

IVECO TRUCK SCENE

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Tough Trakker

Sometimes half the challenge in a job is getting to the work site – **not for Aussie Hydrovac Services**

DAILY WORK-READY RANGE • NEW STRALIS CBOC • ACCOS BY THE BOOKS • CHERRY ON TOP

C O N T E N T S

+ NEWS	3
+ NEW RELEASES	6
+ FEATURE -	
ACCOs by the Books	11
Ask Boral subcontractor Ross Books what the best concrete truck is, he'll tell you it's the ACCO – he's been using them since 1986.	
+ FEATURE -	
AHS Tough Trakkers	14
Sometimes half the challenge in a job is getting to the work site, but not for Aussie Hydrovac Services who take their Iveco Trakkers well beyond where the roads end.	
+ FEATURE -	
Cherry on top	17
Nifty-Lift's Daily Elevated Work Platform (EWP) is a real high achiever. In fact insofar as EWPs are concerned there is no higher available in Australia on a car licence LCV platform.	
+ INSIDE IVECO	20
+ READER RIGS	22
+ PARTS & SERVICE	23
+ IVECO DEALER NETWORK	24

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W E L C O M E

Hello and welcome to the final edition of *Iveco Truck Scene* for 2015. Twenty-fifteen has been a big year on many fronts. Earlier this year we successfully launched the award-winning Daily van and cab chassis range in Australia. Over the ensuing months sales have grown strongly as buyers have recognised the many benefits the latest Daily range delivered.

In this edition you'll learn how we're further increasing the attraction of the Daily, by offering two 'work-ready' models, to save buyers time and money.

In other product news, Iveco's heavy duty Stralis 8x4 model is now available in a 'clear back of cab' variant. It potentially increases productivity for owners through additional load space and reduced tare weight. Buyers wanting a bonneted model with a clear back of cab can of course access this specification in our Powerstar range.

Product aside, Iveco is working hard to introduce even better and more flexible support services such as the 'Active Plus' program. Active Plus introduces a new way of thinking for purchasing and maintaining commercial vehicles.

The program is available on all Iveco medium and heavy duty trucks and provides a total customised truck lease ownership experience tailored to best suit the owner's business needs.

Once the right truck specification is selected, the owner chooses from one of four service and maintenance programs, furthermore, they can choose from one of Iveco's extended warranty options (if they require it), and they cover the cost in a single fixed monthly payment. And after two, three, four, or five years, they can return to their Iveco dealer and upgrade to the latest model.

This edition of *Truck Scene* also puts the operations of some of our Iveco customers under the microscope, to see how our trucks are benefiting their business.

Our cover story on Aussie Hydrovac Services is a great example of how correctly specifying a truck to suit the application can pay dividends. In the case of this company, its two Iveco Trakker 6x6s are allowing it to provide more cost effective services to its clientele, while minimising its own vehicle fleet maintenance costs.

Of course, when you talk whole of life costings, it's difficult to go past the venerable ACCO. It's tough and reliable, and that's particularly important in the concrete industry. In this edition we meet Boral sub-contractor Ross Books, and learn why purchasing the latest ACCO model was an easy choice for him.

Rounding out our customer stories is Melbourne-based Nifty-Lift. The company has recently launched the highest elevated work platform available in Australia on a car licence light commercial vehicle, and has chosen the Daily cab chassis as the preferred platform for the product.

This edition of *Truck Scene* also features our regular department updates, such as from the Parts department who share some interesting information on the importance of fuel filters.

We are looking forward to an exciting 2016 with a host more improvements and offerings to be introduced across all facets of our business. Please enjoy the magazine and all the best for a safe and enjoyable festive season.

