

PACCAR

POST

**DECEMBER
2010**

Welcome to the PACCAR e-newsletter
Communicating the latest information
about Kenworth & DAF products,
industry and dealer news...

DEFINING TOMORROW

SPECIAL FEATURE

CLICK ON A MODEL FOR MORE INFORMATION



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A MESSAGE FROM THE M.D.



Joe Rizzo
Managing Director, PACCAR Australia

Exciting times for PACCAR

In a recent interview the Chairman and C.E.O. of PACCAR Inc, Mr Mark Pigott was asked to describe PACCAR. His response was, I thought, very apt: "...Quality, quality, quality in everything we do. People, products, services, investments; it's all about quality."

For PACCAR Australia, 2010 was once again all about quality.

Our dealers continued to invest to provide the highest quality service and support for our customers. Just one example of this commitment is the Brown and Hurley dealership in Townsville – a brand new building to ensure that PACCAR customers can receive the absolute best in the area.

In the U.S.A., PACCAR's \$400 million investment in a brand new state of the art engine plant has now started to produce engines for North America that are proving to be the quality and performance leaders in that market.

PACCAR Australia also invested, with the acquisition of an adjoining facility at Bayswater that now houses PACCAR Financial and DAF Trucks, as well as allowing a significant expansion of our Kenworth manufacturing capability.

DAF Trucks, in conjunction with MacDonald Johnston, developed a dual steer LF45 street sweeper that provides greater operational performance and durability than previously available in this market. This great initiative has drawn excellent feedback from operators such as Dandenong City Council. The DAF range is Euro 5 compliant and meets the 2011 engine emission standards. And for customers who want to reduce their environmental footprint even further, the EEV option

(Environmentally Enhanced Vehicle) is available for even lower engine emissions. New interiors and some exciting product enhancements for specific niche applications will take DAF into 2011 with much to offer our discerning customer base.

For Kenworth the focus has been the exciting new 2011 model range. Fully designed here in Australia, driven by a continuous innovation and product development process based on customer and driver feedback, Kenworth has changed the entire model line up – starting with the T359 to the T609 and the flagship K200. Each model is packed with new features and benefits and outstanding new "head turning" aerodynamic styling, whilst complying with ADR 80/03 (the new engine emissions standard that takes effect from January 2011). But the most important part from my perspective is the inherent quality improvements integrated into the new designs, from better quality fibreglass components, bulkhead fittings for all air and electrical connections, better air conditioners and even more robust cooling systems, to name just a few. All of these changes were proven by the most comprehensive test programme we have ever used, including extensive on the road field tests in real life applications.

Thanks to the many customers who have been a part of this new model programme.

Most models start production in January 2011, but the K200 starts full scale production in April 2011. It is currently undergoing even more test kilometres to complement lab and test track trials undertaken at the PACCAR Technical Centre in the U.S.A.

Finally, I would like to take this opportunity to thank all of you for your continued support throughout the year, and wish you a safe and happy festive season.

PLANNING, DEVELOPMENT AND TESTING



Driven by a continuous innovation and product development process, and also by customer and driver feedback, Kenworth has redesigned the entire model line up, starting with the T359 to the T609 and flagship K200.

Each model is packed with new features and benefits. In line with forthcoming regulatory changes for engine emissions from January 1st 2011, the new range also fully complies with ADR 80/03, following a major project to integrate and optimise solutions for Australian customers and applications.

"The 2011 Kenworth range proves yet again Kenworth's ability to develop and deliver trucks that best fit Australian applications, meeting or exceeding the needs of our customers with versatile, reliable and most of all productive solutions," said Andrew Hadjikakou, Director Sales & Marketing for PACCAR Australia.

As Andrew explains, "Preparations for the new range commenced well over two years ago – effectively as soon as the launch of the 2008 range was completed. Whilst the need to change for 2011 was initially driven by new emission standards, it also allowed us to further refine and enhance many other aspects of the range in line with our own research and development, and feedback from our broad customer base"

"We have consulted widely with our customers and involved them in our test program to ensure that the new range continues to meet their needs and applications in our dynamic road transport environment", Andrew continued.

