

TRUCKNEWS



HD Euro delivers on proud PTS reputation
Toll backs Fuso for its Northland operations
New Fighter completes Fuso's full Euro V range

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Toll's brand-new HD Euros, which join a large fleet of Shoguns, have been "really impressive" running 700km trips between Kaitaia and Auckland

Toll goes forward with Fuso

NZ's largest freight forwarder has made a solid investment in proven Fuso performance and reliability, capitalising on the recent Shogun run-out special by picking up 16 units, plus two HD Euro 8x4s for good measure.

Beginning life in Australia in 1888 with a horse and cart, Toll now relies on workhorses of a different nature as a leading provider of integrated logistics across 55 countries, with a staff of 45,000.

Toll Kaitaia manager Mark Subritzky says: "I'd choose Fuso every time". His existing 13 Shoguns – running 44-tonne stickers – stood up so well to the challenge posed by Northland's arduous roads, he was convinced to put his faith in more of the same.

"We've got five of the new units on the road so far, hauling finished timber product on 50-tonne stickers from Kaitaia's timber mills to Marsden Point," says Mark, who's earmarked the other

trucks for routes to Auckland, Nelson and Greymouth.

"They're pulling sweet; the only difference to running at 44 tonnes is that we're half a gear down over the big hills, but getting to Marsden Point [190km away] in almost the same time. The light tare weight's important – we're getting "a 31-tonne-plus payload, which is awesome."

Mark's also been impressed with HD Euro's performance, with two FS470S1 units hitting 50 tonnes on 700km daily return trips along slow, hilly roads from Kaitaia to Auckland.

"They've been really impressive; the gears shift quickly and they handle the terrain without any problems."

About Fuso

In 2013 Mitsubishi Fuso Truck and Bus Corporation (MFTBC) sold 170,000 trucks and buses in over 150 countries. As part of Daimler, the world's biggest-selling truck manufacturer, MFTBC has unique access to the best of European and Japanese technology. Fuso history dates back to 1932. Its trucks and buses have been marketed in New Zealand since 1971.

More information

For further details on the Fuso range and extensive model specs, visit us online at: www.fuso.co.nz



Since 2012, 15 new HD Euros have joined PTS' fleet. Owner Peter Broughan says "Fuso's reliability is worth a lot to us."

New EURO V Fighter: longer service intervals, lower emissions!

Hybrid revolution continues

The hybrid revolution is gathering steam, with Air New Zealand and Quality Bakers among the latest businesses to invest in the fuel-saving and emission-cutting Canter Eco Hybrid.

North Shore's Onslow Document Services and Auckland-based furniture and appliance delivery specialist Dart Freight also have Eco Hybrids being fitted for action.

"It's the potential fuel savings that we were attracted to initially," said Dart Freight director Roger Sowman, who



has over ten Canter Euro trucks in his Fuso-exclusive fleet. "The technology is first-rate and we know from experience, you can always depend on a Canter."

Bluetooth bus

The latest JP05* Rosa bus, just landed here, now features Bluetooth connectivity for safe, hands-free driving throughout the day.

The new touchscreen multi-media system, with USB port and music streaming, has a big, easy-read 6-inch screen with highly visible, easy-touch icons.

The system is PA compatible and can be upgraded for navigation and for a reverse camera. An additional TV screen can also be installed.

* Euro V equivalent

Good news for Mainland operators

With new Fuso-dedicated sales specialist Tristan Duffell working out of Mersey Street in Invercargill, Prestige Commercial Vehicles (PCV) now has better-than-ever representation across the South Island.

Tristan and Christchurch-based Steve Gerrard between them now manage the territory once covered alone by Theo Ferreira, who recently moved to a new position with Mercedes Benz.

"Tristan and Steve join our longstanding Nelson salesman Dale Greaves, ensuring South Island Fuso customers are better served than ever," says PCV dealer principal (sales) Russell Marr.

Meanwhile, PCV has added a purpose-built service workshop at Kaiata, Greymouth, to its

existing Christchurch, Timaru, Dunedin and Invercargill workshops, which are complemented by Fuso independents Truck Specialists at Nelson and Transmar Services at Blenheim.

"I think we've got the flashest truck workshop on the coast!" says Kaiata service manager Brandon Parkinson, who heads a team of five. "Our brand-new facilities and equipment means we're able to run a very slick operation."



PCV Kaiata service manager Brandon Parkinson (right) reckons his brand-new workshop is the "flashest on the coast", allowing him, apprentice Vinny Spafford Parsons (left) and mechanic Jamie Ruddle to run a very slick operation



Otago, Southland

Tristan Duffell 027 435 4632

Tristan grew up in rural transport; his father worked for Northern

Southland Transport for 32 years, encouraging him to become a diesel mechanic. Tristan later spent some time driving diggers and trucks, before returning to his trade at PCV for a couple of years and then taking an opportunity in parts sales. That led on to truck sales and "the realisation of my boyhood dream!"

"Now I get to share my passion with customers across Fuso's biggest geographical sales area, from Waitaki River south." That's the size of Tasmania, and a challenge he's relishing!



Canterbury

Steve Gerrard 027 563 1330

Steve's 23 years of truck sales ensures operators from the Waitaki River

to Ward and inland to the Main Divide are well looked after. It's an area Steve knows well, having spent much of his free time on the region's roads in his caravan.

"I know the world's changing through technology, but I like the fact that truck sales are hands-on and you meet customers face to face – a truck is a massive investment, so it's important people trust you and the after sales service," says Steve.



Marlborough, Nelson & West Coast

Dale Greaves 021 968 538

Dale has been patrolling his Fuso patch at the top of the Island since 1998.

A diesel mechanic by trade, the experienced salesman started in 1982 and has built up solid relationships with local industries and businesses. Dale is the director of Nelson's Star Trucks and contracts to PCV.

"Fuso's reputation has grown significantly in the South," he says. "On top of driver comfort and improved fuel economy, it's the resale value and reliability that customers love."

FIGHTING FIT

Euro V Fighter is here!

Fuso's 38-model middleweight range – from 10.6 to 24-tonne GVM – has been upgraded to Euro V. That not only means significant cuts in harmful emissions but extended 30,000km service intervals and improved fuel efficiency.

Fighter has already gained a reputation throughout New Zealand for being adaptable, economical and reliable across a wide range of applications. While the 4x2 FK and FM models, the 6x4 FNs and the 6x2 FUs are spec'd with particular roles in mind, one of Fighter's strongest assets is its versatility.

Its exceptional manoeuvrability allows the driver to take full advantage of its

powerful 250hp or 280hp six-cylinder engine to deliver generous payloads into the most difficult of spots – whether in the city or the paddock.

