

IN ACTION



DAF TRANSPORT EFFICIENCY:
**"YOUR PROFITABILITY,
OUR AIM"**

DRIVEN BY QUALITY

GOOD BRAKING. BETTER DRIVING. INTARDER!

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MOTION AND MOBILITY

100 MOTION
YEARS AND
MOBILITY



- 4** DAF NEWS
- 6** DAF TRANSPORT EFFICIENCY: **your profitability**, our aim
- 10** SITRA: "DAF came out **on top**"
- 12** WALKER: **DAF CF at home** in Scotland
- 14** DAF ECODRIVE⁺: Structural **fuel saving**
- 16** EN ROUTE: **To the Balkans** with the DAF XF
- 20** EUROPEAN ROAD TRANSPORT: "**The greatest leap forward in efficiency** has only just arrived."
- 23** ECOTWIN: **Autonomous driving** now a reality
- 24** TSA: Passionate about **transport**
- 27** PACCAR WORLD

GOOD FOR THE ENVIRONMENT AND FOR PROFITABILITY

Given that, with Euro 6, we have practically reached 'zero emissions' of nitrogen oxides and soot particles, the focus on reducing CO₂ emissions will become more intense in the future. CO₂ emissions are directly linked to fuel consumption, which is one of the largest expenses for you as a transport operator. As such, this makes a further reduction of CO₂ emissions one of your and our main priorities, even without legislation!

If we really want to take large steps forward in the area of CO₂, it will take more than advanced vehicle technology. Smart vehicle concepts such as the EcoCombi, with more load behind one engine. Intelligent traffic systems with special lanes for freight transport. Trailers with even better aerodynamics. Tyres with an even lower rolling resistance. Incentive schemes for replacing older vehicles ahead of time. It is only with this 'integrated approach' that we can exceed our target of 20% lower CO₂ emissions by 2020, compared with 2005.

Research is also being conducted into new, innovative technologies. Together with the Netherlands Organisation for Applied Scientific Research (TNO), we demonstrated 'two-truck platooning'. This involves two trucks driving a short distance apart, with the second vehicle automatically following the first. By reducing the gap between the two truck combinations as much as possible, fuel savings of some 10% can be achieved, along with equivalent reductions in CO₂ emissions. In five to seven years' time, the technology for vehicles to drive autonomously on public roads could already be a reality!

However, you don't have to wait that long to benefit from fuel savings and a reduction in CO₂ emissions. As part of DAF Transport Efficiency, DAF is presenting an extensive programme of improvements in this area: engine enhancements, state-of-the-art technologies such as Predictive Cruise Control and Predictive Shifting, and a range of new spoilers, to name but a few. All this enables a 5% reduction in fuel consumption and therefore a reduction in CO₂ emissions, which is good for the environment and for your returns. And that's exactly what DAF Transport Efficiency is all about.

DAF

A PACCAR COMPANY

Colophon:

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1,000,000th TRUCK PRODUCED IN EINDHOVEN

The Dutch Prime Minister, Mark Rutte, unveiled the 1,000,000th DAF truck produced in Eindhoven in the presence of hundreds of DAF employees. Mr Rutte then presented the truck to Mr Bálint Révész of the Hungarian transport company of the same name, which has a fleet of 480 vehicles and specialises in bulk transport and tankers. "We are thoroughly honoured to be able to add the millionth DAF truck produced in Eindhoven to our fleet", said owner and CEO, Bálint Révész. "Our trucks clock up around 130,000 kilometres a year. Reliability and low operating costs are our primary purchase criteria, as well as driver comfort. DAF manages to combine all of these requirements, which is why our fleet consists almost 100% of DAF vehicles."

WEBSITE FOR THE BODYBUILDER INDUSTRY

DAF Trucks has completely renewed its special website for the bodybuilder industry (www.DAFBBI.com). The online platform is now available in no fewer than thirteen languages and makes it even easier for bodybuilders to access advice and guidance on mounting superstructures on DAF chassis in the most efficient way.

To provide optimal support to bodybuilders in configuring and mounting the superstructure, the new DAF BodyBuilder Information website now includes even more detailed chassis drawings, specification sheets and CAD drawings of components. It is also possible to view how the specific truck will look in reality.

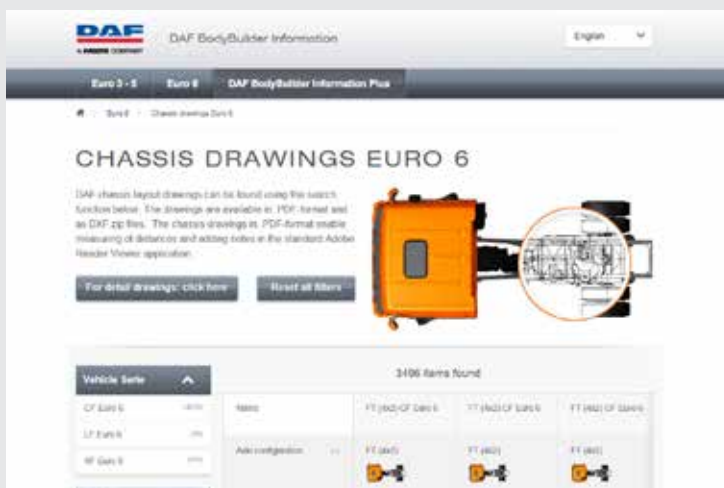
Via www.DAFBBI.com, bodybuilders can also request access to DAF BodyBuilder Information Plus, which includes information on bodybuilder guidelines for Euro 6 vehicles, even more detailed product information, interesting news articles and information on EU directives and Whole Vehicle Type Approval documentation. The WVTA allows the bodybuilder to approve a complete vehicle, including superstructure. If the bodybuilder goes on to build more identical vehicles, these need not be re-approved.



1,600 DAFS IN FORTY YEARS

In 1974, Spedition Wormser from Herzogenaurach was one of the first German transport companies to buy a DAF: a 2800. At the same time, Hans Wormser signed a DAF service dealer contract.

Perhaps Wormser's Dutch origins played a part in this decision. Either way, this was the start of a successful relationship that is still going strong today. Spedition Wormser recently procured its 1,600th DAF truck: an XF with PACCAR MX-11 engine.



‘PACCAR CHAIRMAN'S QUALITY AWARD’ FOR DAF

Ron Armstrong, Chief Executive Officer of DAF's parent company, PACCAR, recently awarded DAF Trucks the ‘Chairman's Quality Award’ for the fifth time.