TESTING

By the end of this year Kenworth will have concluded the construction and deployment of over 30 test vehicles, and millions of kilometres of road testing in some of Australia's harshest conditions and applications.

Of paramount importance in delivering the new range was the need to maintain the outstanding performance, quality, durability and productivity for which Kenworth is renowned. Local testing of the technology used to meet the new standards, to supplement the US EPA 07 experience gained elsewhere in the PACCAR group over the past three years, was a critical part of the mix.

In combination with all the technical testing, the knowledge gained from this real life experience in the Australian environment will deliver the best range of 2011 compliant heavy-duty trucks available.



FEATURES AND BENEFITS

- The 2011 Kenworth range features a wide range of important enhancements – from new generation exterior styling and cooling system advances, to significant driver environment improvements, additional safety features and a host of key mechanical improvements.

Every truck across the Kenworth range now also meets the target emissions performance ratings for ADR 80/03.

NEW EXTERIOR STYLING

Let's start with the most obvious changes...the exterior styling. The athletic stance and sweeping aerodynamics of the new aero conventional models are striking...head turning for all the right reasons.

Like all Kenworths, everything begins with the grille. A grille that's now bigger, bolder and from which Kenworth's design DNA now flows more freely around a wider, more contoured engine compartment, more muscular wheel arches and more streamlined side fairings.

Completing the picture...the new aero models also feature more efficient, streamlined side air intakes, new swept back headlights and new tapered, FUPS compliant bumpers.

NEW AERO STYLING



NEW LARGE GRILLE



INCREASED COOLING EFFICIENCY AND PERFORMANCE

For the aerodynamic models T609, T409 and T403, the FUPS bumper now has design elements to improve the air flow to the radiator. These models also have a new air intake system with improved seals designed to improve cooling efficiency by delivering cold ambient air flow to the engine for optimal engine performance. The new cabover features a completely revised cooling package for even better cooling performance in Australia's harsh conditions.

UPGRADED HVAC

The Delphi Heater, Ventilation and Air Conditioner unit, already a proven performer in the cabover, has now been added across the conventional range. The Delphi unit provides improved efficiency and air flow and a better in-cab operating environment – keeping drivers and passengers warmer in winter and cooler in summer. An integrated serviceable filtration system helps provide a dust free cab environment.

IMPROVED CABIN APPOINTMENTS AND ERGONOMICS

New doors have been introduced with standard electric windows across the entire range. The new doors also provide improved door handles and central locking for greater operating ease. The standard keys have been upgraded in heavy duty steel for enhanced durability. There are wider padded arm rests with integrated window and mirror controls for increased comfort and convenience.

FEATURES AND BENEFITS (cont'd)

MECHANICAL IMPROVEMENTS

The aerodynamic models also feature a new Hood Tilt Assist so operators can gain far easier hood access for those all-important daily checks. For greater durability, rear hood supports have now been fitted directly to the chassis rails independently of the cab.

ENHANCED SAFETY

At Kenworth, safety has always been a paramount consideration, and we continue to invest heavily in developing a safer working environment for road transport operators and other road users.

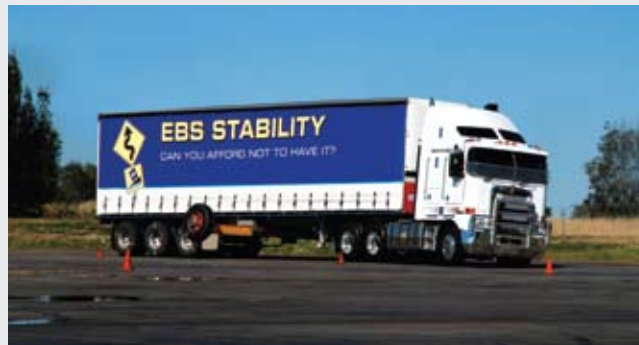
The 2011 range reflects this commitment, and all new models will be available with options of the latest Kenworth EBSS Safety Package. Designed to provide a class leading and reliable system for Australasia's unique road conditions and applications, EBSS incorporates a variety of safety features including ABS, Drag Torque Control, Traction Control and Electronic Stability control.