Driver safety and comfort is a priority, with Isringhausen seats in all models and ergonomically efficient cabs keeping stress low and productivity high. The new Euro V Fighters also feature Bluetooth connectivity for safe, hands-free driving.

FK

10.6–13.5t GVM

A group of six 4x2s with a nominal payload around 6 tonnes. Among the smallest Fighters, their wheelbases range from 4,270–5,210 mm. Mostly 250hp, with a 280hp option, they are commonly used for local deliveries or as small tippers.

Manawatu Mini Spreaders owner-driver Ryan Winiata uses a Fighter FK250H8 fitted with a stainless steel hopper and 16" tractor grip tyres "for one of the toughest truck applications you could imagine" – spreading up to 150 tonnes of fertiliser a day across hilly farmland.

"You hear stories about chassis cracking and rusting on other brands, but my Fighter has always come out the other end without an issue," says Ryan. "Combined with a reasonable purchase price and low cost of maintenance, it's one of the most economical options going."

Kiwi-owned Waitomo Mini Tankers, based in Auckland, employs eight FK250H8 Fighters to supply fuel to worksites from Warkworth to Pokeno.

Equipped with a 6,000-litre mini-tank, the Fighter's low tare and ample payload are "optimal for how we operate," says operations manager Phill Cole.

"Our product is the lifeblood that keeps our customers' machines in action, so we can't afford to be off the road – our Fighters have always been dependable

"70% of our work is off-road, often with limited access. They get a pretty hard life, but they go brilliantly. The power's excellent, they're strong and the 6-speed manual's easy to drive."



Fighter's low tare and ample payload are the right fit for Waitomo Mini Tankers

FM

16t GVM

These are the bigger brothers in the 4x2 family. A heavier-duty truck, with a nominal 8-tonne payload and 280hp engine, they are generally used for out-of-town freight, or as tippers, and can tow a small trailer.

Kaiwharawhara PlaceMakers' owner-operator Paul Boden says it's paramount his delivery trucks are reliable, because customers are working to tight project deadlines.

"For a 16-tonne GVM truck, it's got a particularly long wheelbase, providing enough space and payload for a crane and the range of building materials required on any given day. Its narrow dimensions also allow easy access to tight residential sites," he says.

Safety, excellence and service embody Action Traffic Control – one of NZ's largest traffic management companies. Managing director Andrew Seavill has eight FM280M8 (plus three FK250H8, two FK190K5, and two FK250K8) Fighters in his fleet.

"They're fit for purpose, with the right payloads and configuration for our tailor-made decks, designed to carry the specialist gear we need for the job. They're fuel-efficient too, running at 76 cents and 52 cents per km respectively."



Andrew Seavill recruited eight FM280M8 units to his Action Traffic Control fleet



Goodman Fielder contractor Kevin Harte says that the 280hp Fighter FU281L8 "has been a really good investment"

FU

18–23.2t GVM

This family of five 6x2 high-cube trucks is widely used for food and general freight distribution, with curtainsiders or fridge bodies. The 11-tonne payload suits around-town delivery, with a 14-tonne option for out of town trips.

Carr & Haslam's sixth-generation director Chris Carr has been relying on Fuso "to get the job done" for more than ten years: "They're every bit as dependable as I could hope for," he says.

Driver Aaron Weck clocks around 300 km per day in an FU281U9A, delivering full 18-tonne loads of up to 500 OnGas LPG bottles during peak season. He says the 280 ps unit is "awesome to drive" and "good on diesel", using only a quarter of a tank a day on a typical run in and around Auckland.

Kevin and Leithem Harte invested in a 6x4 Fighter FU281L8 in 2011 to grow their Goodman Fielder contract, delivering dairy and packaged meat around Nelson and Tasman.

The Fighter easily accommodates 12 full pallets and still sits at around 2,000kg under its GVM of 18,000kg.

"It's been a really good investment," says Kevin. "Even though we're not always full, economically the larger truck is the one to run on this route. Fuel-wise, there's no point using a smaller truck to go on long runs over the hills."



Carr & Haslam's FU281U9A is "every bit as dependable as I'd hoped for", says director Chris Carr



Six new FN280K8 Fighters are at work for Southeys Group

FN

23.5–24t GVM

These 6x4 units are often used as tippers or for inter-town distribution, especially where traction is an issue and a 6x2 can't be used; they have a nominal payload of 12.5 tonnes and often tow a trailer.

Rob Southey has recently recruited six new FN280K8 6x4 Fighters to his Southeys Group fleet of cutting-edge hydro excavators. Even with two 1,300-litre water tanks, a 5,000-litre debris tank, two water blasters, a vacuum system, long-reach boom and 130hp engine on the back, Fighter's low tare weight provides an eight-tonne payload, which was key to Rob's purchasing decision.

"At the end of the day, it's all about what we can carry in the debris tank, which houses the sludge sucked up from an excavation site.

"Site access can be an issue, too, so Fighter's narrow design and low cab height, while still being comfortable to drive, is another bonus."

Bunnings' NZ trade manager Des Bickerton was looking for a truck with "load and delivery flexibility" to meet growing customer demand at the East Tamaki store.

"I have a fair bit of experience buying trucks and had a good idea of what I was looking for – a six-wheeler that could handle slippery worksites, with a 6m deck and a rear-mounted hi-ab."

The solution was an FN280K8 with an extended, reinforced wheelbase (from 4,300–6,530mm), a 1.4-tonne crane on the back and a 12.5-tonne payload for the wide range of building supplies required by the region's busy tradies.



Bunnings East Tamaki's FN280K8 gets to grips with slippery worksites

EURO V: AdBlue



EMISSION CONTROL: THE FACTS ABOUT SCR AND ADBLUE

Some things in life you just can't change; emission regulation is one. As of 1 July this year, all new trucks must be built to the Euro V standard or its equivalent.

Euro V is the latest step in the legislative process to reduce exhaust emissions – specifically the 'greenhouse' gas NOx, and particulate matter (PM), which lowers air quality and has been linked to lung cancer.

Manufacturers have responded with two quite different innovations: Exhaust Gas Recirculation (EGR) or Selective Catalytic Reduction (SCR).

Fuso and Mercedes Benz are among a leading group of truck makers who believe SCR is the better solution; it's likely that most Euro V-compatible trucks available in New Zealand will use this technology.

An integral element of Fuso's SCR or 'BlueTec' system is the fluid AdBlue, which is used in the 8.2-tonne Canter upwards, through to the 60-tonne HD Euro.

While most commercial operators appreciate the need to reduce truck emissions – with many looking to do business with environmentally conscious companies – there are a number of myths and a lack of knowledge around AdBlue.

What is AdBlue?

AdBlue was created specifically for SCR. It's a colourless liquid: two parts demineralised water, one part urea. An organic compound of carbon, nitrogen, oxygen and hydrogen.

How safe is it?