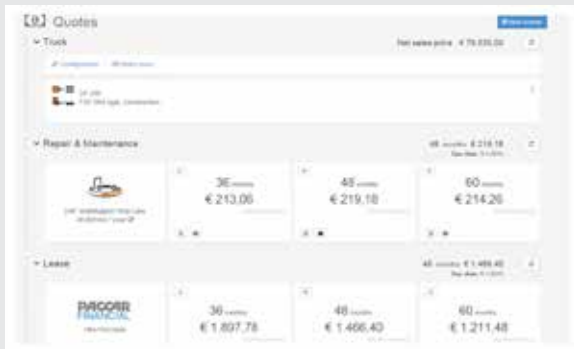
PACCAR carries out quality audits, which are known as PPQAs (PACCAR Product Quality Audits), several times a year at all its production facilities as part of the company's constant drive towards optimum quality. The fewer quality marks put against each vehicle—expressed in a PQI score (Product Quality Index)—the better its quality. The average of all PQI scores is assessed for the ‘Chairman's Quality Award’.

"A marvellous achievement and a huge compliment to the whole organisation", commented DAF President, Harrie Schippers. "Particularly if we take into account everything that has happened at DAF in 2014. In a very short time, we've gone from producing 80% Euro 5 and 20% Euro 6, to 20% Euro 5 and 80% Euro 6. This degree of product renewal is unprecedented. As is the extent of the production conversion. To then be able to deliver such high quality is a world class achievement!"



L-R: Ron Armstrong, PACCAR Chief Executive Officer, Harry Wolters, Operations Director, DAF Trucks N.V., Richard Zink, Marketing & Sales Director Europe and Harrie Schippers, President DAF Trucks N.V.

TOPEC INTEGRATED SALES: QUOTATIONS IN JUST A FEW CLICKS



In **today's transport sector**, the trend is to offer a complete transport package for products and services, of which trucks represent just one component. This is precisely where the strength of DAF's new sales instrument lies: the Topec Integrated Sales web application. This allows the DAF salesman to produce a quotation for any truck, but also for related services, such as financing, maintenance and repair contracts. This provides the customer with a complete package aimed at achieving the lowest possible running costs and the highest possible level of commitment on the part of the seller. In the space of just a few clicks, the customer knows exactly what they're dealing with.

TELLISYS: 20% MORE LOAD VOLUME

Cooperative Tellisys recently presented a prototype of a tractor-trailer combination, whereby an ultra-low position of the fifth wheel coupling allowed for 20% more load volume. The result: significant fuel savings and a reduction in CO₂ emissions per tonne/kilometre for intermodal container transport.

Within the Tellisys consortium DAF developed a Super Low Deck tractor. Lowering the chassis behind the engine and fitting a highly compact rear suspension allowed the fifth wheel coupling to be placed at a height of just 85 cm.

The Tellisys combination is now undergoing an extensive field test. The results of the test will determine whether introduction to market is feasible — also depending, of course, on the market interest.



While signs of economic recovery are starting to show, cost savings remain crucial to road transport. Maximising efficiency remains the hot topic within the sector. How do you get the highest return per kilometre? This question forms the basis of DAF Transport Efficiency, a programme aimed at further increasing truck efficiency through lower operational costs and maximum vehicle availability.



DAF TRANSPORT EFFICIENCY:

"YOUR PROFITABILITY OUR AIM"



With a view to boosting efficiency even further, DAF's successful PACCAR MX-11 and MX-13 engines have undergone significant improvements.

Every transport operator knows that efficiency is the sum of many parts. Dealers play an important role in efficiency. As do the many services they are able to offer under one roof. Drivers also play a crucial part. Are they getting the most out of the truck? But efficiency begins with specifying the right truck, tailored exactly to its application.

DESIGN & TECHNOLOGY There are dozens of examples which show that efficiency is in DAF's DNA. Take for instance the clever design of the prominent grille for optimal cooling and improved engine efficiency. Even the bumper deflects air flows in such a way that it

contributes to cooling. At the same time, they protect the headlights that are made from unbreakable Lexan for reduced susceptibility to damage. That's also efficiency. As an option, both the XF and CF are available with advanced LED headlights. This technology produces more light, has an unlimited lifespan and uses less energy.

Another great example of DAF Transport Efficiency are the beautifully integrated skylights in the roof of the larger sleeper cabins. They deliver more lighting for the driver, without it costing you any more fuel. The vehicle's chassis is also a model of efficiency, boasting a low weight for the



▲ *The DAF Driver Performance Assistant (DPA) comes as standard on every Euro 6 LF, CF and XF.*

highest payload. Clever placement of components makes the bodybuilder's job easier. Furthermore, with the well-thought-out set-up of components, Euro 6 tractors can achieve fuel volumes of up to 1,500 litres. This enables you to fill up wherever diesel is cheapest. To save fuel, the efficient PACCAR engines automatically shut off after five minutes of running idle. In addition, every DAF is factory set at a maximum 85 km/h instead of 89 km/h. The result: a 4% reduction in fuel consumption!

DRIVING & DRIVING BEHAVIOUR The driver is the deciding factor in achieving efficiency. DAF has developed a range of technologies to help drivers get the best out of their truck. One example is the DAF Driver Performance Assistant, which comes as standard on every Euro 6 LF, CF and XF. The Driver Performance Assistance provides the driver with information on fuel consumption, prompts him when to change gear and compliments him when he anticipate situations well, and eases off the accelerator pedal to allow the truck to roll as long as possible.

Drivers need to understand the importance of good aerodynamics, which he or she can directly influence by simply adjusting the height of the roof spoiler on the XF

Space Cab to match that of the trailer. This adjustment can simply be made standing next to the truck, using a clever spindle. There are also a great number of electronic systems that help the driver to operate the vehicle as efficiently as possible like Soft Cruise Control and Eco Roll. The EcoDrive+ training courses explain in fine detail how best to implement these new technologies in practice. On average, driver training results in fuel savings of between 3% and 5% on an on-going basis. Not to mention reduced wear and tear on tyres and brakes.