In addition, alloy Front Underrun Protection System (FUPS) bumpers are now standard across the range, and include provision for optional driving lights.

TEST: J turns @ 55KPH without ESP



TEST: J turns @ 55KPH with ESP



NEW AUTOMATIC TRANSMISSIONS

The 2011 range also sees the introduction of the new Eaton "Ultrashift plus" automated transmissions.

Yet another way Kenworth is defining tomorrow, this two-pedal transmission delivers significant improvements in performance, superior acceleration and low speed manoeuvrability, along with the following benefits:

- A revolutionary new clutch technology called ECA (Electric Clutch Actuation) and intelligent shift selection software to ensure trucks have maximum performance and efficiency, regardless of the operating environment.
- Grade sensing, weight computation, and driver throttle commands to make intelligent launch and shift decisions for reliability and performance.
- Hill Start Aid, to ensure trucks can safely launch on a grade without fear of rolling back.

A LANDMARK LAUNCH

The heart of Australia

"It's almost 40 years since the first Kenworth rolled off our Melbourne production line on the 2nd of March, 1971. It was a defining day for PACCAR Australia, and for the future of transport companies, owner operators and drivers across the country.

Four decades on ... 42 models... and 45,000 Kenworths later... we're still leading the way. Defining the future... as only Kenworth can".

It was with these words that the official Kenworth 2011 model range launch commenced in Alice Springs.

Held in August, to coincide with the National Road Transport Hall of Fame 15 year Reunion, Kenworth made the most of customers and truck enthusiasts in town to show the design changes and other enhancements that have made the 2011 range so spectacular.

These changes, including striking new styling for the cabover and aerodynamic models, improved safety, comfort and cooling efficiency across the range, were extremely well received.

Alice Springs however, was only the start of a 10 week program of dealership launch activities, with three groups of trucks travelling on to every major Kenworth dealership across the country...



Andrew Hadjikakou

Director Sales & Marketing - PACCAR Australia, addresses the audience at the Alice Springs Convention Centre.



A LANDMARK LAUNCH

Out and about

Collectively, 15 trucks travelled to every state in Australia and were displayed at 26 locations along the way.

Thank you to everyone who visited their local dealer while the trucks were in town. We hope you gained some valuable insight into the new Kenworth range and are as excited about the new trucks as we are.



DEFINING TOMORROW

○ Ready for the road



T359



T403



T409



T409



T409SAR



T609



T659



T909



K200



K200



K200



K200



K200

DEFINING TOMORROW



● K200

ENHANCED DRIVER ENVIRONMENT



NEW STYLING



IMPROVED ACCESS



Introducing the new K200. With its stylish looks, greatly enhanced driver environment, improved cooling package, and increased safety, the best just got better. The Kenworth K200 cab-over is the perfect choice when it comes to maximising your bottom line for B-Double applications. The K200 provides operators with exceptional power and flexibility, so you can haul bigger loads with greater ease. Suited to most Australian applications the K200 is ideal for up to 26m B-Double and B-Triple combinations.

The K200 is available to order now, and starts production in April 2011.

To find out more about the K200 and the available specs, [download a brochure here.](#)

DEFINING TOMORROW



● T609

NEW DOORS



NEW AERO STYLING



NEW LARGE GRILLE



With its sleek new aerodynamic styling and improved driving environment, the T609 continues to provide you with the power to haul the biggest payloads, efficiently and in total comfort. The T609 is primarily suited to on-highway application and offers engine options up to 615 peak horsepower, with excellent cooling capacity and all the in cab luxuries. The T609 is well suited to multiple trailer combinations including B-Double and road trains. The T609 stands out for outright versatility and road presence.

