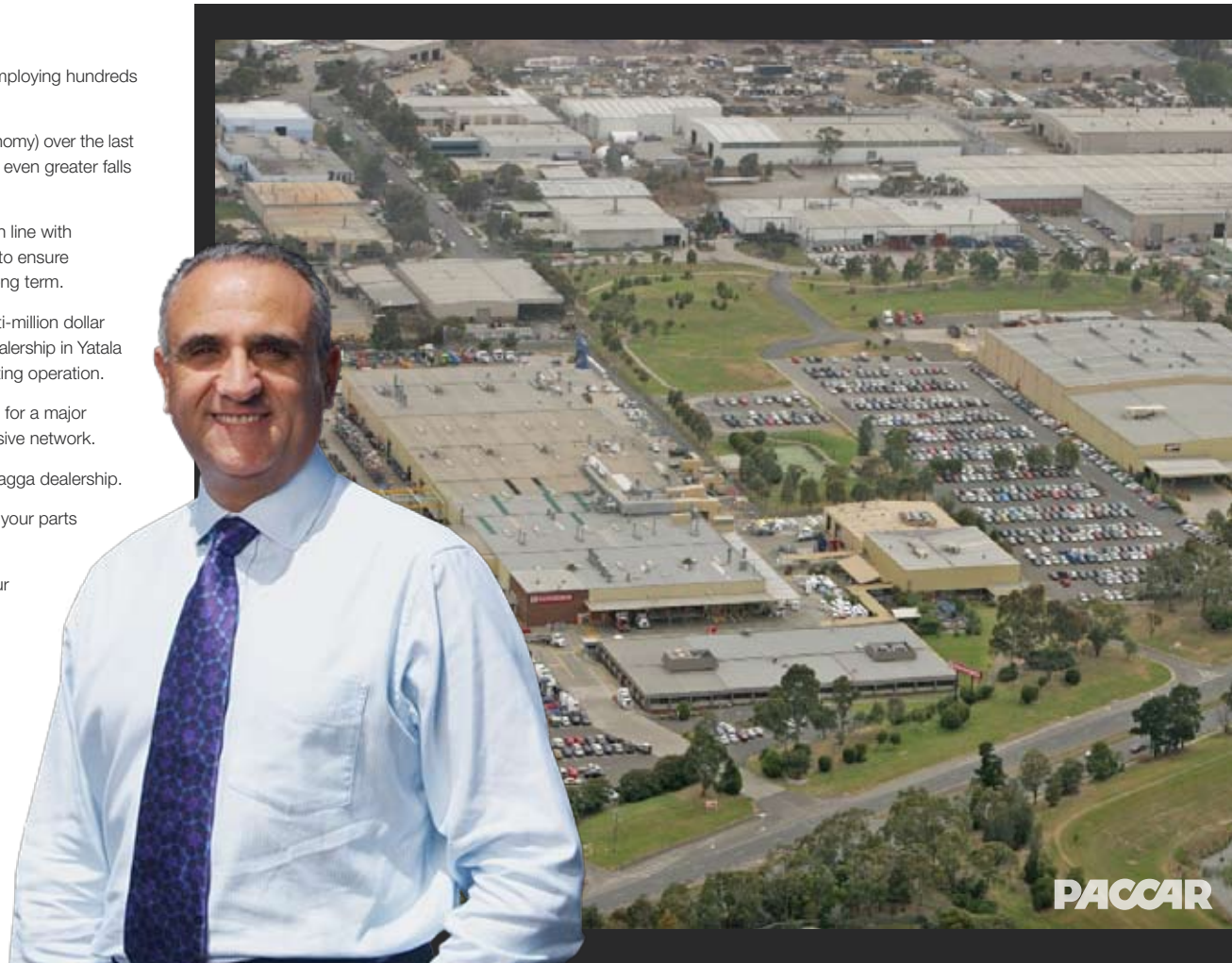
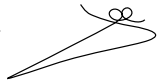
These - along with major investments by all PACCAR dealers over recent years are designed to enhance your parts and service experience at every location.

From PACCAR's perspective, I was delighted recently to sign contracts to acquire a property adjoining our Bayswater Victoria manufacturing plant that provides almost 70,000 square feet of additional warehouse, factory and office space. As well as providing a new home for DAF Trucks Australia, the facility ensures our ability to further expand our Kenworth manufacturing capacity for the long term and demonstrates PACCAR's future commitment to Australian manufacturing and our customers.