DEALER & SERVICES DAF dealers know your business and understand how important efficiency is. A comprehensive network of around 1,000 dealers means that a dealer is never far away. More importantly, DAF dealers are specially trained and can implement the new TOPEC system, which identifies the most efficient truck to meet your specific requirements. Options also exist for financing and/or repair and maintenance contracts where desired, providing added security for a set fee. Did you know that 30% of breakdowns can be avoided through preventive maintenance? DAF dealers can advise you here, as well as offer you an extensive service package. As a one-stop shop, any one dealer can guide you through the end-to-end process of purchasing and financing a new or used DAF truck and managing its maintenance—including trailers—and all the while boasting the best parts supply in the industry. This ensures that not only are

▲ *Your DAF dealer knows your business and understands how important efficiency is.*

► *Example of DAF Transport Efficiency: easily adjustable roof spoiler.*



all original DAF and PACCAR parts readily available throughout Europe, but also the more than 75,000 universal truck and trailer parts within the TRP programme. For internationally operative transport operators, the PACCAR Parts Fleet Services arranges for all parts ordered within Europe to be grouped on a single invoice. That's efficiency for you...

DAF Transport Efficiency is synonymous with a wide range of products and services targeted at maximising efficiency per kilometre. Lower fuel consumption, optimal up-time, lower operational costs and reduced environmental impact are the primary objectives. "Your profitability, our aim". ■



- ◀ Thanks to GPS technology, Predictive Cruise Control scans 1 to 2 kilometres ahead so as to take full advantage of kinetic energy when driving up- or downhill.
- ▼ Eco Mode reduces engine torque in the first eleven gears by 10%, reducing daily fuel consumption (by 1%).

CF & XF 2015 EDITION

DAF is introducing a large number of innovations to the Euro 6 CF and XF range that will significantly contribute to optimised transport efficiency. Enhancements to the already efficient PACCAR MX engines combined with innovative technologies such as Predictive Cruise Control, Predictive Shifting and Eco Mode add up to fuel saving opportunities of up to 5%. New deflectors and fenders offer possibilities for additional savings.

In order to further increase efficiency, the successful PACCAR MX-11 and MX-13 engines have been optimized.

Oil flow of the 10.8 litre MX-11 engine has been improved while even more efficient combustion is achieved through a new design of the combustion chamber, optimised fuel injection and enhanced software.

The new turbo on the 12.9 litre PACCAR MX-13 engine results in improved flow and a new camshaft leads to optimised valve

timing. The PACCAR MX-13 engine also benefits from an even more efficient oil flow, while friction losses have been minimized. In addition, a very efficient dual-stage water pump is applied, next to optimised software.

With an already excellent reputation for fuel efficiency, the PACCAR MX-11 and MX-13 engines are now up to 2% more economical, of course depending on application and conditions. Multi-pulse injection also means that the engines run even more quietly than before.

ENGINE BRAKE EVEN MORE POWERFUL

The PACCAR MX-13 engine optimizations not only improve fuel efficiency, they also have a positive influence on the performance of the engine brake. With a 20% increase in power (360 kW at 2,000 rpm), the engine brake is an excellent alternative to a retarder for the majority of applications. The MX Engine Brake – which can now be controlled from the steering column in three stages - offers significant cost, weight and fuel consumption benefits.

ECO MODE Eco Mode is a new standard feature on all Euro 6 CF and XF models with PACCAR MX engine. Eco Mode reduces engine torque by 10% in the first eleven gears, again reducing fuel consumption in

- ◀ With the introduction of the CF and XF 2015 Edition, DAF offers a significant number of new features that contribute to fuel consumption efficiency.



daily use by approximately 1%. Most driving conditions don't require full acceleration, and maximum torque can easily be made available at the touch of a button.

PREDICTIVE CRUISE CONTROL

Advanced GPS-technology is used to determine the exact position of the vehicle and to know which driving conditions have to be taken account of over the next 1 to 2 kilometres. In fact, the system 'looks' ahead and anticipates slopes and descents. Within the specified range, Predictive Cruise Control determines the ideal speed and Predictive Shifting selects the ideal gear.

The starting point for both technologies is to drive as long as possible in the highest gear possible and consequently in the optimal rpm range. As the vehicle nears the end of a hill climb, the system strives to stay in a higher gear. If a hill climb is immediately followed by a descent, less fuel is injected before the top of the climb, making use of the vehicle mass to 'push' the vehicle over the top.





SILENT DISTRIBUTION DAF developed the CF Silent for urban distribution during the evenings and at night-time. In the special 'Silent mode', the noise level is no more than 72 dB(A) and enables goods to be loaded and unloaded in areas where evening, night-time or early morning noise restrictions apply. This also makes for maximum efficiency.

THINK BIG DAF introduced a Low Deck variant of the Euro 6 CF and XF tractors. Fitting low profile tyres and adapting the air suspension have enabled the fifth wheel height to be reduced to just 91 centimeters. This means that, within the maximum vehicle height of 4 metres, trailers with an internal height of 3.00 metres can be used, allowing volumes of more than 100 m³.



DAF WINS EUROPEAN TRUCK CHALLENGE

The European Truck Challenge is one of Europe's largest independent comparison tests. Of all the Euro 6 trucks that took part, the XF Space Cab with MX-11 engine prevailed as the truck with the lowest fuel consumption and lowest total cost of ownership (TCO). The icing on the cake was the XF's 'Innovation Champion' award, received on the back of the truck's forward-thinking Predictive Cruise Control and Predictive Shifting functionalities.



**DAF TRANSPORT
EFFICIENCY**

SITRA: "DAF CAME OUT

Belgian firm Sitra's striking orange and white logo can be spotted as far away as Russia. The company has a fleet of 300 DAFs and specialises in the transport of foodstuffs — from powders to end products. "A difficult sector that splits pennies", comments Commercial Director, David Saelens. "Low costs are a must."

Sitra (which originally stood for Saelens International Transport) is a real family business run by David Saelens, one of his brothers and a nephew. David's grandfather bought his first truck in 1962. "He wanted a logo that reflected how proud he felt at that moment in time", tells Saelens. "And so the peacock was born. To this day, the animal features on every one of our vehicles."

MAXIMUM BENEFIT "The margins in our business are so tight that we have to squeeze the most out of what we have, every day", Saelens explains.

"So it's logical that we pay close attention to our cost structure. That's also why we employ four instructors to monitor consumption and train our drivers how to drive as efficiently as possible. What we also do, is publish the fuel consumption figures per driver within the company, so that it becomes a kind of competition of who can save the most."