The T609 is available to order now, and starts production in January 2011.

To find out more about the T609 and the available specs, [download a brochure here.](#)

DEFINING TOMORROW



● T409

NEW DOORS



NEW AERO STYLING



NEW HOOD LIFT ASSIST



The T409 has been developed as a flexible and aerodynamic solution for maximum-length on-highway operation. With its athletic stance and sweeping aerodynamic features the T409 is ideal for general freight or tanker operations. Offering up to 550 peak horsepower, the T409 is the perfect truck for maximum payload single trailer and 26m B-Double combinations with 36" sleeper.

The T409 is available to order now, and starts production in January 2011.

To find out more about the T409 and the available specs, [download a brochure here.](#)

DEFINING TOMORROW



● T403

NEW DOORS



NEW AERO STYLING



NEW HOOD LIFT ASSIST



The all new Kenworth T403 combines renowned productivity, comfort and performance in a value package that will deliver the goods in style, day in, day out. Developed as a purpose built aerodynamic solution for intrastate and interstate distribution in single trailer, some vocational 19m B-Double and rigid applications, the T403 utilises a set back front axle and optimal bumper to back of cab dimension.

The T403 is available to order now, and starts production in January 2011.

To find out more about the T403 and the available specs, [download a brochure here.](#)

DEFINING TOMORROW

● T409SAR

The T409SAR is specifically designed to provide maximum payload under Australian regulations for 19m B-Double and most 19m Quad Dog applications. It also fits the 26m envelope B-Double with 36" sleeper. Reflecting its function as a tough workhorse, the T409SAR features power up to 580 peak horsepower under the classic Kenworth flat grille and hood.

NEW FEATURES

The new T409SAR Kenworth features a wide range of important enhancements- from the significant driver environment improvements to the new trim colours and additional safety features. New doors have been introduced with electric windows as standard, wider more comfortable arm rests, new heavy duty steel key and improved Heater, Ventilation and Air Conditioner Units to keep you warmer in winter and cooler in summer.

The 2011 range also sees the introduction of the new Eaton "Ultrashift plus" automated transmissions. This two-pedal transmission delivers significant improvements in performance, superior acceleration and low speed manoeuvrability with its revolutionary Electronic Clutch Actuation (ECA).

NEW DOORS



The T409SAR is available to order now, and starts production in January 2011.

To find out more about the T409SAR and the available specs, download a brochure [here](#).



DEFINING TOMORROW

● T359

With its tight turning circle and short bumper to back of cab measurement the T359 has a level of manoeuvrability and visibility rare in a bonneted truck.

Where access is difficult and moving in and out of tight spaces is the norm, the T359 excels. Available in 6x4, 4x2 and 8x4 configurations to suit a range of applications including prime mover, rigid and car carrier.

NEW FEATURES

The new T359 Kenworth features a wide range of important enhancements - from the significant driver environment improvements to the additional safety features. New doors have been introduced with electric windows as standard, wider more comfortable arm rests, new heavy duty steel key and improved Heater, Ventilation and Air Conditioner Units to keep you warmer in winter and cooler in summer.

The T359 is available with Front Underrun Protection System (FUPS) bumper including provision for optional driving lights and new bulkhead connection reducing dust, heat and noise in the cab to improve the driving environment.

NEW DOORS



The T359 is available to order now, and starts production in January 2011.

To find out more about the T359 and the available specs, download a brochure [here](#).



DEFINING TOMORROW

● T659

Rugged, reliable and tough, the Kenworth T659 is designed and built to handle the most brutal jobs this country has to offer, both on and off the highway.

Whether you need to haul a triple road train on a back road, or a load of logs out of a forest, you'll do it easily and in more comfort and safety when you're behind the wheel of a T659.