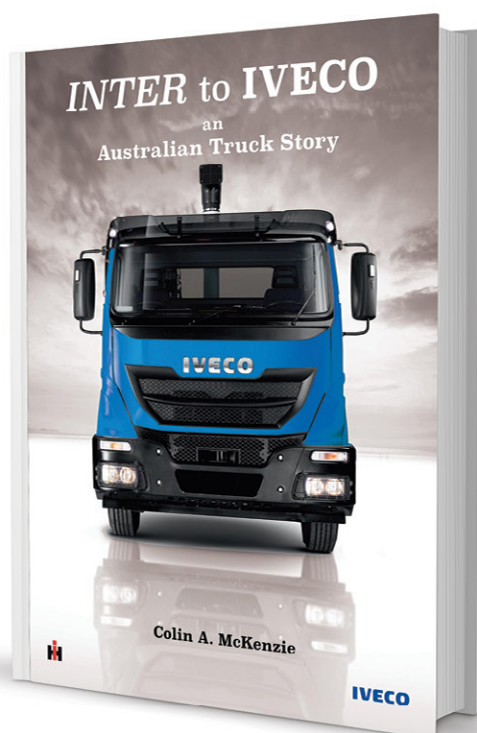
Michael Jonson,
MANAGING DIRECTOR - IVECO AUSTRALIA

IVECO
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IVECO GOES SOCIAL

In the last edition of *Truck Scene*, we brought you news of Iveco's new website. Now we're pleased to announce that our on-line presence has been strengthened with dedicated Australian social media sites, Facebook and Youtube.

The sites can be accessed directly from www.iveco.com.au and are regularly updated with Australian and international content.



NEW BOOK 'INTER TO IVECO'

The launch of the new book 'Inter to Iveco – an Australian Truck Story' captures the rise and fall of the International Trucks brand in Australia, and its subsequent acquisition by Iveco in the early '90s.

The book provides an overview of International truck models since the early 1900s, along with Australian-produced examples and specification summaries from 1952 onwards.

According to the author, Colin A. McKenzie, International Harvester was an extremely important company in Australia, responsible for many years of innovation and wide scale manufacturing employment.

"I thought this story was one worth sharing and needed to be documented for the future," Mr McKenzie said.

"Having spent some time at Iveco during the writing process, it was pleasing to see that there was still a good deal of Australian engineering taking place at the facility – the operation was still working with the same intent as when it was started: manufacturing to suit the local market."

Iveco is celebrating the publication 'Inter to Iveco' by giving away 10 copies of the book to the first 10 people to send a photo of their ACCO along with a few accompanying words about the truck. For your chance to win, please send entries to ivecotrucks@imab2b.com

AVIDA NOTCHES HALF TONNE

Congratulations to leading Australian RV, motorhome and caravan manufacturer, Avida, who celebrates its 50 year anniversary this year.

To commemorate this significant milestone, the company has launched several new products including the stunning 2016 'Esperance' models, built exclusively on the latest Iveco Daily 50C17 cab chassis.

The models are packed with a broad range of standard features and larger slide out options, making them the largest motorhome available in its class that can be driven on a standard passenger car licence. The Esperance is luxurious and functional, and using the Daily platform, it's also beautiful to drive.

Avida's 50th anniversary Esperance.





IVECO PRESENTS AT VIC MANUFACTURING SHOWCASE

Iveco recently participated at the 'Victorian Manufacturing Showcase 2015', displaying three of its locally-manufactured truck models and joining a select group of other industry leaders to discuss growth and collaboration within the sector.

Opened by the Hon. Lily D'Ambrosio MP, Minister for Industry and Minister for Energy and Resources, and hosted by ABC's Ticky Fullerton, presenter of The Business Program, the event sought to promote Victoria's current manufacturing efforts, create dialogue and exchange ideas on how to strengthen the industry's viability into the future.

Representing Iveco's parent company, CNH Industrial was Ron Grasso, Head of Corporate and External Affairs, APAC-ANZ, who presented on the theme of 'growth through collaboration'.

According to Mr Grasso, despite the doomsayers, the future of manufacturing in Victoria and other parts of Australia remained promising, but faced some serious transformational challenges particularly over the next five years.

"It is difficult for local industry to compete in a traditional model producing high volume products – Australia simply lacks

the domestic scale to successfully underpin this method, and in some industries export opportunities are relatively limited, compounding the problem," Mr Grasso said.