Of all the fluids used in a truck – diesel, engine oil, battery acid, lubricants, even

windscreen washer – AdBlue is the least hazardous. You don't need protective clothing when filling up. Any spillage can be rinsed away with water; if you see white crystals form, they are non-corrosive and can be wiped away.

How much does it cost?

Surprisingly little. Depending on the load, road conditions and driving style, AdBlue use is typically 3–5% that of diesel – so it's likely to cost under 10 cents per litre of diesel.

"We want the cleanest trucks we can get, especially as we're in and out of enclosed warehouses every day," says Seamount transport manager Kerry Morris about his HD Euro FS470S2. "Ad Blue really does the job. We top up around once a month – it's easy, and cost-wise it's not an issue."

Is it a hassle filling up?

Expect to fill your AdBlue tank only once every four to six diesel stops, depending on the load, road conditions and driving style.

There are now many more suppliers and fill-up points around New Zealand than when AdBlue first arrived on the scene two years ago. That includes most truck stops around the country, as well as Fuso service centres of course.

ENGINEERING THE BEST SOLUTION

Technical services advisor Pete Rees explains SCR and AdBlue – and why it's currently the best answer for both the environment *and* operators



Fuso employs Daimler's BlueTech system – used in Mercedes-Benz trucks since 2005 – which employs Selective Catalytic Reduction (SCR) to reduce NOx and a diesel particulate filter (DPF) to reduce particulate matter.

So how does it work?

SCR optimises fuel injection timing, to ensure fuel burns hotter and more efficiently. This radically reduces particulate emissions.

However, the higher combustion temperature causes NOx levels to increase. To tackle this, small amounts of AdBlue are injected into the exhaust system; the solution hydrolyses in the heat, releasing ammonia molecules.

The ammonia reacts with NOx, producing harmless nitrogen and steam.

Meanwhile, the DPF – a canister with a very fine ceramic filter – traps PM in the exhaust, where it is later burnt off.

What's better about SCR?

The principal benefits of SCR are lower servicing costs and generally better fuel economy.

In an EGR engine, up to 30% of exhaust gas is recirculated into the combustion process. This reduces oxygen levels, cools the burn and consequently reduces NOx.

But it's hot, dirty air rather than cool, clean air, and particulates still need to be removed. Fuel economy deteriorates and servicing is required more often. Overall,



Fulton Hogan operator Pete Tane says his new Fighter is "a beauty! It's the right size for Wellington's narrow streets and I get nearly an eight-tonne payload".

PAVING THE WAY

Fighter Euro V FM289H1 (Current standard spec)	
Wheelbase (mm)	4,280
GVM (kg)	16,000
GCM (kg)	32,000
Max power (kW/PS)	207/280
Max torque (Nm/lbft)	802/592
Transmission type	9sp

Jules Fulton and Bob Hogan began business in 1933, with a contract to repair a road in Dunedin. From a handful of employees and trucks, today Fulton Hogan employs 5,500 staff and has a vast fleet that maintains infrastructure networks across Australasia.

With "quality in all we do" part of its business philosophy, Fulton Hogan runs an annual tender process, assessing all major truck brands to get the best tools for the job. Over the past four years, Fuso has made up what group mechanical engineer Graham Eaton describes as "the lion's share" of its new truck purchases, with over 150 units put to work across the country, from Gisborne to Invercargill.

"Fuso constantly hits the mark – right price, fantastic warranty, low emissions, good power and superb back-up service," says Graham, who makes

purchasing decisions for the entire national operation.

One of his recent investments has joined the 30-strong Fuso fleet in Wellington, which ranges from double-cab Canters to Shoguns and HD Euros. Driver Peter Tane says the new Fighter FM280H8 tipper is a great fit for the urban environment he works in, mainly replacing footpaths for Hutt City Council.

"It's the right size for Wellington's narrow streets and I still get nearly an eight-tonne payload," says Pete, who's now a Fighter fan. "She's a beauty! The cab's pretty flash compared to others

I've been in and it's really comfy.

"The 9-speed transmission is also easy to handle and there's enough power in the 280hp engine to charge up Wellington's hills – even the steep road up to the Dry Creek quarry in Lower Hutt."

With Fulton Hogan's Wellington branch having recently won three major road maintenance contracts with councils in Wairarapa, there's plenty to do for the company's hardworking crews and their machinery. Proven up to the task, Fuso trucks will continue to pull their weight to support the business and its expanding operations.



After the 2012 RUC changes almost forced him into "an early retirement", Boyd Johns discovered a more profitable model – investing in cost-effective Fuso Fighter trailer units that carry three cars, instead of using heavier six-car transporters.



FIGHTING *for* SUCCESS

Boyd Johns has ridden a few highs and lows since forming Express Vehicle Transport in 1999. With things starting strongly, he survived the global recession before 2012's RUC changes threatened to sink his business – until he found a solution in Fighter.

Based in New Plymouth, Boyd employs six drivers to haul cars, tractors and other farm machinery on regular routes to Hamilton, Auckland, Wanganui, Palmerston North, Hawke's Bay and

Wellington, with connections through to Kaitia and Bluff.

The RUC changes meant Boyd was forced to remodel his operation, replacing two of his heavier, six-car transporters with four

new Fuso Fighters – a truck model that had proven itself in his business over 15 years, and carries half the number of cars with two on the deck and one on a trailer.

"Before the changes, we could buy RUC at the weight we required. We'd often run a 12-tonne sticker on a three-axle, 21-tonne-rated truck – mainly because the drivers liked having more power and bigger brakes," Boyd explains.

"After the law reform, we had to pay RUC at the manufacturer's maximum GVM, which was 39 tonnes, when we'd top out at 21 tonnes with a full load.

"That wasn't sustainable – we came close to an early retirement – but, after running the numbers, I calculated that two Fighters on 12-tonne stickers would cost less than one 39-tonne transporter, including wages, fuel, insurance and tyres," says Boyd.

"I saved \$6,400 on RUC and diesel from one unit in the first month; in 12 months those savings paid for a Fighter cab and chassis."

Boyd says Fighter's cost-effectiveness adds further savings – with each truck clocking around 170,000 km per year, reductions on maintenance and diesel really stack up.

"They're very economical – the purchase price is great, plus I'm getting up to 4.4km/L fuel economy, where I was only getting 2.3km/L on some of my older,

bigger trucks," he says. "They've got great power, too – we go over Mount Messenger daily with no problems."

His two FK250K8 and a FK250H8 (all with a 10.6-tonne GVM), each carry two cars on an extended 6,800 mm wheelbase and pull a third on a trailer. The FK281L8 tractor unit is de-rated to 12 tonnes on a 5,210 mm wheelbase and tows a semi-trailer for slightly heavier vehicles. Because the trailers are each less than 3.5 tonnes, he doesn't have to pay further RUC.