NEW FEATURES

The new T659 Kenworth features a wide range of important enhancements- from the significant driver environment improvements to the new trim colours and additional safety features. New Daylite II doors have been introduced with electric windows as standard, new heavy duty steel key, wider more comfortable arm rests and improved Heater, Ventilation and Air Conditioner Units to keeping you warmer in winter and cooler in summer.

The 2011 range also sees the introduction of the new Eaton "Ultrashift plus" automated transmissions. This two-pedal transmission delivers significant improvements in performance, superior acceleration and low speed manoeuvrability with its revolutionary Electronic Clutch Actuation (ECA).

NEW DOORS



The T659 is available to order now, and starts production in January 2011.

To find out more about the T659 and the available specs, download a brochure [here](#).



DEFINING TOMORROW



● T909

Kenworth's tradition of classic styling continues with the T909, but it offers much more than rugged long-bonneted good looks. With the capacity to handle 615 peak horsepower engines, the T909 is versatile enough to operate in almost any application from logging to livestock, pulling a single trailer or a triple road train, where the front axle weight is critical.

The T909 is available to order now, and starts production in January 2011.

To find out more about the T909 and the available specs, [download a brochure here.](#)

DEFINING TOMORROW

C509

With features primarily designed to provide years of trouble free service the Kenworth C509 proves itself daily in some of the roughest and toughest environments on earth. The C509 can be configured for very high GCM mining and off road application including remote road train, heavy haulage and mining service operations.

NEW FEATURES

The new C509 Kenworth features a wide range of important enhancements- from the significant driver environment improvements to the new trim colours and addition safety features. New Daylite II doors have been introduced with electric windows as standard, new heavy duty steel key, wider more comfortable arm rests and improved Heater, Ventilation and Air Conditioner Units to keeping you warmer in winter and cooler in summer.

The 2011 range also sees the introduction of the new Eaton "Ultrashift plus" automated transmissions. This two-pedal transmission delivers significant improvements in performance, superior acceleration and low speed manoeuvrability with its revolutionary Electronic Clutch Actuation (ECA).

NEW DOORS



The C509 is available to order now, and starts production in January 2011.

To find out more about the C509 and the available specs, [download a brochure here.](#)



NEW SURVEY PROGRAM

Your feedback is important...

Over the past few weeks, we have been sending online surveys to many customers who have recently purchased trucks or services from PACCAR Australia.

Customers have received one (only) of three separate surveys, covering truck handover, product or after sales experience. Many surveys were delivered via email in an online format, to make it as easy as possible for you to review and respond. Individually the surveys only take between 5 and 8 minutes to complete, but collectively the responses obtained are invaluable to help us continue to deliver world class products and services.

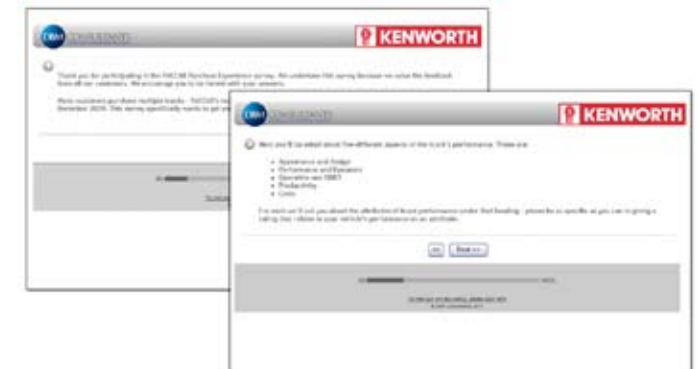
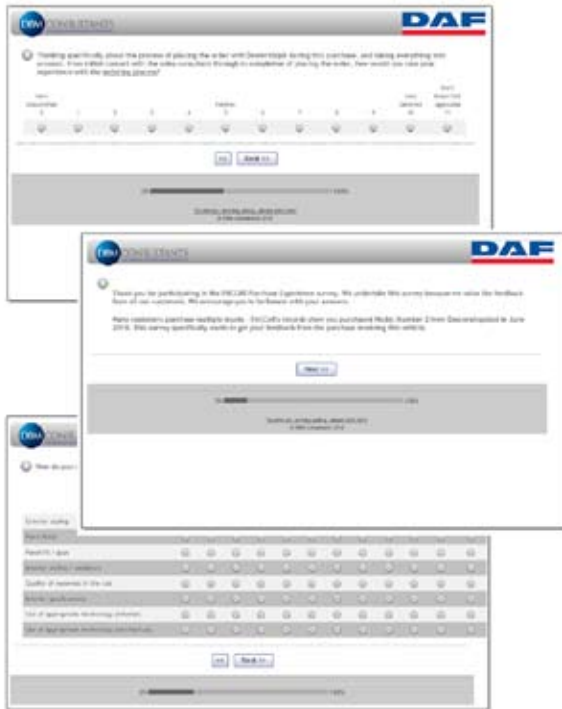
So if you have received one of these surveys, either online or as hard copy, please take time out to share your news and views with us!