In the search for Euro 6 vehicles, Sitra took its time to weigh up the options. "Euro 6 was a new start for us, so we decided to give all truck brands a try", explains Saelens. "DAF came out on top. Primarily because consumption was significantly lower."



David Saelens: "Euro 6 was a new start for us, so we decided to give all manufacturers a try. DAF came out on top. Primarily because consumption was significantly lower."

ON TOP"

TESTING PHASE DAF's low fuel consumption also became apparent in daily practice. Saelens: "We were getting 100 kilometres out of 31 litres on our Euro 5 vehicles. With the Euro 6 XF, we're talking the same number of kilometres from 28 litres. That makes a huge difference when you consider that we keep our trucks in service for around eight years, in which time they clock up 1.2 million kilometres." However, fuel consumption wasn't the only reason to purchase the new XFs. Saelens continues: "The price was also a significant factor. As was the quality that we've come to expect from DAF." The choice for the PACCAR MX-11 engine was just as considered: "This engine is almost two hundred kilos lighter than the PACCAR MX-13 engine. Which means we are able to load more, very important in an industry where every last kilo counts. Because ultimately, the more we can transport, the better it is for the customer."

ENTHUSIASTIC The Sitra drivers also influenced the decision to purchase DAF. Saelens: "During the testing phase, our drivers were already enthused by the new DAF XF Euro 6. They're already looking forward to the next series of vehicles being delivered. First of all, they felt proud to be driving such a nice truck. They were especially vocal about the cabin — their DAF is also their home. They not only drive in it, but live in it, too. A happy driver is a good driver, which shows in the figures at the end of the day."

MORE THAN A TRUCK Reliable and efficient transport involves more than just the truck. Saelens: "There's no guarantee that nothing will ever go wrong. If something does go wrong, what matters is that we get vehicles up and running again as soon as possible. Standing still costs money. And so we found the perfect partner in DAF. DAF came out clearly on top." ■



Symbol of pride: the peacock can still be seen to this day on every Sitra vehicle.



WALKERS SHORTBREAD

DAF CF: WITH POWER TO SPARE

“To bake the world’s finest shortbread.” That’s the very succinct mission statement from Walkers Shortbread, the famous old tartan-branded baker based in Aberlour in Scotland.



Indeed, DAF Trucks strives for something very similar; to build the world’s finest trucks, no less – and, in many respects, it does. UK market leader in all the principle weight categories would suggest the maxim holds true.

Established in 1898, Walkers Shortbread is not as old as the hills in which its latest PACCAR PX-7 powered Euro-6 DAF CF 310 FA operates, but the new 18-tonner is certainly at home on the unforgiving Highland roads, with daily deliveries to shops and retailers in some of the

remotest corners of Scotland. “It’s a beautiful part of the world and a paradise for any driver,” said regular driver, Jake Brandie, “but it can be a tough challenge, too. Thankfully, there’s power to spare from the six-cylinder engine, so the hills are never a struggle. The weather can get lively too, but the truck is sure-footed and handling inspires confidence,” he said.

With a displacement of 6.7 litres, the PACCAR PX-7 produces an impressive 231kW (314hp) between 1800 and 2300rpm. Add to this a high torque figure of 1,100Nm and it’s clear why Jake describes his new CF as a ‘hill



flattener'. His new CF is also equipped with AS Tronic six-speed automated transmission – further promoting the truck's overall feeling of effortless progression.

"I was lucky enough to choose my own options on the new DAF," said Jake, "I wondered if an auto gear-box would suit the terrain – the truck is up and down the gears all day – but, I'm delighted to have gone automatic. AS Tronic is so smooth and responsive," he said, "and a real hill-flattener."

Distribution Manager, Brian Shand, added, "The PX-7 engine / AS Tronic gearbox is the perfect combination

THE CF DRIVES TO THE MOST REMOTE AREAS OF SCOTLAND ON A DAILY BASIS.

– powerful, quick gear changes and strong retardation on long descents. I'm very impressed with 12.5mpg, too."

The new Euro-6 CF joins an existing Euro-5 DAF CF 65.300 which has been in service for three years. Having now clocked-up over 250,000km, it's currently being replaced with a second Euro-6 CF, identical to Jake's. Both trucks are supplied on three-year 'Hire-Plus' packages through PACCAR Financial – an 'all in' funding arrangement that combines an Operating Lease with DAF Multi-Support Repair & Maintenance. While vehicle acquisition was made through DAF dealer, Norscot Truck & Van in Aberdeen, service and maintenance is undertaken by DAF's aftersales facility in Elgin, Sheriffmill Motor Company.

"I can't speak too highly of the DAF dealer support team," added Shand, "they're cracking boys! In this part of the world, dealer support needs to match the quality of the truck," he said. For the makers of the world's finest shortbread, it appears DAF's CF 18-tonner lives up to this customer's reputation. ■

DAF ECODRIVE⁺ TRAINING: STRUCTURAL FUEL SAVING



Predictive Cruise Control, Predictive Shifting and EcoMode show their true colours on hilly terrain. This is why the EcoDrive⁺ training takes place primarily in hilly areas.

In international road transport, fuel represents the second most important cost item for the transport operator after the driver's costs. Considerable cost savings can be achieved thanks to the innovations DAF has introduced under its Transport Efficiency programme: Predictive Cruise Control, Predictive Shifting and EcoMode. But these innovations are only effective if the driver actually uses them. This is exactly why the DAF EcoDrive⁺ training was developed.

TEXT: HENK DE LANGE

The driver of a 40-tonne XF combination first acts surprised when, almost at the top of a hill, the truck all of a sudden "takes its foot off the throttle". "It's fine", the instructor assures him. "Predictive Cruise Control knows that after the top of the hill, there must be a decline. The truck's own mass is used to push it over the top of the hill. It isn't actually necessary to keep the throttle floored. Which saves fuel."

EVEN MORE ECONOMICAL DRIVING The driver in question isn't just any driver. He is a trainer at DAF Poland. It's his job to go on and train drivers of transport companies. "Our DAF EcoDrive⁺ training teaches drivers to drive even more economically whilst getting the most out of their truck", says Robert Bakermans, Commercial Training Manager at DAF. "Saving fuel is actually mainly a question of the driver paying attention. A poorly adjusted spoiler can lead to an extra 10% fuel consumption. Tyres that are 20% too soft lead to an additional 2.5% fuel consumption."



Robert Bakermans: "Our DAF EcoDrive+ training teaches drivers to drive even more economically, whilst getting the most out of their truck."