While 'downsizing' his trucks has helped turn things around, Boyd says the dependability of the Fuso brand has ensured he continues to deliver the level of customer service he built his reputation on.

"We've never advertised – we're in a service industry, so much of our work comes from word of mouth, which means we have to get it right," he says.

"Fuso's reliability plays a big part in helping us deliver on our promises.

I bought my first Fuso in 1986, when I was at Hooker Brothers [now Hooker Pacific] – it was great. I've had lots of second-hand Shoguns and Fighters since then and they've all been superb. I've always maintained Japanese trucks are a more comfortable ride, too."

After working for many years without much respite, Boyd and his wife Janice are planning for retirement – with more confidence now that their business is in better shape. They've certainly earned it – and with a solid reputation, supported by Fuso reliability and cost-effectiveness, Express Vehicle Transport is well placed for the future, whoever's at the helm.

Fighter Euro V FK250H1 (Current standard spec)	
Wheelbase (mm)	4,270
GVM (kg)	10,600
GCM (kg)	20,000
Max power (kW/PS)	184/250
Max torque (Nm/lbft)	761/561
Transmission type	6sp



PTS is one of NZ's largest vehicle and machinery transporters. Its FS470S2 (left) is one of more than 100 Fuso trucks bought by owner Peter Broughan, who says "their reliability is worth a lot to us."

MOVER AND SHAKER

Established in 1976 after "a conversation with a mate in a pub", PTS Logistics Ltd has grown from a towing outfit with a single second-hand truck to one of the largest machinery and vehicle transporters in the country.

With a 220-strong fleet and 250 staff working out of Auckland, Napier, Palmerston North, Wellington, Christchurch and Dunedin, PTS has come a long way since a 26-year-old Peter Broughan – now the owner and managing director – received a tip-off from a mate over a beer.

"He knew of someone selling a run-down tow truck bringing out-of-town wrecks into Palmy, so I made him an offer," says Peter.

Bigger contracts followed and Peter changed the business' name from Palmerston Tow Service to Palmerston Transport Services. Although he endured some tough times in the beginning, where the wrong investment could have spelled the end for his business, Peter's motto is "never accept failure".

"There were many times in those early years when, if a truck had packed up, it probably would've been the end for me, as I couldn't afford to fix it," he says.

In the early eighties, Peter bought some high-km, second-hand Shoguns; their dependability ensured his fledgling enterprise didn't come to an untimely end.

"I was lucky those trucks were so reliable. Even today, I've got a Shogun running strong with two million km on the clock."

Peter's since bought over 100 Fuso trucks and today the brand makes up around half his fleet – a mix of Shogun, HD Euro, Fighter and Canter. As other-

brand trucks are retired, he says a Fuso will take their place.

"Fuso's reliability is worth a lot of money to us," says Peter, who's built his success on determination, "a bit of luck" and excellent service (rather than price-cutting).

"We built expertise hauling damaged vehicles across the country, when rail protection legislation restricted the movement of undamaged vehicles more than 150km by road. When those laws were relaxed in 1986, we had a head start when it came to transporting new cars."

Through the eighties and nineties, Peter acquired Ross Hooks Vehicle Deliveries, Vehicle Movements, Auto Movements, NZVD and Jeff's Vehicle Deliveries – all recently amalgamated into two divisions: Auto Logistics Ltd, for vehicle transport, and PTS Logistics Ltd, focusing on agricultural equipment and heavy haulage.

Since 2012, 15 new HD Euros have joined

the business – mainly FP410G1 and FV470J1 tractor units, plus (pictured here) an FS470S2 for general freight.

The 4x2 FP410G1 models are attached to semi-trailers for vehicle transportation, some with an extra axle added to extend the wheelbase (by 300 mm) to 4.1 m for bigger loads. With a 16-tonne GVM, each truck tops out at 31-33 tonnes on any given trip.

The 6x4 FV470J1 tractors are employed in both arms of the company – those for Auto Logistics de-rated from a 24-tonne GVM to 18 tonnes. The PTS units run a 44-tonne sticker for heavy machinery haulage, towing step-deck transporters (lower to the ground) in semi-trailer and B-train formats.

Peter says HD Euro's European engine does "a great job", with "plenty of power for car transport and enough left over for heavier work".

He also points to competitive pricing

and low running costs as further distinct advantages Fuso has over its competitors. With operators facing higher RUC, Peter says ensuring a swift return on investment is more important than ever.

"Because we're able to pay off our truck purchases quickly, our business has been able to expand accordingly."

Although Peter doesn't have a plan for the future set in stone, a booming vehicle market is providing a steady tailwind for further growth. Whatever the future holds, he's confident Fuso will continue to add value to PTS' bottom line, as it has done

HD EURO FS470S2 (Current standard spec)	
Wheelbase (mm)	5,870
GVM (kg)	30,800
GCM (kg)	53,000
Max power (kW/PS)	335/470
Max torque (Nm/lbft)	2200/1644
Transmission type	12sp AMT



STEPPING UP TO THE PLATE

Rotorua-based contractor Paul Lock (left) says his Fighters and Canters are "really economical; they're inexpensive to run, they do the job well and I've never had a problem with them". They're so popular with delivery drivers, network operations manager Shaun Crosswell says the majority of his 140-strong fleet sports the three-diamond badge.



There's a high chance your three daily meals, and the odd snack in between, include one or more of Goodman Fielder's products. To ensure you don't go hungry, NZ's largest consumer food supplier has relied on Fuso delivery trucks to keep shops stocked for more than 15 years.

Goodman Fielder NZ operates 14 manufacturing facilities and employs around 2,000 people across New Zealand. The company began recruiting a mix of Fighter and Canter models to its fleet in 1998, to help service its extensive daily delivery network across the North and South islands. Today, the majority of its 140-strong fleet sports the three-diamond badge.

"We've bought hundreds of Fuso trucks,"

says network operations manager Shaun Crosswell, who points to Fuso's proven performance history around the country as a key factor in the original purchasing decision – something that's been underlined through his own experience.

"They're so reliable, some of our earlier trucks are only now being replaced," he says.

Dependability throughout the fleet is vital, not only in ensuring customer

satisfaction but also in maintaining low running costs. Shaun says Fuso impresses on this front, too.

"They're well-priced and their overall running costs stack up well, too – especially with Canter's 30,000 km service intervals and low-maintenance DUONIC transmission.

"We look at the numbers before buying and the trucks continue to deliver to our expectations."

Over 30 new Canters and Fighters – a mix of box bodies, chiller units and curtainsiders – have joined the Quality Bakers arm of the business since 2013, delivering a range of baked goods and Irvines chilled products, high in cubic capacity yet rarely troubling load limits.