Our on-going investment in these recessionary times is based on an unshakeable confidence in the future of road transport in both Australia and New Zealand. Economic cycles come and go but the fundamental underlying strength and long term potential for both countries remains solid, as does the future of road transport – the future we are focused on.

We aim to be in an even stronger position as the economy recovers, maintaining our commitment to quality and continual improvement, supported by these strategic investments.

Thank you for your support.



## KENWORTH'S T4 SERIES – A FINE FOURCAST

In these challenging times, there has never been a better time to buy the best - and with Kenworth, the Fourcast for reliability and productivity is great!

The Kenworth T4 series range now features three models, including the latest addition launched at the Brisbane Truck Show in May, the big hearted T402.

The T402 perfectly complements the aerodynamic T408 and the traditionally styled T408SAR to provide operators with unequalled diversity and versatility in a class leading range of Australian designed and manufactured heavy duty trucks. The T408 and T408SAR are the ideal solution for customers operating 19m and 26m combinations where a conventional is the preferred choice. The T402 excels at single trailer and in some vocational B-Double applications.

The range provides a host of customer benefits including spacious cab dimensions; the 28", revised 36" and 50" integrated "aero" sleeper options for the T408 and T408SAR. The 36" version provides additional dip clearance for maximum deck space 26m refrigerated operations. The Cummins ISX EGR engine delivers ample power and torque for the toughest applications up to 550hp and 1850lbft, (450hp with 1650lbft for the T402).

Talk to your local Kenworth dealer for the best T4 for your application, and enjoy the Fourcast for savings and performance now.

[www.kenworth.com.au](http://www.kenworth.com.au)

[click on logo to visit website](http://www.kenworth.com.au)



### T402

Take a roomy and comfortable cab with wrap around dash, Cummins ISX engine rated at 450Hp with 1650lbft of torque, and you have an ideal intra or interstate Kenworth prime mover ready to go to work. The new T402 has been developed to slot neatly between the T388P and the T408 as a purpose built solution for single trailer and some vocational B-Double applications.



### T408

The T408 has been developed with sleek styling in Australia as a flexible and aerodynamic solution for on-highway operation. It offers the ideal fuel efficient aerodynamic conventional solution for general freight or tanker operations. With up to 550hp available, the T408 is the perfect truck for maximum capacity 19 and 26m combinations where overall length is critical.



### T408SAR

The T408SAR offers generous cab dimensions and full sleeper options similar to the T408. With its set forward front axle setting, the truck has been specifically designed to provide maximum payload for 19m B-Double and 19m Quad Dog applications. It also fits within the 26m envelope for B-Doubles. Reflecting its function as a tough workhorse, the T408SAR features the classic Kenworth flat grille and hood.

To download a brochure open

and click on NEW TRUCKS.

|

## TECHNICAL INFORMATION BULLETIN - KENWORTH

### AIR INTAKE SYSTEM INTEGRITY

In the interests of protecting engine performance and service life it is essential that the condition of the air intake system components are inspected as part of regular servicing.

In addition to regular filter condition checks (refer Maintenance Schedules in the Kenworth Driver's Handbook), all intake components and their interfaces on the "clean side" of the filter should be examined, visually or otherwise, to verify that intake system integrity has not been compromised. This includes but is not limited to (see figures 1 to 5):

1. Material integrity of intake pipes, including welds on fabricated parts
2. Hump hoses and clamp tensions
3. General pipe clearances to other components & clamp orientation
4. Condition of rubber elbows and correct clamp alignment
5. Correct seating of rubber elbows to mating components

For further information speak to your local Kenworth Dealer quoting the TIB reference number 13-60 TIB (rev 2).

To receive future TIB's emailed directly from Kenworth, please  and advise a contact name, position, company name & preferred email address.

[www.kenworth.com.au](http://www.kenworth.com.au)



## DEDICATED TO TRANSPORT

PACCAR Financial is committed exclusively to the trucking industry and to the success of those who buy Kenworth and DAF trucks.

When you order a truck, you want it engineered to suit your specific needs. When you need finance, you want it engineered to suit your circumstances. PACCAR Financial has a range of financial tools from which to create the ideal financial package for you and your business.