These are the sorts of things we cover on the DAF EcoDrive+ training. Learning how to use the various electronic systems optimally is another important part of the course. This training is offered in multiple countries and can result in structural fuel savings. And the fact that drivers learn to anticipate better in traffic not only helps to save fuel but also reduces wear and tear on tyres and brakes."

TRUSTING THE SYSTEM And so back to the trainer at the beginning of this story. This was his first experience of Predictive Cruise Control, Predictive Shifting and Eco Mode. "A revelation", he says at the end of his drive. "These technologies signal a new era. An era in which the driver has to trust in the vehicle more than ever. Some drivers will show resistance, thinking they know better. It's our job as trainers to convince them otherwise." ■

UELI BRUDER, BERTSCHI AG: "TRAINING EVERY TWO YEARS"

Swiss firm Bertschi AG is one of Europe's largest intermodal transport companies, specialising in liquid and bulk goods, with offices in Russia, Turkey, the Middle East, China, Singapore and the USA, as well as numerous European countries. 60% of Bertschi's transported goods travel by rail, 20% by sea and the remaining 20% by road. "20% may not seem like much, but it equates to around 85 million kilometres per year", explains Ueli Bruder, Head of the Technical Department at Bertschi. A significant proportion of the truck fleet is DAF: "We have about 500 in total", says Bruder. "95% of those are CFs; the other 5% are XFs."

Focus on fuel

"With such a high number of kilometres covered, it's no wonder we're focused on minimising fuel costs", Bruder continues. "The DAF EcoDrive+ training plays a key role in this. Our own trainers attend these trainings very regularly, every two to three years. What they learn, they then pass on to our drivers. Bruder confirms that training translates into concrete results: "When combined with an 85-km speed limiter, the DAF EcoDrive+ training saves us an additional 4% on fuel. You can work out for yourself what the yearly saving is."



HEADING INTO THE BALKANS WITH THE DAF XF

"THE XF WAS ALREADY TOP NOTCH AND NOW IT'S EVEN BETTER"

A trip in a new DAF XF 460 Super Space Cab from the Netherlands to Slovenia and Croatia might sound like an adventure, but for Balkan route veteran Anton van Lith, it's part of his daily job. DAF in Action joined him in the newest truck to join the fleet of G. van Doesburg of Zaltbommel. "Once a DAF, always a DAF."

TEXT: IEP VAN DER MEER

It's Monday afternoon when we leave the Dutch town of Zaltbommel. Our load consists of items for various customers in Southern Germany, Slovenia and Croatia. These are the first few kilometres the new DAF XF 460 Super Space Cab has driven. Anton: "Last week I was at home, setting the vehicle up and preparing it. I like everything to be in its proper place. Plus, I wanted my TV and converter in there. Other things too, like a water tank behind the cabin and a clasp for the snow chains, I feel are important. I live and work for weeks in my truck. Everything has to be just right."

ONCE A DAF, ALWAYS A DAF This is already the fifth Super Space Cab Anton's had as his permanent vehicle. "I tend to drive a truck for five years. At around 150,000 km a year, you're looking at about eight hundred thousand kilometers in total. Van Doesburg really takes our preferences into account. Still, he did ask me to try something else after I'd had three DAF Super Space Cab trucks. I wasn't keen, but gave it a go. I stuck with it for a year, but the truck and me just didn't match". At the end of that year, I told my boss as much, and he started laughing. He saw it coming





and had already ordered me a new DAF... Super Space Cab, of course."

ECO ROLL Meanwhile, we're making tracks. The MX13 Euro 6 engine is particularly quiet. It's really become a completely different truck. This one's much quieter than my last DAF, and also a more comfortable ride", says Anton. The DAF XF is also fitted with Eco Roll and the Driver Performance Assistant. This tool stimulates the driver towards using the minimum fuel required. In addition, the truck also has the new and improved MX Engine Brake. "The

switch now has three modes and works a treat", says Anton. "We have about twenty tonnes in the back and the engine brake keeps the whole lot nicely in place."

NIGHT LOCK Once we've dropped off at two destinations near Augsburg in Germany, we drive on into Austria. First, we get a new Go-Box to allow us to pass through the Austrian toll roads, then it's on to the Alps. It's dark by now, so we decide to grab something to eat. We carry on after dinner, intending on getting some sleep in Slovenia. Anton sleeps in his truck ▶

"We transport pretty much anything, except bulk and livestock", says Dyjan van Doesburg, Operations Manager at Internationaal Transport G. van Doesburg of Zaltbommel. "We've evolved from a traditional transport company into more of a freight forwarder", says father Gijs, General Manager of the family business.

"The company obtained AEO certification which allows us to store customs goods in our own 10,000-m² warehouse. From there, we coordinate the distribution throughout the Benelux region.

We also offer air and sea freight services, and for many of our clients we organise and deliver their worldwide logistics." Van Doesburg employs a total of 80 people. The fleet includes seven DAF trucks, three of which are DAF XF Euro 6 models.



Anton van Lith in front of his shiny new Super Space Cab – his fifth.



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Bespaar elk jaar tot € 2.000 per voertuig.*

De nieuwe Fuelmax Stuur- en Trekasband in combinatie met de efficiënte rolweerstand van de Marathon LHTII om u elk jaar tot €2.000 te besparen aan brandstofkosten per voertuig in vergelijking met het gemiddelde van de geteste concurrenten en tot €1200 in vergelijking met zijn dichtste concurrent.* Lees er meer over op www.goodyear.eu



*Geschatte brandstofbesparing berekend door Goodyear GIC*L in vergelijking met het gemiddelde van drie leidende concurrenten gebaseerd op de TUEV SÜED rolweerstand test (No. 7625746) voor een tractor-trailer combinatie op maat 315/70R22.5" voor de Stuur- en Trekasband en 385/55R22.5" voor de Trailerband, uitgaande van een gemiddeld brandstofverbruik van 34L/100km, een kilometrage van 150000km/jaar en met een gemiddelde brandstofprijs van 1,35 €/liter. Effectieve resultaten kunnen variëren gebaseerd op, maar niet beperkt tot, weg en weer condities, rijstijl, slijtage condities, bandenmaat, bandenspanning en onderhoud van het voertuig.

GOODYEAR

MADE TO FEEL GOOD.