"The models are well specced and a good fit within the fleet, with no modifications needed," says Shaun, who adds that "the vast majority of our contractors" were keen to get their new trucks and have enjoyed driving them; even the small number initially resistant to being told what make and model of truck they needed for their individual runs quickly had a change of tune.

"Once these contractors have actually

driven the trucks and experienced their performance, they react really positively," he says.

Rotorua-based contractor Paul Lock has recently added a new Fighter and a new Canter to two older Fighters in his four-truck fleet. Already sold on Fuso's reliability, he's been impressed with the evolution of its range.

"I've got a 6.1m body on my new Canter, which is only 10cm shorter than the old Fighter. That's a huge improvement in terms of what we can fit on our delivery runs, while still being able to take advantage of Canter's lower running costs," he says. "The new Fighter has a 7.3m body and carries higher volumes to the larger stores we deliver to. They

both do a really good job for us."

Having won his contractors over, Shaun plans to continue investing in Fusos for Goodman Fielder's fleet over the next few years. By sticking with trucks proven to deliver, he's ensuring operators have less on their plate to deal with, while customers have all they can eat on theirs.

Canter FEC85K2 (Current standard spec)	
Wheelbase (mm)	4,750
GVM (kg)	8,550
GCM (kg)	12,050
Max power (kW/PS)	129/184
Max torque (Nm/lbft)	430/317
Transmission type	6sp DUONIC



Pipeline and Civil's HD Euros are both fitted with a 'fifth-wheel', or turntable – one has a mount for a swapper body (the second is being fitted soon), which allows the business to switch trailers, improving efficiency and making it easier when recruiting drivers.

MAKING LIGHT WORK OF HEAVY LOADS

Anyone who's travelled to remote parts of the world with more 'primitive' facilities will tell you that, after using the 'bathroom', you quickly develop a new-found appreciation for functioning sewerage systems!

Kiwi-owned Pipeline and Civil has spent the last two decades ensuring upper North Islanders' effluent and water pipes are in full working order, as well as offering a host of other civil engineering services from its depots around Auckland.

Half the 50-strong crew is currently involved in a large-scale project for

Auckland Council's Watercare Services Ltd, replacing a 600mm concrete wastewater pipeline that runs 2.5km around the Panmure Basin with a new 900mm polyethylene pipe.

Two HD Euros are tasked with carting out the rock and rubble to Greenmount Landfill in East Tamaki, then back-loading metal and scoria infill.

Both FV470K1 models are fitted with a 'fifth wheel' under the bin, between the chassis and sub-chassis. One has a mount for a swapper body (the second truck is getting one soon), which allows Pipeline and Civil to switch between a standard 6x4 dump truck and a two-axle tipulator, depending on the requirements of the job.

The 6x4 tipper is used on sites with tight access, whereas the tipulator needs more room to operate. An added benefit is being able to quickly adapt the truck to suit drivers with either Class 4 or Class 5 licences.

"Having that flexibility's great," says contract supervisor and shareholder Roy Winikerei. "We can switch within 15 minutes and it saves us having to hire another truck."

Pipeline and Civil bought their first HD Euro in 2012, then picked up another late last year – a decision backed by plant manager Phil Portanger, a diesel engineer since 1986.

"We're really happy with their performance," says Phil, who's been with the company for five years.

"We also run one Shogun, two Fighters and three Canters we've had since the late 90s. I can't fault any of them, they're really reliable. Nothing major ever fails and if anything does need replacing, Fuso has a great parts network."

Each HD Euro is expected to clock only 50,000km a year and Phil says the 12-speed automated manual transmission is "ideal for city work, where the traffic is often nose-to-tail – it's so user-friendly and much easier for our drivers".

He's also been impressed by the ECU upgrade. "Previously the ECU struggled to select the right gear as the contours of the road changed, but now it's shifting faster and matching the appropriate gear for the gradient of the hill – it's a huge improvement."

After toiling on many American trucks throughout his career, Phil says he'll now only buy Japanese models and, out of all the brands he researched, "Fuso came up with the best package: the price was right and we get great service".

He adds that although fuel efficiency isn't measured closely, the fuel cards for each truck reflect well on their economy and, with 200 litre tanks of AdBlue delivered to the yard, filling up with that is "no problem at all".

Having recently celebrated 20 years in business, it's not only trucks and machinery that Pipeline and Civil has sussed. The company's also fostered a proud working culture over that time and implemented a structure where managers and senior supervisors can hold shares in the business.

As Roy puts it: "The difference is, if you're a shareholder and you drop a washer in the mud, you pick it up and clean it." With a dedicated workforce, a strong commitment to client service and reliable, high-performing trucks, this civil engineering outfit is sure to have many more successes in the pipeline.

HD Euro FV470K1 <small>(Current standard spec)</small>	
Wheelbase (mm)	4,300
GVM (kg)	25,400
GCM (kg)	53,000
Max power (kW/PS)	335/470
Max torque (Nm/lbft)	2200/1644
Transmission type	12sp AMT



Midlands Apiaries' two new 4WD Canters "double as work benches", out in the foothills of the Southern Alps. Manager Steve Callaghan (right) says you can expect "30-40 stings on a bad day". Here his apiarists suit up to extract honey dew that bees produce from surrounding beech forests.



THE BEE'S KNEES

Midlands Apiaries, based at the foot of Mount Somers on the eastern flank of the Southern Alps, has been harnessing the industriousness of the honey bee for more than 80 years; now it's profiting from the productivity of another hard little worker – the 4WD Fuso Canter.

The business, started by the family of current manager James Callaghan's wife as Symes Apiaries in the 1930s and sold to Ashburton's Midlands Seeds in 2006, was the first in New Zealand to put this new Canter Euro to work.

Two FGB60C1 trucks were recruited to transport teams of three beekeepers and their gear to Midlands' 5,000 hives, spread across 230 sites throughout mid-Canterbury (housing about 300 million bees!)

"Each team maintains around 100 hives a day, sometimes in remote areas, so reliability in our trucks is a big thing for us," says James. "The Canters have been great."

The crews ensure the bees are kept well fed with syrup from an 800L tank on the back of each Canter. In return, they collect honey and wax – not to mention a few stings; "30-40 on a bad day," says James.

"We generally visit hives every six to seven weeks, but in the autumn we'll

feed up the bees and leave them to hibernate for the winter."

As well as the syrup tank and hose, which is controlled by the PTO (power take off) under the deck, each truck is fitted with cabinets on both sides for gear such as smokers (to subdue the bees), gloves, protective hats and veils, and maintenance tools.

"These trucks have to double as workbenches out in the field, so the low deck height [one metre] is important.

My guys can easily load and offload boxes of honey and access their bee-keeping kit safely," he says.

The hives are all hosted on farmland and James says Canter's three-tonne tare ensures paddocks are left in good shape after they've done their work.

