

Presentation to IRTENZ Conference 2004

Presented by
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NZ's leading Transport Industry Association

Assisting Owner Drivers on the Road to Success since 1936

National Road Carriers (NRC)

- Formed in 1936 as the Auckland Owner Drivers Association.
- The Association currently has 2800 members nationwide.
- 95 % of the Members operate with 5 vehicles or less.
- 80% of the Members are single vehicle operators.
- Provide support at all levels for members



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NRC Involvement

- We normally get involved after the event (we are the ambulance at the bottom of the cliff.)
- Our expertise is in obtaining the correct advise and information for our members.
- We are mechanically, technically and engineering challenged.
- We do have is the ability to obtain the correct information from the correct sources and provide this advice back to Members.

- LTSA

- LEGAL

- CVIU

- IRTENZ



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New Zealand Vehicles

New Zealand has 96,000 km's of roads, traveled by 70,000 trucks, of which:

- ▣ 1,250 are logging trucks
- ▣ 500 milk tankers
- ▣ 1,500 livestock trucks
- ▣ 1,000 refrigerated units
- ▣ 11,800 long haul general freight vehicles

The Average Transport Operator

- Is diligent, hardworking, and live in a suburban 3 bedroom house with a wife and 2 ½ kids
- They contribute directly to their communities
- They have a dreaded fear of government agencies which leads to listening to mates that supply them the bush laws rather than the actual laws.
- The average Owner Driver is technically mechanically and engineerly challenged.



FREIGHTLINER

900

MANA FREIGHT

Please
DRIVE SAFELY

Please
DRIVE SAFELY

Things our Members tell us

- CVIU are getting picky
- It's the testing stations fault
- I was unlucky because....
- It's not fair..
- Compliance costs are climbing
destroying profits (I'm not charging enough)

Things our Members tell us

- I'm being picked on . Stopped 5 times in 2 days, and 4 tickets.



North 1000.com

"Bummer of a birthmark Hal."

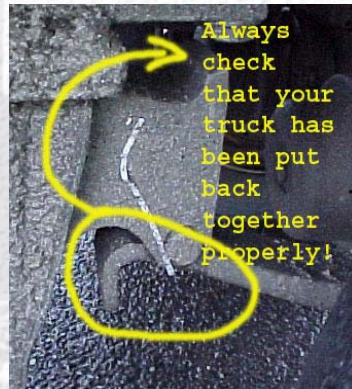
Problems we encounter with vehicle maintenance

- Delegation of Responsibility
 - Not my problem
- Too Busy
 - Compromise checks
 - Delaying vehicle service
- Going Broke



What do we do to address the issue of vehicle maintenance

- Keep Members informed
 - ✓ Destroy Urban Myths
 - ✓ Highlight real issues
 - Recent Newsletter images



Stop being the ambulance at the bottom of the cliff

- Provision of Cost Models factoring:
 - ✓ Appropriate Maintenance budgeted
 - Prior to purchase
 - ✓ Including the cost in setting rates
 - ✓ Provided free to Members and prospective Members
 - ✓ Web-based application

Technolgy Today.

- Dumbing Down effect.
- Doing away with manual fleet checks.
- Maintance is specialised.
- Specialists do not cross over.

Disciplines

- Mind Change Required.
- Manual Pre-Checks.
 - ✓ Start up and shut down procedures
- Better Disciplines
 - ✓ Pro-active in rectifying faults.

Transmate

- To obtain a service to the owner driver we went looking for a programme that we believe best serviced the industry. We believe that we have come up with a package that fits the requirements of our industry this being a computer package called Transmate.

Fleetmate

- Informs the operator what your fleet costs to run.
- Fleetmate shows service schedules and checklists, preventative maintenance and job history records are maintained.



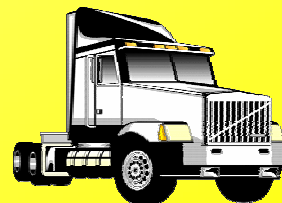
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FLEETMATE

A comprehensive fleet management system for keeping track of costs, fleet profitability, servicing, repairs and maintenance history.



Fleetmate Tells you what your fleet costs to run.

- Revenue comes direct from “**Freightmate**”
- Costs come from either entries in “**Fleetmate**” - workshop, “**Accountmate**” - creditors, cashbook, in fact almost anywhere costs can be entered into the system you have the choice to allocate the expense or part thereof to a truck, even if doing a general ledger journal.
- Provides service schedules and checklists.
- Preventative maintenance and job history records.
- Tracks spare part usage.
- Software is “**Trucksafe**” compatible for record keeping.



File

Vehicles
Trailers
Containers
Equipment

Depots
Cost Codes
Spare Parts
Service Checklist
Roadworthiness Items
Roadworthiness Check

Customers
Suppliers
Contractors

Employees ▶

Mechanics
Chart of Accounts

Enter Fleet Costs

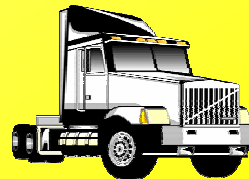
Employees

Drivers Licence Expiry
Dangerous Goods Licence Expiry
Forklift Licence Expiry
Trucksafe Medical Licence Expiry
Dangerous Goods Medical Expiry

Employee Incident Reports
Employee Training Reports
Employee Authorisation Report

File Menu

The file menu enables you to enter master file information that is used throughout the system.