The Slovenian roads are in great condition

more often than he does at home, so the bunk is important. "I have colleagues who, whenever they get a new truck, is have a bunk custom made for them. You don't need to do that in a DAF. A good bunk comes as standard. It's wide, long and nice and thick, just like my bed at home." Once we've closed the cabin hermetically with the DAF Night Lock, it's time to draw the curtains.

RITUALS After a sound night's sleep, Anton begins his morning ritual. First, he puts a coffee machine on the dashboard. But not before he's laid down a tea towel to protect the dash. "I like to start my days off slowly. With a good cup of Dutch coffee." After our coffee and breakfast, taken from the large DAF fridge, we drop off eleven pallets of rice just outside of Ljubljana. We then continue to Porec in Croatia, where we unload an excavator. The Slovenian roads are in great condition. As are the local truck stops.

NARROWING As we progress, Anton is getting more and more used to his new DAF. "The steering is even tighter and everything just feels better. It's a completely different vehicle. Better than I

thought it would be." The roads heading out towards the coast from the harbour town of Koper are getting narrower and narrower. A few clouds hang over the Adriatic, impairing the view slightly, but not enough to stop it from being a stunning vista. Anton is clearly enjoying being home from home. He's a real veteran of these routes. It isn't by chance that Hrvatska (Croatia) and Slovenija (Slovenia) are written on his side skirts.

CAMPING TRIPS We drop off the excavator at the customer — a Dutchman who lives in Croatia. "We've got a solid network of repeat customers here. Everything we load now gets unloaded in Zaltbommel. From there, it gets stored or re-distributed. That's where our strength lies. We prefer to leave driving full loads from A to B to others." Resolute and relaxed, Anton steers the combination along the narrow roads through the pretty landscape.

ONE OF THE FAMILY More items are loaded up in Naklo, which is also where we spend the night. "This company looks after the local distribution of small consignments for us. You need local



Anton sleeps more often in his truck than he does at home.

partners like this. We've been working with them for a very long time now. I'm one of the family here." The next morning—after the obligatory coffee—we begin our return leg in comfort. With two drivers on board, it can be driven in a single shift, allowing us to arrive in Zaltbommel by Friday evening. For Anton, the trip was time well spent getting to know his new XF. "I'm impressed by the number of ways DAF has further improved the new XF. In my mind, the XF was already top notch, but now it's even better." ■

RENÉ BRUIJNE ON EUROPEAN ROAD TRANSPORT: "THE GREATEST LEAP FORWARD IN EFFICIENCY IS ONLY JUST ARRIVING"

"Of all the modes of transport, over the past 25 years, road transport has achieved the fastest and biggest leaps forward towards cleaner and more efficient transport", says René Bruijne, Director of the Dutch consignment note institute, Beurtvaartadres. "This should be a clear sign to Europe to standardise ICT within transport without further delay. We need this more than ever if we are to use all those efficient materials in a super-efficient way."

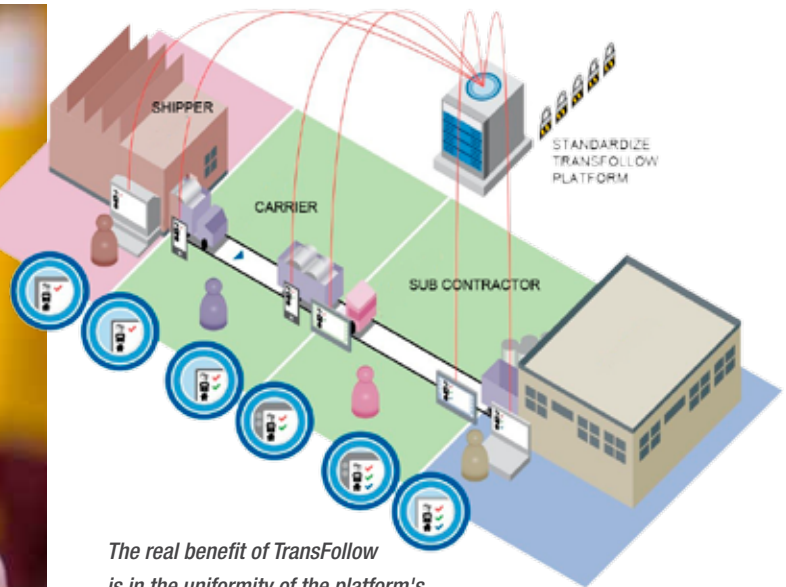
TEXT: BERT ROOZENDAAL

René Bruijne knows better than anybody how important standard protocols are in transport. That's why the through-and-through Dutch Beurtvaartadres has been making sure that there has only been one standard domestic transport document in the Netherlands since 1685 (!). It's also what the international CMR consignment note was derived from. Beurtvaartadres and partner organisations recently launched the community platform TransFollow, which will introduce a digital version of the (CMR) consignment note (www.transfollow.org). TransFollow saves transporters between €2.50 and €6.00 in administrative costs per consignment. The real benefit of TransFollow is in the uniformity of the platform's electronic standardisation. This uniformity is what allows all parties in the logistics chain to exchange uniform information in real-time. "What this does is make logistics chains future-proof, so that we can use our trucks more and more efficiently. Consider information communicated to the receiver in real-time about the expected time of arrival of a truck, which then gives the receiver the chance to have a dock free for when the consignment arrives. This in turn means that the drivers can be on their way again quickly. Planning can also benefit from more information, which will result in higher loading percentages."



René Bruijne: "The greatest leap forward in efficiency is only just arriving."

MORE EFFICIENT TRANSPORT If Europe wants to get cleaner and avoid a logistical breakdown, then transport needs to become more efficient. Up until now, Brussels has focused on Euro emission standards and modal shift. "The industry has provided cleaner trucks and will continue to do so. But the Euro 6 is already so clean that further improvements would be minimal. And it has no impact on road congestion. If we really want logistics within Europe to become more efficient and fit for the future, then we



The real benefit of TransFollow is in the uniformity of the platform's electronic standardisation. This uniformity is what allows all parties in the logistics chain to exchange information clearly and in real-time.

need to ensure that loads being delivered are handled more effectively. This is possible by using large vehicles such as EcoCombis. But Europe's not ready for that yet. A smarter and shorter route would be through ICT", says Bruijne.