The ATO announced in its online [Investment Allowance guide to business](#) that for larger business entities (i.e. those with a turnover of \$2 million or more) that wish to finance their truck on Hire Purchase arrangements, they had to enter into the Hire Purchase before 30 June 2009.

While this now effectively rules Hire Purchase out for larger businesses, truck operators still have the following options:

Truck Operators with revenue of < \$2mil in the financial year in which they claim the IA should:

- Sign an Order for a truck and enter a Hire Purchase agreement prior to Dec 31, 2009 to claim 50% IA.

Truck Operators with revenue of > \$2mil in the financial year in which they claim the IA should:

- Sign a truck order and enter into a Hire Purchase agreement between July 1, 2009 and Dec 31, 2009 to claim 10% IA.
- Sign an order prior to 30 June, 2009 and enter a Chattel Mortgage agreement to claim 30% IA any time prior to 30 June, 2010 (where the financier provides a loan and takes an ASIC fixed charge over the asset, but the truck operator is the legal owner).

For specific detail on the ATO's Investment Allowance guide to business, refer to: Version 2 of The Tax Office release

- [ATO's Investment Allowance guide to business](#) or contact PACCAR Financial for more detail

- toll free 1800 455 155 or visit [www.paccarfinancial.com.au](http://www.paccarfinancial.com.au)

**It's time to talk to people who are dedicated to truck finance.**



'PACCAR Financial are a valued long term business partner who understand the trucking industry'  
- Peter Rodney

Above: Peter Rodney (left), Managing Director, Rodney's Transport Service, accepts the keys to his 100th Kenworth from Joe Rizzo.

## WORK & PLAY



Here is another story from issue 9 of the Kenworth Down Under magazine.

For a wealth of product information, informed editorial, news and views, as well as a broad spread of customer stories and applications from across the extended Kenworth family, make sure you get a copy of the latest Kenworth Down Under magazine.

## Work & Play

***It doesn't matter if you're running the biggest or smallest road transport company, but it's easier when they're Kenworth trucks and even better when the entire family is involved ...***

story + photos ■ **australian truck photography**

They say that the family that plays together, stays together. And if its trucks and racing cars that we're talking about then it's a match made for the Tremco family.

When Craig and Jason Tremco aren't racing or preparing to race, together with their parents Colin and Phyllis they run Tremco, a dedicated transport operation based in Perth, WA.

The transport company was founded by Colin and his Phyllis back in November, 1996 when Brambles asked if he could work directly with one of their clients. Colin had previously worked for Brambles as a sub-contractor for nearly 30 years.

Colin's wife, Phyllis has stood alongside him right from the beginning and today can still be found in the office, keeping an eye on things. These days the company operates 14 late model Kenworths, but when Colin kicked off it was with second hand gear.

"Taking on the client's work was the beginning of Tremco's long association with hauling bulk flour," Colin recalled. "We started out with the one truck before purchasing the old cab-over (K125) with a second trailer."

The K125 was later joined by a Kenworth S2, and from this base the company established its reputation for reliable service. The company has continued to develop and the close association with Kenworth trucks and bulk flour transport has also grown.

Flour is still transported to sites throughout Western Australia, with Craig looking after a specialised fleet of four trucks, two pulling pocket B-doubles and two on single tanker work.

The move to diversify the trucking operations happened five years ago when they added their first new prime mover, a K125 to the fleet. The truck was needed to service a contract with Craig Jolly's WA Freightlines on a run across the Nullarbor to the east coast.

"All we know is trucks," Craig said of Tremco's new role. "So we stick with what we know ... although, it was still a huge change going from bulk flour to east-west."

"It's a lot harder, the margins are not as great but we now have ten Kenworths running east-west, with the work equally split between WA Freightlines and GKR Transport."

Jason oversees the interstate operation,

and while it would seem a fairly straightforward exercise, the kilometres mount up fairly quickly on an East-West truck. The company pays close attention to service schedules and preventative maintenance, and as soon as the Monday trucks get in they will be serviced immediately, ready to go the following night.

With those trucks gone, the next wave arrives in from the East and will be turned around at the workshop ready to load for a Friday night departure.