Why is your feedback so important?

From our earliest beginnings in Australia, PACCAR have worked very closely with our customers to develop and maintain a range of quality heavy duty trucks and support services that best meet the needs of the road transport industry.

To deliver productive, durable and cost effective solutions for our customers right across the broad variety of applications and conditions you encounter, we need your feedback on our product and service performance and your expectations and ideas for change.

This ongoing commitment to listen to and learn from our customers, across PACCAR and our entire Dealer network of professional industry experts, has stood the test of time, and contributed to our ability to innovate and improve for over 40 years, delivering products and services that allow our customers to better deliver to their customers too.



DAF LF45 VS5000 SWEEPER DELIVERS

○ DAF VS500 Sweeper Delivers a Greener Clean

Since the recent introduction of MacDonald Johnston's single engine VS500 street sweeper, private and public sector operators throughout Australia have been quick to take advantage of the DAF powered sweeper's category leading performance, with 15 units already in service.

The VS500 sweeper is the first single engine sweeper to be offered by MacDonald Johnston in Australia and has been designed to offer local operators with the first real green alternative to the popular twin-engine sweeper.

With 18 years development in the United Kingdom behind it, the VS500 mounted on the DAF LF45 delivers Euro 5 compliance and car-like driving characteristics with operational savings of up to 30% on traditional dual engine sweepers.

Dandenong City Council has been one of the industry leaders when it comes to being early adopters of new technology and according to Eric Vanderburgt, Team Leader Fleet and Operations Centre Services, the DAF LF45 VS500 sweeper provided the council with the opportunity to further reduce their greenhouse gas emissions.

"When we became aware of the environmental impact a single engine sweeper could make on our carbon footprint we arranged to trial a Scarab as well as the MacDonald Johnston VS500 sweeper mounted on the DAF LF45 cab-chassis to ensure we chose the optimal machine for our needs. And after running both machines through their paces it became clear that the DAF LF45 / MacDonald Johnston VS500 combination was a far superior machine.

"In selecting the new sweeper it firstly had to do its job and do it well while delivering real green benefits to the community, and the DAF LF45 VS500 sweeper delivered for us on every level.

"The DAF LF45 features state-of-the-art Euro 5 fuel efficiency with lower noise and exhaust emissions, while the quality, comfort and standard of finish was best in class and offered a dual-steer drive conversion that was so well done the drivers didn't feel like they've changed sides.

"The DAF LF45 VS500 package is not only well built but it also presents really well, so if you're into engineering and truck design you can't help but be impressed with it.



"Using DAF's LF45 truck with its 220hp Euro 5 compliant engine, we've developed a sweeper package that enables operators to demonstrate that they are adopting green technology to lower exhaust emissions and fuel consumption..."

"By having a single engine sweeper we've not only halved the number of power sources but we've gained more up-time as there is less maintenance enabling the sweeper to be on the road longer which has improved service delivery to our customers.