"Leaving the smallest footprint possible is crucial to our ongoing relationships with local farmers; we can't be churning up their land."

While the distances travelled aren't massive, the terrain can be rugged and unpredictable – something James says the 157 hp 4WD Canter makes light work of: "It's fantastic for getting across soft, rolling paddocks!"

Midlands' hives are divided between the beech-forested foothills, from which 'honey dew' is collected, and fertile plains between the Rakaia and Rangitata Rivers, where clover honey is gathered.

Their bees are not only honey and wax producers, however; they also cross-pollinate two carrot varieties to produce a hybrid plant, from which seeds are collected and sold by parent company Midlands Seeds.

This accounts for around half the business' focus and such diversification mitigates its risk – a particularly wet season, like the current one, can halve honey production; on the flip side, it's boosted the income from pollination.

James says Canter's low costs also help to protect the business' bottom line, pointing to sharp pricing, impressive fuel efficiency and 30,000km service intervals as all taking the sting out of a new truck purchase. Backed up by Fuso reliability and 4WD capability, Midlands Apiaries really is on to a sweet deal.

Canter Euro FGB60C1 (4WD) (Current standard spec)	
Wheelbase (mm)	2,815
GVM (kg)	6,000
GCM (kg)	9,500
Max power (kW/PS)	110/157
Max torque (Nm/lbft)	370/273
Transmission type	5sp + low range



THE BOTTOM LINE

Bottom Bus isn't afraid to expose itself to new challenges – the Dunedin-based company, which also operates as Headfirst, pioneered Nude Rugby in 2002 as “a bit of fun” for its backpacking passengers. When it comes to investing in vehicles, however, it sticks to brands that are tried and trusted, which is why Rosa headlines the fleet.

Launched in 1993 by Ralph and Rose Davies, Bottom Bus today offers trips to “raw Kiwi iconic attractions” under the Headfirst brand, focusing on local heritage, natural wonders and wildlife. North Island legs are operated from Rotorua, with trips to nearby geothermal sites and Waitomo.

The company's motto is to “keep our promise – on time, every time”, which can only be achieved with dependable buses. For the past decade, Ralph's relied largely on Rosa and now has five units in his fleet, alongside two vans and a 50-seat coach.

“Rosa has been great for us. I wouldn't be having this conversation ten years on if they weren't performing well,” says Ralph, who employs five admin and sales staff and up to ten driver/tour guides over summer.

“We have two Rosa buses in Rotorua and three in Dunedin, with one on the way. They're all pretty much bulletproof. The first ones we got in 2004 each have almost 700,000 km on the clock and are still very reliable.”

On top of knowing that they're going to perform to his expectations, Ralph says other reasons he's chosen Rosa are “convenience, comfort and price”.

In a competitive industry, much of Ralph's work comes from strong relationships with local accommodation providers and tourism centres, as much as a good reputation.

Initiatives such as Nude Rugby have helped put the company on the map – the event having grown from its humble origins on St Clair beach in Dunedin to become the unofficial curtain raiser to the city's All Blacks tests.

“Our core purpose is to 'BALL' (Bring Alive Local Legends), while taking visitors to exciting destinations and attractions. Anyone can take someone from A to B, but we're about providing a memorable

journey and tying that into stories about the places that we visit, with plenty of laughs and entertainment.

“This involves a lot of driver interaction, so the driving aspect of the job needs to be as easy as possible. The drivers all love the Rosa, because it's easy to zip in and out of our local spots.

“Our latest, added this year, is a 6-speed auto, well suited to our North Island routes, where there's more traffic and stopping at lights.”

Ralph says that with many customers travelling from Europe and Asia, he wants to repay their investment by providing “not only an unforgettable journey, but also a comfortable one, and Rosa certainly delivers on that front”.

He adds that he's always had faith in the 4M50 157hp 4-cylinder turbo diesel engine, as it's the same power plant proven on Canter over many years.

“The fact that the engines are built for hardworking trucks has stuck in my mind. They've always pulled well over hills, even with a trailer in tow.

“Economically, Rosa stacks up for us: they come ready to go – no alterations needed – they have decent fuel efficiency and the cost of maintenance is very low.”

After some sluggish years, Ralph says the local tourism industry is slowly starting to gather steam.

“The global recession was tough – especially with our European tourists – exacerbated by the earthquakes and a high NZ dollar, but we're starting to see some growth,” he says.

On the flip side, the stronger Kiwi dollar has allowed Ralph to capitalise on sharper pricing on his new Rosa. It's an investment which, based on Bottom Bus' proven business model, rising tourism numbers and Rosa reliability, he's confident he'll get a quick return on.



Rosa JP05* (Current standard spec) * Euro V equivalent	
Wheelbase (mm)	4,550
GVM (kg)	6,285
GCM (kg)	7,000
Max power (kW/PS)	110/157
Max torque (Nm/lbft)	441/325
Transmission type	6sp auto



Bottom Bus owner Ralph Davies says his Rosa buses are “pretty much bulletproof”. Under the umbrella of Headfirst Travel, his iconic tours operate out of Dunedin, Queenstown, Invercargill, Oamaru and Rotorua.



KEEPING THE WHEELS TURNING



National fleet coordinator Simon Calaz has put nearly 50% of his service crews in Fuso trucks.



Bridgestone's national service crews work 24/7 to ensure the wheels of New Zealand commerce keep turning, so it's imperative they have vehicles that won't let them, or their customers, down.

One of NZ's largest tyre suppliers, Bridgestone services commercial customers in all corners of the country with an almost 100-strong fleet – 40% of which now carries the three-diamond Fuso badge.

"We operate nationally in both urban and rural areas," says national fleet coordinator Simon Calaz. "We visit ports, factories and farms – basically, wherever we're needed."

Simon recruited his first Canter Euro

trucks in 2012 and recently added 20 more to take the total to 37.

"Canter has done a great job for us over the past couple of years," says Simon. "They offer a decent payload for their size, which means we can carry all the tyres we need to fulfil our service contracts."

The fleet contains a mix of 4x2 FEB60E1 and FEB75G1 units, providing payloads of 2,165kg and just under 3,500kg respectively. Standard body kit, built by

C7 Engineering in Napier, includes a locker, toolbox, VMAC air compressor and LED work lights. At the rear of the deck, a hydraulic tail-lift with an inflation cage makes it easier for drivers to load/unload tyres and inflate them safely.

The bigger FEB75G1 trucks can alternatively be fitted with a crane on the rear platform and a 350kg hydraulic platform on the left-hand side of the chassis, for handling large, heavy tractor or digger tyres.

"I'll carry tyres for truck, loaders, hoists – some of them can get pretty big," says fleet serviceman Rob Stothers, who's based at Bridgestone's East Tamaki store in Auckland. "There's plenty of room on the back, though, and unloading's easy with the hydraulic lift."