The majority of the Tremco's interstate fleet departs either on Tuesday or Friday nights, however, because of the different combinations and destinations, there are trucks arriving back into the depot most days of the week.

Tremco's B-doubles run to Melbourne and Brisbane, while their road trains mainly run into Sydney. With such a high utilisation, Tremco rely on Kenworth's inherent build quality and reliability.

The Tremco fleet consists of 12 Kenworth K-Series, with the latest acquisitions, a T904 and T908, both on the road train haul from Perth to Sydney.



"We had to have a T908," Colin added. "This truck is every operator's dream ... the drivers love the extra room and the square tanks are a big advantage considering where the price of diesel has been."

Tremco also have an even split of Eaton Roadranger manual and automatic transmissions, with both fitted to trucks on the

**Below: Colin (centre) with his two sons Jason and Craig, run Tremco, a dedicated transport operation based in Perth**

8000kms return trip into Sydney and back. With its long, straight stretches of road across the Nullarbor you'd probably think the manual Roadranger's would have the edge, and better driver acceptance but, according to Colin it's the autos that are getting the better fuel figures.

"It's a tough call as you pay a premium for the AutoShift," Colin added. "And a lot of drivers still like the manuals, although, husband and wife teams tend to prefer the automatics."

With Western Australia's mining boom coming off the boil, the search for experi-

enced drivers has become less of a constant battle. Despite the driver shortage, Tremco have maintained its strict policy that incorporates hygiene, drugs, alcohol, fatigue management and medical issues.

"It's not like the old days when I could just hop into a truck and drive," he said of the fleet's high standards. "Now, we have to have all the necessary rules in place ... there's no need for people to fall asleep (driving) with the new laws."

Colin says that sending drivers and trucks across three or four states can be challenging, pointing out that while the new logbook system is easier to manage, it's the new fatigue laws that are proving to be more of a problem.

**"It's a long way from one side of Australia to the other and you need trucks that will get you there and back again every time."**

Despite that, it's not the laws but the condition of the roads that Colin says are an issue.

Short of rebuilding the road from Perth to Sydney, Colin says he'd prefer to be buying bonneted Kenworths with the larger cabs, but points out that it's not practical when pulling a 34 pallet B-double.

According to Colin, a more sensible solution for its long distance B-doubles

and road trains is to measure them from the king pin back, which would allow for a longer wheelbase prime mover. In turn,

this would give the driver a better, safer ride and allow for a larger, more comfortable sleeper.

"I've always wanted Kenworths," Colin explained. They're a necessity for our job, especially the East-West, where we need 100 per cent reliability.

"It's a long way from one side of Australia to the other and you need trucks that will get you there and back again every time. Even minor breakdowns can result in high downtime and repair costs which can have an immediate effect on the bottom line."

Both Craig and Jason are directors of the company and, in addition to truck and trailer maintenance, they will get behind the wheel. Together with an apprentice, both work on preparing the trucks. Craig completed his apprenticeship with Cummins, while Jason got his trade with Volvo, ending up as the workshop foreman.

"We have a good relationship with Kenworth, and Norton Docking at CJD Equipment. Norton will wander down most Fridays to see how we're going" smiles Colin. "CJD also sponsor one of the Fords the boys race."

"They're very competitive," he said of his son's race car driving. "Sometimes there's some horseplay, but it is a great release for them."

Prime movers on the east coast haul out of Perth and are quick to knock up the kilometres, with most clocking over 350,000 a year. In some operations this would normally mean a high turnover rate, however at Tremco the intention is to move the East-West trucks onto the intrastate flour tankers run.

"In the beginning, it was just Phyllis and myself, we started out on our own. Today, she still shudders every time I talk about purchasing a new truck," laughs Colin "We only purchased our first new Kenworth when we began east-west."

"We have no regrets, the Kenworth is built to work and to keep on working."