INTRICATE TRANSPORT "Regardless of what modal shift we end up with, that isn't where the greatest change will be. Rather, it will be in the finely meshed transport between B2B and B2C that we'll see the biggest change. Over the next five to ten years, we'll see these two forms merge together more and more. Transport operators are already recognising that it isn't the shipper but the receiving party that's calling the shots more and more often. Whether it be a consumer ordering a settee, or a large supermarket chain that wants to strictly specify deliveries to its distribution centres. It does make sense in a way — ultimately, it's the end user (addressee) that's paying for the transport. This has huge consequences for the transport operator. There are already large receiving parties in the UK and the Netherlands that requires planners to log in to their in-bound goods portals. To then have to pay one Euro per truck for a slot time to be able to unload your vehicle!"

STANDARDISATION OF INFORMATION The more businesses and consumers are ordering online, the more influence they

expect to have on the delivery times. To do this, there needs to be a better exchange of information between the sender/transporter and the recipient. Standardisation of information exchange is crucial to avoid corporate receivers prescribing more of their own ICT protocols.

A DIFFERENT DELIVERY TIME Yet Bruijne is of the opinion that receiving parties could live with consignments arriving at a different time, provided that there is some pay-off or they were given a choice. For example, if delivery is cheaper if it can arrive at some point during the week, and more costly if required at a specific time. "The first transporter to offer better ICT also has a very interesting USP for shippers who can also generate additional income from it."

FRAGMENTED INFORMATION Bruijne feels that all the information required has already been around for a long time. "But it's very fragmented and disjointed. The Netherlands has opted for an open standard in TransFollow. But it is miles ahead of other countries in this respect. That's why we urgently need a Europe-wide standard for the benefit of both senders and transporter operators. Alas, I'm not convinced the politicians can realise this. Just look at how many toll boxes a driver needs to have in his truck. The transport sector, on the other hand, should be able to make it happen, as it's been done before. In the retail branch, for instance, which uses the same barcode system worldwide. And Beurtvaartadres also managed it with a standard CMR consignment note. As far as I'm concerned, the ball is firmly in the transport sector's court." ■



Whether a driver, fleet manager or workshop engineer, Stoneridge's customers always have a say in what goes into their latest Digital Tachograph, and the SE5000 Exakt Duo² was no exception. Following the success of the Duo Technology, offering drivers handy countdowns on drive and rest times, and useful warnings when nearing the driving limits, Stoneridge wanted to give customers more.

DRIVING EFFICIENCY WITH THE EXAKT DUO²

The Duo technology now includes Working Time Directive calculations meaning that drivers doing a lot of non-driving work will have a new screen that warns them when approaching their Daily and Weekly Working Time limit, keeping them more informed, and helping to reduce infringements and costly fines.

As well as this there are also real time ferry & train calculations, enabling drivers to get an accurate view of remaining drive and rest times when travelling by ferry or train. To see the benefit of these features to the fleet we spoke to Mark Hailwood, Fleet Manager at GBA Services.

A European specialist in priority freight transport, GBA Services has been operating since 1988. The Managing Director, David Birkbeck is committed to using the latest technology available to the fleet market. GBA Services uses state of the art vehicle telematics covering all of

Europe which also incorporates on-board cameras in all their DAF vehicles.

A customer of Stoneridge for over 10 years, in 2011 they were looking for a remote download solution and opted for the SE5000 Exakt with the digiDL remote download unit.

Mark said, "We have vehicles going to Europe for 3 or 4 weeks at a time, who wouldn't be able to come back to base to download their tachograph data within the legal limits so the Stoneridge solution is ideal for us. It has simplified the whole process, meaning an increase in vehicle utilisation and a decrease in the overall amount of time taken for tachograph analysis."

On the Duo Technology he adds, "The drivers use the countdown feature a lot as it is really useful for avoiding infringements. We have definitely seen

"WE HAVE DEFINITELY SEEN A REDUCTION IN INFRINGEMENTS OVER THE LAST COUPLE OF YEARS THANKS TO THE DUO."

a reduction in infringements over the last couple of years thanks to the Duo. Overall we're delighted with the Duos, drivers find the whole system much easier and convenient and the level of support we have had from Stoneridge has been outstanding." The SE5000 Exakt Duo² is the smartest One Minute Rule tachograph yet!

Find out more about its benefits or how to use it at www.SE5000Exakt.com or call Stoneridge now on 01382 366 400. ■

"WE'RE DELIGHTED WITH THE DUOS, DRIVERS FIND THE WHOLE SYSTEM MUCH EASIER AND CONVENIENT AND THE LEVEL OF SUPPORT WE HAVE HAD FROM STONERIDGE HAS BEEN OUTSTANDING."



DAF AND TNO DEMONSTRATE THE 'ECOTWIN'

AUTONOMOUS DRIVING NOW A REALITY...

During Automotive Week, DAF and TNO demonstrated the 'EcoTwin' project in front of the Dutch Minister of Infrastructure and the Environment, Schultz van Haegen and her Belgian colleague Galant. This demonstration on a closed-off road showed two truck combinations – wirelessly linked via WiFi – driving a short distance from each other using radar and camera information, with the driver in the second truck not being required to accelerate, brake and steer.

Two-truck platooning is the name for the concept where two trucks cooperate by driving a short distance from each other using automated driving technology. The aim of the EcoTwin test with TNO—the Netherlands Organisation for Applied Scientific Research—was to demonstrate how the second vehicle could follow the first automatically and at a short distance away. Radar and camera information guided the process, while both vehicles were connected via wireless communication. Acceleration, braking and even steering all took place automatically on the second vehicle.

ON THE ROAD IN 2020 "Just because we have showed that automated platooning with two trucks is technically feasible, that doesn't mean that we are actually there yet", says Ron Borsboom, member of the Board of Management of DAF Trucks N.V. and responsible for product development. "We still need to do quite a lot of development work to ensure that the technology is completely reliable in any situation. Issues like legislation, liability and acceptance also have to be taken care of properly."



Ron Borsboom: "We still need to do quite a lot of development work to ensure that the technology is completely reliable in any situation."