Rob has regular weekly runs to local commercial customers, from transport companies to quarry operators; he's clocked up 13,000km behind the wheel of his new Canter since late last year and says "it's awesome – just like driving a car".

With fuel use and fleet emissions very much in focus, Simon says all Bridgestone's servicemen are trained to drive the trucks

as efficiently as possible.

"Canter's Euro V benefits are also important to us," he says. "As our commercial side has taken off, we've got more trucks on the road doing more kilometres. We're trying to reduce our carbon footprint and environmental impact, without adding costs."

Simon says it's difficult to get accurate reporting figures on such a large fleet with a varied payload and run schedule. To better keep track, Bridgestone uses EROAD for reporting and handling RUC.

"We want to look at cents per kilometre values, which is one reason we've gone to EROAD."

In the meantime, while the data is collected and analysed, the Fuso Canters in Simon's fleet are living up to their reputation for good value and reliability – a level of service that Bridgestone is able to guarantee for its customers, allowing them to focus on the business of keeping those wheels turning.

Canter FEB60E1 (Current standard spec)	
Wheelbase (mm)	3,400
GVM (kg)	6,000
GCM (kg)	9,000
Max power (kW/PS)	110/157
Max torque (Nm/lbft)	370/273
Transmission type	5sp



Owner John Sewell says 65% of 'Naki's commercial vehicles come through Bell Block Service Centre. With a large, efficient workshop and 25-strong committed staff, it's easy to see why!



NAKI KNOW-HOW

They say the team that plays together, stays together, and that's definitely part of Bell Block Service Centre's secret to success. When they're not rolling their sleeves up, owner John Sewell and his New Plymouth crew are charging off-road in their 4WDs.

"It's really just a bit of fun, but everyone gets right into it. We've even engineered a purpose-built trailer for our 4WDs and have driven on tracks all over the country," says John, who also enjoys a bit of deer stalking and trout fishing.

"It's a fairly cheap hobby for us; if something breaks, we know how to fix it – and it's a great way to build our team culture."

Many Taranaki operators will be familiar with BBSC's service. John says 65% of the Naki's commercial vehicles come through his site – such is the wide scope of his work, from repairs, COFs and breakdowns to parts sales and service.

BBSC operates alongside John's other longstanding local business, Key Machinery Centre (KMC), which services diggers, loaders, bulldozers and forklifts.

After working for KMC for 12 years, John and his wife Jackie bought the business in 2011, then last year purchased BBSC, becoming the authorised Fuso parts & service dealer for the region.

John says there is a lot of work flowing through his doors and, with 25 committed staff and a strong focus on investing in the latest technology, local Fuso customers are enjoying top-quality service.

"Our motto for all customers is 'expect the best'," says John, who's been in the

industry since he was 17.

"Both KMC and BBSC are entrusted as the agents for many big brands – the team understands the responsibility that comes with that.

"There's a wealth of experience between our mechanics, headed by service manager Wayne Jones, who's been working here for over 25 years. We're also keen on bringing apprentices on board from time to time, to ensure that knowledge is passed on and the business remains in good shape for the future."

With four dedicated staff and the latest IT cataloguing system, John is also proud of his Genuine Parts service, which he describes as "slick and competitively priced; it's a choice the customers really see the benefit of".

"If you're an owner-driver, it's about protecting your investment and, for busy fleets, it means your vehicles are back on the road quicker – no mucking around."

FUSO FOLK

CHRIS MILNE



W.R. Phillips truck and new car sales manager Chris Milne has served Taranaki's local industry for more than 25 years – and although the Christchurch native remains a staunch Canterbury supporter, he firmly considers himself part of his local community.

"It's a great place to live and work," says Chris, who's established a loyal customer base over the years, including many who've had "a lifelong association" with the Fuso brand.

"I've sold trucks to cookies, ag contractors, transport operators and businesses involved in the oil and gas industry," he says.

"I'm dealing with a far greater variety of businesses now than when I first started out in sales," he says. "Learning about what these guys do and how they operate, then getting them in the right vehicle, is one of the best things about what I do."

Family-owned W.R. Phillips is one of only two dealerships that continue to sell Fuso trucks alongside Mitsubishi cars, utes and SUVs; Chris is involved across the full range.

"I might sell a guy a truck and then his wife will come in and ask me about fixing her up with a ute; it's all part of the job and something I really enjoy."

While selling trucks and cars keeps him busy most of the time – "some would say it's my hobby!" – Chris gets in a round of golf whenever he can and is working hard on improving his 19 handicap, which "was recorded a few years ago!"

A keen family man and traveller, he's planning a European trip for next year.

"The highlight will be seeing my son graduate with a doctorate in metabolic engineering from Delft University of Technology in the Netherlands – don't ask me to explain what that is; let's just say he's a smart kid!"

A FUSO truck for every application

HD EURO V	Wheel base (mm)	GVM (kg) / GCM (kg)	Max power (kW / PS)	Max torque (Nm / lbft)	Trans. type
FP410G1 OM457 (4x2) (air suspension)	3,800	16,000 / 40,000	291 / 413	2031 / 1495	12sp AMT
FV470J1 OM457 Tractor (6x4) (air suspension)	3,860	24,000 / 60,000	335 / 470	2200 / 1644	12sp AMT
FV470K1 OM457 (6x4)	4,300	25,400 / 53,000	335 / 470	2200 / 1644	12sp AMT
FV470K2 OM457 (6x4) (air suspension)	4,300	24,000 / 53,000	335 / 470	2200 / 1644	12sp AMT
FV410T1 OM457 Rigid (6x4) (air suspension)	6,380	24,000 / 50,000	291 / 413	2031 / 1495	12sp AMT
FS470S1 OM457 (8x4)	5,870	30,800 / 53,000	335 / 470	2200 / 1644	12sp AMT
FS470S2 OM457 Hi Roof (option: air suspension)	5,870	30,800 / 53,000	335 / 470	2200 / 1644	12sp AMT