"The DAF LF45 VS500 sweeper is definitely the way of the future as it's delivering technology that makes a real difference to the environment so we believe that it's up to public and private sectors to support companies developing these types of vehicles for the sake of future generations.

"At Dandenong City Council we are very conscious of getting the best value for money we can and while we felt very comfortable with the DAF and MacDonald Johnston names we did ring around and talk to a few operators who had the DAF VS500 sweeper in service, as the last thing we wanted to be was guinea pigs – and the feed back we got made the decision dead easy.

DAF LF45 VS5000 SWEEPER DELIVERS (cont'd)

"I know that such a break from the traditional dual engine approach to sweepers will be a big step for most, but from our perspective it has proved to be

one of the best decisions we've made and I am more than happy to share our experiences of the DAF VS500 sweeper with anyone who would care to call me," Eric said.

When MacDonald Johnston selected the DAF LF45 for the VS500 model PACCAR Australia commissioned the company to develop a dual steer conversion to meet Australian regulations and the end result has been rated as good as factory built.

MacDonald Johnston's Victoria East and Tasmanian Account Manager, Warrick Grime, was involved with the VS500's development from its inception and according to Warrick it's a package that all involved are truly proud of.

"The VS500 is the first single engine sweeper to be sold by us in Australia, but its technology is based on tried and tested models that have been built and operated in the UK for over 18 years.

"The main aim of the VS500 was to give sweeping companies and councils a cost effective and fuel-efficient street sweeping alternative to choose from.



"Using DAF's LF45 truck with its 220hp Euro 5 compliant engine, we've developed a sweeper package that enables operators to demonstrate that they are adopting green technology to lower exhaust emissions and fuel consumption, which is becoming more and more important to both government and industry operators.

"The LF offers a modern and spacious cab design, low chassis weight for higher payloads, a class leading turning circle for maximum manoeuvrability, easy cab access and car-like driving characteristics making DAF's LF series chassis the ideal partner for our VS500 sweeper package.

"It's quite apparent that the DAF LF45 is a better specified truck than the competition, delivering more torque and driver comfort, as the cab features its own suspension, plus it's a factory built left hand drive vehicle so it comes with all the controls correctly positioned on the left hand side – enabling us to easily replicate a right hand drive station here in Australia.

"In developing the right hand drive conversion for the LF45 we worked closely with PACCAR Australia to develop a factory built standard and in doing so, we came up with a conversion that offered twin gear levers – one on the left and one on the right making it easier and safer to use and the only sweeper on the market offering this configuration.

"Working closely with PACCAR Australia on the development of the product has enabled us to work together to jointly market it, so when we do a customer presentation both companies are represented which our customers really appreciate as every aspect of the package is covered in the one presentation.

"The VS500 represents the first single engine sweeper to deliver the suction of a dual engine sweeper while reducing operating costs by between 20 and 30%, so in essence we are offering more technology, performance and comfort with reduced operating costs for the same money," Warrick said.

DAF Trucks Australia, a division of PACCAR Australia Pty Ltd, distributes a range of medium and heavy-duty trucks throughout Australia. PACCAR Inc, a Six Sigma company, is a global technology leader in the design, manufacture and customer support of high-quality light-, medium-, and heavy-duty trucks under the Kenworth, Peterbilt and DAF nameplates. PACCAR also designs and manufactures advanced diesel engines, provides financial services and information technology, and distributes truck parts related to its principal business.

WHAT'S COMING UP?

Mark your calendars now for 2011



MAY

5-9 2011 Brisbane Truck Show
Brisbane Convention & Exhibition Centre, QLD

26-28 2011 Australian Trucking Association (ATA) Convention
Canberra Convention Centre, ACT

JULY

14-16 2011 ALTA National Conference
Melbourne, VIC

AUGUST

4-6 2011 NatRoad Conference
Townsville, QLD