10% LESS CO₂ EMISSIONS The next step after the demonstration is to test the EcoTwin at the Rotterdam harbour. As part of the project with TNO, the aim is to have both truck combinations drive as close as possible to each other to reap the full aerodynamic benefit. In the longer term, this should result in fuel savings of 10%, as well as a reduction in CO₂ emissions. "Truck platooning"—where acceleration, braking and steering are all automated in the second vehicle—is no longer a

far-fetched idea. It is predicted that this technology will be available on the market in between five and seven years' time. Among the benefits are making maximum use of the road area and up to 10% savings in fuel consumption, as well as reduced CO₂ emissions. ■





TSA: PASSIONATE ABOUT TRANSPORT

"INCREASED PRODUCTIVITY THANKS TO DAF"

"Wine" and "France". These are two words that go well together. That may be so. But beer is also a very popular drink in the North of France. In Saint-Omer, near the Strait of Dover, the Brasserie de Saint-Omer brews no fewer than thirty different types of beer and with great success. Some even say it's the best in France. To transport his beer, founder André Pecqueur started his own transport company in 1999, TSA, with its head office in the nearby Saint Arnould.



TEXT: HENK DE LANGE

As soon as you enter the TSA office, you sense the vibe: relaxed yet focused work happens here. No flash offices, no big cars, but pure, no-nonsense, hard graft. "We're passionate about transport." Company Director, Patrick Wecxteen, gets straight to the point. It's apparent from his body language that he really means what he says.

SALES GROWTH In defiance of the general trend, TSA is doing very well indeed. "Between 2011 and 2014, sales revenues grew by 30%", says Wecxteen. "And no, not because of the growing success of the brewery — when we started up back in 1999, we depended 85% on beer transport. Nowadays, that figure is between 20% and 25%. Growth has come about mainly through other customers." So what is the secret to TSA's success? "Relationship management is key in our day-to-day work. Our main objective is to serve our customers as best we

can. TSA's service offering is built on three pillars: highly qualified staff, excellent organisation and good vehicles."

500TH DAF In terms of the latter, TSA's fleet consists of 220 DAFs, all XFs. TSA recently purchased its 500th DAF: an XF Euro 6 Super Space Cab with PACCAR MX-13 engine and leading rear axle. "70% of our clientèle is in the UK", Wecxteen explains. "Meaning that we regularly drive with GCWs of 44 tonnes. Which explains the leading rear axle."

CONSUMPTION Fuel also represents a large proportion of TSA's overall costs. It comes as no surprise that the initial consumption figures of the new Euro 6 vehicles were eagerly awaited. Wecxteen: "Although our drivers haven't had any training, the average consumption is still only 29.2 litres per 100 kilometres. That is, with a GCW of 44 tonnes. Once the



Brewer André Pecqueur started his transport company, TSA, in 1999 to be able to distribute his beer.



*Fabrice Declercq,
Operations Director:
"To attract good drivers,
you need good trucks."*



*Patrick Wecxteen:
"Relationship
management is key in
our day-to-day work.
Our main objective is to
serve our customers as
best we can."*

drivers are fully trained, I am certain this figure will be even lower. Our goal is to reach below the 28-litre mark."

DRIVER PERFORMANCE ASSISTANT One thing that will certainly help with that is the Driver Performance Assistant, which is fitted on every DAF Euro 6. This tool guides the driver towards using the minimum fuel required. The DPA provides detailed information on how much fuel has been consumed, the way in which the driver has anticipated traffic movements and braking behaviour. Fabrice Declercq, Operations Director, sees even more advantages in this clever tool: "A driver who follows the instructions of the DPA doesn't only save on fuel, but also on the costs of brakes and tyres, which aren't insignificant."

ROOMY & COMFORTABLE Talking about drivers: what are their thoughts on the new work horse? "As Patrick said, one of our three pillars is properly qualified staff", emphasises Declercq. "To attract good drivers, you need good trucks. The drivers are very enthusiastic about the XF Euro 6. More comfort, less noise, even better driving qualities, even smoother gearbox. That's before we even touch on the cabin space. Compared to its predecessor, the Euro 5, the comfort of the XF Euro 6 has been improved even further. And the old one was excellent as it was."

UNDERSTATEMENT It's no surprise to say that TSA is happy with its DAFs. "You need reliable gear if you're going to be able to service your customers optimally", Declercq claims. "And that's why we chose DAF. Our fleet has an operating rate of 98%. Thanks to DAF, we've been able to further improve our productivity." ■

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ONE MILLION **KENWORTH TRUCKS**

Party time at the Kenworth factory in Chillicothe, Ohio. The factory produced its millionth Kenworth since the brand was founded in Seattle back in 1923. The lucky recipient? Loyal customer, TransAm Trucking.

The festive handover of the jubilee truck—a Kenworth T680 with PACCAR MX-13 engine—took place in the company of a large group of Kenworth employees.

EXCELLENT PERFORMANCE

"We are extremely happy with our Kenworth T680 trucks with PACCAR MX-13 engine", comments Russ McElliot, Director at TransAm Trucking. "Factors such as low fuel consumption, driver comfort and reliability make the T680 our truck of choice. Our partnership with Kenworth is a very successful one and we are honoured to be able to receive this millionth truck."



Murray Droescher (Chief Financial Officer) and Russ McElliot (Director) of TransAm Trucking, Gary Moore, Kenworth General Manager and PACCAR Vice President and Preston Feight, Kenworth Assistant General Sales and Marketing Manager.

PETERBILT ICON



Peterbilt has been synonymous with the typical American truck for decades; the blueprint for and inspiration behind all American trucks designed to this day. With the 'Pride & Class Model 389', Peterbilt is introducing a model which incorporates various style elements from the iconic brand's rich history. Its interior is extremely luxurious, with accents of wood and chrome. The special four-spoke leather steering wheel and leather chairs with special 'Pride & Class' badge complete the whole.

"The new Pride & Class 389 Model is the epitome of cool design and legendary craftsmanship", says Darren Siver, General Manager of Peterbilt and PACCAR Vice President. "A tribute to a classic that continues to innovate."

HEAVY DUTY COMMERCIAL TRUCK OF THE YEAR 2015

The Kenworth T880 with PACCAR MX-13 engine has been crowned Heavy Duty Commercial Truck of the Year 2015 by American Truck Dealers (ATD).

This year, the competition focused on the vocational and heavy duty truck segment. As part of the judging process, the jury performed test drives and all candidates were assessed on innovation, design, safety, ergonomics and comfort.

The Kenworth T880 was developed for customers who operate in the fields of sand and concrete, oil extraction, heavy

transport, the wood industry or waste collection. The truck comes as standard with a 500-horsepower PACCAR MX-13 engine.

"Our winning the title this year reinforces the positive feedback we've been receiving from customers on the T880 in terms of performance, comfort and noise level", comments Preston Feight, Kenworth General Manager.



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