Workshop

Repair Orders
Repair Order Report

Service History Inquiry - Vehicles
Service History Inquiry - Trailers
Service History Inquiry - Equipment
Services Due - Vehicles \ Trailers
Services Due - Equipment

Vehicle Usage
Vehicle Usage Report
Trailer Usage Report
Equipment Usage Report
Usage Exceptions

Labour Utilization

Repair Service Summary - Vehicles
Repair Service Summary - Trailers
Repair Service Summary - Equipment
Repair Service Summary - Containers

Fault Allocation
Fault Reporting

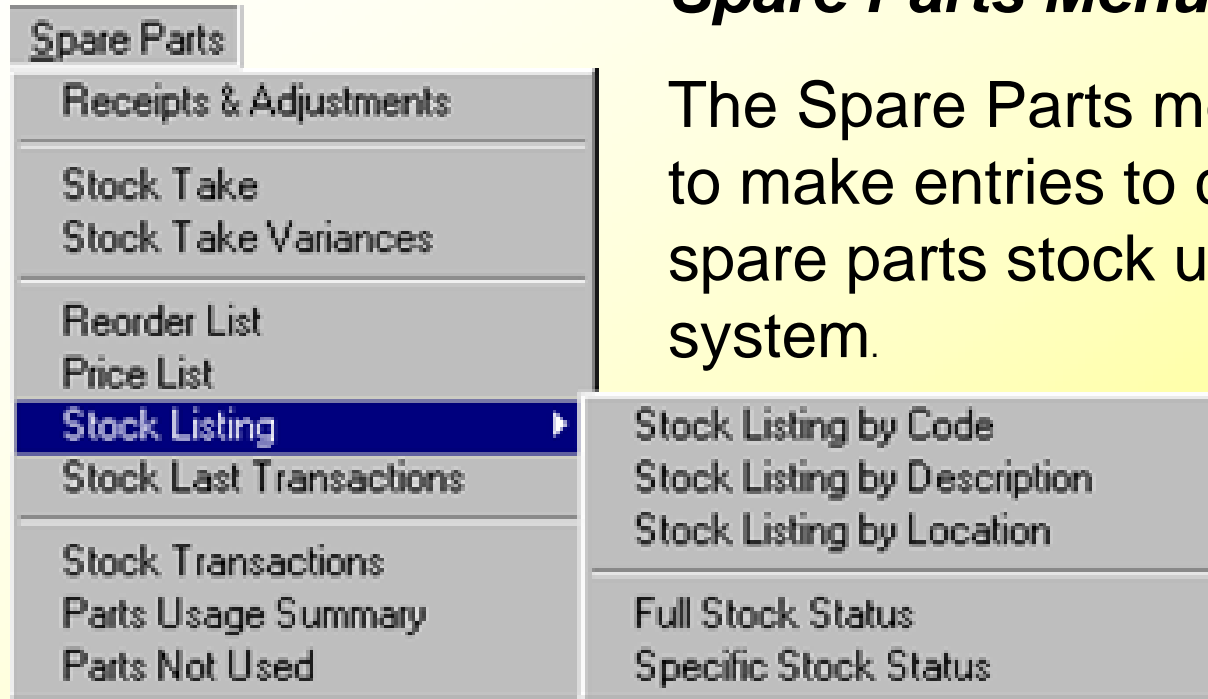
Workshop Menu

The Workshop menu allows you to create repair orders, or enter repairs done to your vehicles. You can view this information in the Service History Inquiry and Service Due reports.

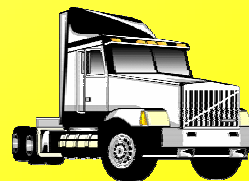
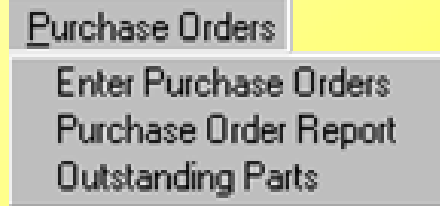


Spare Parts Menu

The Spare Parts menu allows you to make entries to control the spare parts stock used in the system.



Purchase orders for the Creditors system can be entered from Fleetmate to save going back into creditors when you need to order parts





Reports

Vehicles	▶	Vehicle Permits
Trailers	▶	Finance Due
Containers	▶	Registration Due
Equipment	▶	Insurance Due
<hr/>		Vehicle Inspection Date
		Vehicle Expiries
		Vehicle Parts
<hr/>		Repair History by Repairer
		Cost Category Analysis
		Fleet History Analysis
		Cost Summary
		Vehicle Revenue
		Profit & Loss
		Checklist Analysis

Reports Menu

The Reports Menu allows you to view the information that has been processed. If Fleetmate is used in conjunction with Freightmate and Accountmate, information processed to Fleetmate will also be available for viewing.



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