

Transport Technology & Productivity 2015

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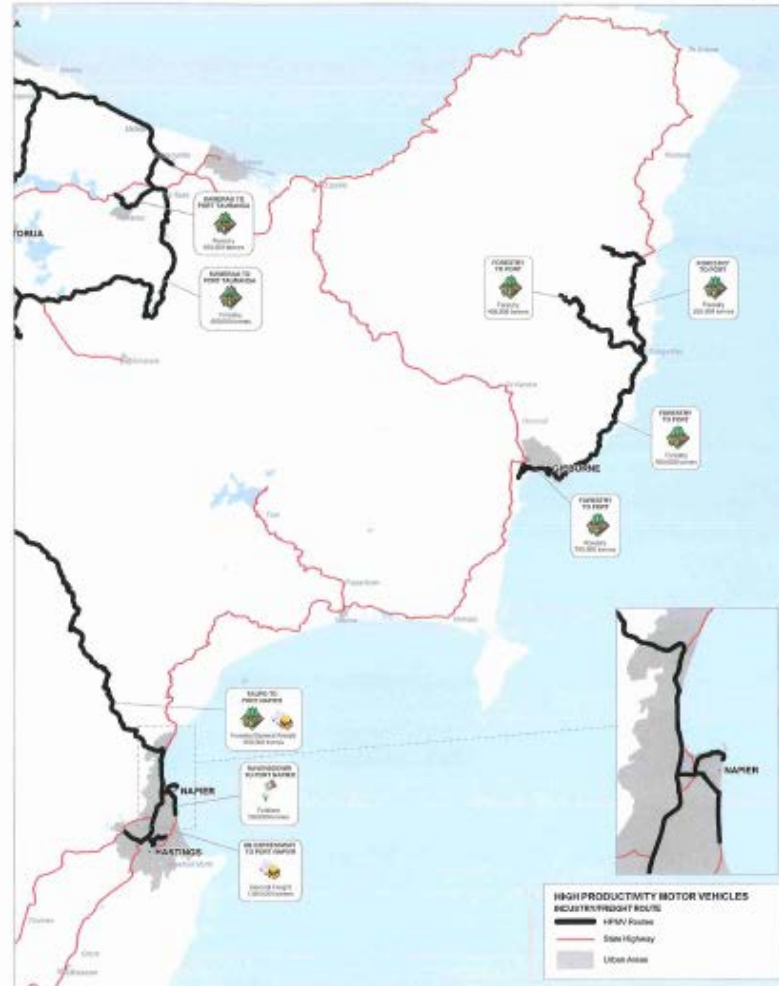
Williams & Wilshier Limited

65 Logging trucks operating in the BOP and East Coast region

70 % of Business in difficult to marginal terrain

SH/35 Opotiki to Gisborne, via East Cape not available for HPMV





IMPORTANT NOTES

The data presented is an indication of likely demand for end-to-end HPMV routes.
 All efforts have been made to ensure the data presented in these maps is correct at the time of printing. No responsibility will be held if changes are made.

Fleet Mix



Currently 87% of Company fleet operating on HPMV mass permits

- 47% - 8 Axle combinations at 48 tonne
- 22% - 9 Axle combinations at 50 tonne
- 18% - 9 Axle combinations at 54 tonne
- 13% - 7 and 8 Axle combinations at 44 tonne due to location
- About to commission some units operating at 57 tonne

Forest Industry Economics

- Low value commodity demanding low supply chain costs.
- Relatively low barrier to entry, therefore highly competitive.
- Continued debate with customers over maximum allowable mass.
- Rates historically based on fleet average payload.
- Variable levels of enforcement.

Introduction of HPMV Pro – Forma Designs

- Loss of productivity for logging sector.
- Tare increased by 1 tonne between truck and trailer.
- Longer vehicles versus 22 metre exemption.
- Dimensional changes forced redundancy of older trailers.
- Difficulty in some forests with additional length.
- Vast improvement in vehicle stability and safety due to introduction of EBS, RSC.

Introduction of Mass Permits

- Start to mitigate losses in productivity due to increased tare and capital cost.
- Balance debate with customers over payload, averaging HPMV and 44 tonne operations.
- No initial pressure to pass on benefits by reducing rates.
- Increased industry concern over load heights and corresponding degradation of safety.
- Increased length required to maximise benefits.







8 Axles Versus 9



- Significant redundancy cost to industry.
- Conversion cost around 50k, 40k to extend trailer, and 10k to extend truck.
- Frustration over inability to increase mass on 8 axles, general access – 48 max.
- 9 Axle combination suffer from traction issues, but do display improved low speed off tracking, due to shorter trailer wheelbase and increased truck hitch position.

Experience to date



- Average payload improvement of 10% as more routes become available.
- Target payload 1 tonne below permit weight (retain old 1500kg roadside weighing tolerance).
- Noticeable change in vehicle handling as weight increased.
- Significant improvement in permit processing with on-line portal, and experienced PIO's .
- Ever increasing focus on compliance.
- Need to balance gain versus true cost.