FIGHTER EURO V 4x2	Wheel base (mm)	GVM (kg) / GCM (kg)	Max power (kW / PS)	Max torque (Nm / lbft)	Trans. type
FK250H1 / K1 / L1	4,270 / 4,870 / 5,210	10,600 / 20,000	184 / 250	761 / 561	6sp
FK250L2A	5,210	10,600 / 15,000	184 / 250	761 / 561	5sp auto
FK250L21D	5,210	12,000 / 20,000	184 / 250	761 / 561	6sp
FK250L21	5,210	13,500 / 20,000	184 / 250	761 / 561	6sp
FK281L1D / M1D (air suspension)	5,210 / 5,540	12,000 / 20,000	207 / 281	802 / 592	6sp
FK281L1 / M1 (air suspension)	5,210 / 5,540	13,500 / 20,000	207 / 281	802 / 592	6sp
FK250L22AD	5,210	12,000 / 15,000	184 / 250	761 / 561	Auto
FK250L22A	5,210	13,500 / 15,000	184 / 250	761 / 561	Auto
FM280H1D / M1D	4,280 / 5,550	12,000 / 25,000	207 / 281	802 / 592	6sp
FM280H1 / M1	4,280 / 5,550	16,000 / 25,000	207 / 281	802 / 592	6sp
FM289H1D	4,280	12,000 / 32,000	207 / 281	802 / 592	9sp
FM289H1	4,280	16,000 / 32,000	207 / 281	802 / 592	9sp
FM281M1D (air suspension)	5,550	12,000 / 32,000	207 / 281	802 / 592	9sp
FM281M1 (air suspension)	5,550	16,000 / 32,000	207 / 281	802 / 592	9sp
FM281M2AD	5,550	12,000 / 25,000	207 / 281	802 / 592	Auto
FM281M2A	5,550	16,000 / 25,000	207 / 281	802 / 592	Auto

FIGHTER EURO V 6x2/6x4	Wheel base (mm)	GVM (kg) / GCM (kg)	Max power (kW/PS)	Max torque (Nm/lbft)	Trans. type
FU281L1 / M1 6x2 (air suspension) Low height	5,870 / 6,200	18,000 / 20,000	207 / 280	802 / 592	6sp
FU281R1D 6x2 (air suspension)	6,210	18,000 / 25,000	207 / 280	802 / 592	6sp
FU281R1 6x2 (air suspension)	6,210	22,400 / 25,000	207 / 280	802 / 592	6sp
FU281U1D / U2AD 6x2 (air suspension)	6,530	18,000 / 34,000	207 / 280	802 / 592	9sp / Auto
FU281U1 / U2A 6x2 (air suspension)	6,530	23,200 / 34,000	207 / 280	802 / 592	9sp / Auto
FN280K1D / K2AD 6x4	4,300	18,000 / 34,000	207 / 280	802 / 592	9sp / Auto
FN280K1 / K2A 6x4	4,300	23,500 / 34,000	207 / 280	802 / 592	9sp / Auto
FN281U1D / U2AD 6x4 (air suspension)	6,530	18,000 / 34,000	207 / 280	802 / 592	9sp / Auto
FN281U1 / U2A 6x4 (air suspension)	6,530	24,000 / 34,000	207 / 280	802 / 592	9sp / Auto

CANTER EURO V	Wheel base (mm)	GVM (kg) / GCM (kg)	Max power (kW/PS)	Max torque (Nm/lbft)	Trans. type
Single cab					
FEA50C2 narrow cab	2,800	4,983 / 8483	110 / 157	370 / 273	6sp DUONIC
FEA55B1 narrow cab	2,500	5,500 / 9,000	110 / 157	370 / 273	5sp
FEB50C1 / E1	2,800 / 3,400	4,983 / 8483	110 / 157	370 / 273	5sp
FEB50C2	2,800	4,983 / 8483	110 / 157	370 / 273	6sp DUONIC
FEB60E1 / G1	3,400 / 3,850	6,000 / 9,000	110 / 157	370 / 273	5sp
FEB60E2 / G2	3,400 / 3,850	6,000 / 9,000	110 / 157	370 / 273	6sp DUONIC
FEB60G4	3,850	6,000 / 9,500	110 / 157	370 / 273	6sp DUONIC
FEB75G1	3,850	7,500 / 11,000	110 / 157	370 / 273	5sp
FEB75G2	3,850	7,500 / 11,000	110 / 157	370 / 273	6sp DUONIC
FEC85G1 / H1 / K1	3,850 / 4,300 / 4,750	8,550 / 12,050	129 / 184	430 / 317	5sp
FEC85G2 / H2 / K2	3,850 / 4,300 / 4,750	8,550 / 12,050	129 / 184	430 / 317	6sp DUONIC

Double cab					
FEW50E2 narrow cab	3,400	4,983 / 8483	110 / 157	370 / 273	6sp DUONIC
FEW60E2 / G2	3,400 / 3,850	6,000 / 9,500	110 / 157	370 / 273	6sp DUONIC
FEW75E2 / G2	3,400 / 3,850	7,500 / 11,000	110 / 157	370 / 273	6sp DUONIC
FEW60G1	3,850	6,000 / 9,500	110 / 157	370 / 273	5sp
FEW75G1	3,850	7,500 / 11,000	110 / 157	370 / 273	5sp
FEW82G2	3,850	8,200 / 11,700	129 / 184	430 / 317	6sp DUONIC
FEW85G1	3,850	8,550 / 12,050	129 / 184	430 / 317	5sp
FEW85G2	3,850	8,550 / 12,050	129 / 184	430 / 317	6sp DUONIC

Tipper					
FEA55T1 narrow cab	2,500	5,500 / 9,000	110 / 157	370 / 273	5sp
FEC60T1	2,800	6,000 / 9,500	110 / 157	370 / 273	5sp
FEC65T1	2,800	6,500 / 10,000	110 / 157	370 / 273	5sp

Hybrid					
HEV60E2 / G2	3,400 / 3,850	6,000 / 9,500	110 + 40kW electric motor		6sp DUONIC
HEV75E2 / G2	3,400 / 3,850	7,500 / 11,000			6sp DUONIC

4x4					
FGB60C1 / E1	2,815 / 3,415	6,000 / 9,500	110 / 157	370 / 273	5sp
FGB65C1 / E1	2,815 / 3,415	6,500 / 10,000	110 / 157	370 / 273	5sp
FGW60E1 double cab	3,415	6,000 / 9,500	110 / 157	370 / 273	5sp
FGW65E1 double cab	3,415	6,500 / 10,000	110 / 157	370 / 273	5sp

ROSA BUS JP05*	Wheel base (mm)	GVM (kg) / GCM (kg)	Max power (kW/PS)	Max torque (Nm/lbft)	Trans. type
Custom spec, City spec	4,550	6,285 / 7,000	110 / 157	441 / 325	6sp auto

*Euro V equivalent

To contact us call 0800 PAYLOAD or visit www.fuso.co.nz

"Fuso came up with the best package: the price was right and we get great service"

- Phil Portanger, Pipeline and Civil



"It's fantastic for getting across soft, rolling paddocks!"

- James Callaghan, Midlands Apiaries



"They're very economical – the purchase price is great, plus I'm getting up to 4.4km/L fuel economy, where I was getting only 2.3km/L on some of my older, bigger trucks,"

- Boyd Johns, Express Vehicle Transport



"Because we're able to pay off our truck purchases quickly, our business has been able to expand accordingly."

- Peter Broughan, PTS Logistics Ltd

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