Which is exactly the way Tremco like it. 📌

**"... Even minor breakdowns costs which can have an**

**can result in high downtime and repair immediate effect on the bottom line."**

## WORK & PLAY (cont)

**KENWORTH DOWN UNDER**

**BONUS GIANT POSTER**

**Load Up**  
New Legends of the Road

**Kenworth T402 • T358 ISLe4 • Eaton UltraShift Plus**  
**Incredible T908 Transformation • Kalari's 40,000th Kenworth**  
**Tremco's Nullarbor Warriors • Cool Kalgoorlie Custom T608**  
**Bulktrans C508 • Hogan's Tri-drive K108 • T3 Turf Kings**

To read more stories from issue 9, or previous issues, purchase a copy at your local newsagency or order online at

## FEATURE PACKED FLEET SPEC

Discover DAF's series of driver and environment friendly trucks ranging from LF rigid to CF85 460hp prime movers. The constant drive to engineer and manufacture the highest quality transport solutions has been a trademark for the company during its 80 year history, and delivering the perfect working environment to drivers is apparent even in the most basic vehicle.

The fleet spec FTT CF85 is packed with features that will not disappoint. The 410hp MX engine provides excellent fuel economy and the cab is designed with the driver's safety and comfort in mind.

### Features include:

- Cab strength ECE R29
- Electrically controlled wide view mirrors
- Integrated seat belts
- Seat belt warning indicator
- Handbrake release warning
- EBS/ ASR
- FUPs
- Disc brakes all round
- Hill Start Aid
- Handsfree Telephone kit
- Combi lights (fog lights & spot lights)

### Optional Extras

- Xenon headlights
- Vehicle Stability Control
- Driver's airbag
- Seat belt pretensioners
- Lane departure warning
- Side view camera

And for a limited period DAF has reduced the cost of meeting Euro 5 emission standards on CF series vehicles\* making now the ideal time to upgrade. Contact your nearest DAF dealer to discuss your requirements today. Telephone (03) 9721 1600 or visit [www.daf.com.au](http://www.daf.com.au).

\*Terms and conditions apply. Speak to a DAF Sales Consultant for more details today. Offer ends October 30 or while stocks last.



Distinctly **DAF**





## CONGRATULATIONS ALAN BROWN

PACCAR Australia congratulates Alan Brown, Director, The Brown & Hurley Group, for being awarded a Medal of the Order of Australia in the 2009 Queen's Birthday Honours List.

As co-founder of The Brown & Hurley Group, Alan has seen his passion for trucks grow into something much more, with the Brown & Hurley dealership group now consisting of 9 branches throughout northern NSW and QLD.

Alan will be presented with the medal in September - a great achievement.

[www.browndandhurley.com.au](http://www.browndandhurley.com.au)



Alan Brown (left) and Jack Hurley first met through their army jobs servicing vehicles and training mechanics during the war. A firm friendship developed and by war's end their hearts were set on opening a garage business. Family ties through marriage saw them narrow their search for suitable premises to northern NSW. In 1946 they found a bicycle shop in Kyogle. It had a house, a workshop and a petrol bowser. They rented the premises, called themselves Brown & Hurley and were officially in business after mending a punctured bicycle tyre. *(Excerpt from Kenworth Making History, 2004)*

## WHAT'S COMING UP?

### AUGUST

- 6-8** NatRoad 2009 Conference  
Coffs Harbour, NSW  
[www.natroad.com.au](http://www.natroad.com.au)
- 14-15** LTAV 2009 Conference  
Warrnambool, VIC  
[www.ltav.com.au](http://www.ltav.com.au)
- 18-20** AGQUIP Field Days  
Gunnedah, NSW  
[www.agquip.com.au](http://www.agquip.com.au)
- 21-22** LTACBC 2009 Conference  
Abbey Beach, Busselton, WA  
[www.alta.org.au](http://www.alta.org.au)

- 27-30** National Road Transport HOF Reunion  
Alice Springs, NT  
[www.roadtransporthall.com.au](http://www.roadtransporthall.com.au)

### SEPTEMBER

- 22-24** Henty Machinery Field Days  
Henty, NSW  
[www.hmfd.com.au](http://www.hmfd.com.au)

### OCTOBER

- 6-8** Elmore Field Days  
Elmore, VIC  
[www.elmorefielddays.com.au](http://www.elmorefielddays.com.au)

### NOVEMBER

- 15-17** 2009 ATA/ARTSA  
Technical & Maintenance Conference  
Phillip Island, VIC  
[www.ataevents.net.au](http://www.ataevents.net.au)
- 21-22** Castlemaine Truck Show  
Castlemaine, VIC



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**PACCAR Post** – an e-newsletter from PACCAR Australia

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