"Where opportunities do exist, is in agile and flexible manufacturing of niche volumes that provides for customer-tailored solutions. Our (Victoria's) local manufacturing base has the potential to be very good in this area."

(l to r) Iveco Marketing Manager, Darren Swenson; Iveco Plant Manager, Edoardo Bozzola; ARM Group Australia General Manager, Jill Walsh; Chisholm Institute of TAFE CEO, Maria Peters and CNH Industrial Head of Corporate Affairs APAC-ANZ, Ron Grasso.

TWO YEARS' FREE SERVICING EXTENDED[#]



WITH FINANCE AVAILABLE FROM A LOW 2.99% P.A. FOR 3 YEARS*

Available until 31 February 2016, buyers can purchase the award-winning Daily van or 4x2 cab chassis range and have their servicing covered, including parts and labour, at participating Iveco dealerships.

Iveco Trucks Australia Marketing Manager, Darren Swenson, said the free servicing offer would appeal to many prospective buyers.

"With Iveco covering servicing costs for two years, all operators need to worry about is fuel, rego and insurance – the Daily's already low maintenance costs are now even further reduced," Mr Swenson said.

"When running your own business, every saving helps the bottom line and this initiative could potentially save customers several hundred dollars per year.

"Combine this offer with the Daily's standard warranties of three years / 200,000 km and three years of complimentary roadside assistance, and the ownership experience essentially becomes hassle-free."





SKIPPER CHARTS COURSE TO EXPANDED SITE

Existing Iveco customers along with buyers in the market for new commercial vehicles, will be the beneficiaries of a number of recent enhancements to Iveco's growing dealer network.

In Western Australia, the former WA Iveco has moved to a larger location at 28-32 Kewdale Rd, Welshpool, and reverted to its original name 'Skipper Trucks'.

The spacious premises allows the dealership to display a broad selection of new Iveco trucks from the 'International Van of the

Year'-winning Daily, to the top-of-the-range Powerstar 7800 Road Train prime mover. Skipper Trucks also stock Iveco's entire off-road range of vehicles and a wide selection of used vehicles.

The new facility includes a state-of-the-art service area fitted with all the latest vehicle diagnostic equipment and 20 service bays. To celebrate the expanded servicing infrastructure, Skipper Trucks is offering free semi-trailer inspections when a prime mover is serviced.

The dealership's genuine parts inventory has also been bolstered, allowing the dealership to carry a larger range than previously available, minimising vehicle downtime.

Also on offer for customers is a well-appointed lounge with coffee and entertainment facilities, providing an area to relax while vehicles are being serviced.



HI-WAY I EXTENDS

Leading Queensland Iveco truck dealership group, Hi-WAY I, has recently increased the number of its dealerships to seven, after acquiring Iveco franchises previously owned by MacQuarrie Corporation.

The two new dealerships are located in Cairns and Townsville. The Townsville branch is at a new location with expanded facilities at 23-27 Langton Street, Garbutt. The new site features a larger service department, sales and parts areas to better suit the needs of customers in Northern Queensland.

The operations are overseen by Hi-WAY I General Manager – North Qld, Anthony Baxter, who has made the transition from MacQuarrie Corporation along with most of his previous staff.

The recent acquisition sees the dealership group become true to its 'Highway I' namesake, with a string of dealerships now running from just north of Brisbane all the way to Cairns.

In other Hi-WAY I news, its Iveco authorised Parts and Service outlets in Maryborough and Forest Glenn, Queensland, have been appointed Daily van and cab chassis dealers.



MORE PARTS & SERVICE COVERAGE

To further broaden Iveco's Parts and Service coverage, new authorised outlets have been appointed in Horsham and Birchip in Victoria via O'Connors Parts and Service; in Hobart through Denny Mechanical Parts and Service and in Queanbeyan ACT through Express Truck Service.

IVECO'S RACING VISITS



Craig Lowndes (l) and Jamie Whincup share some stories with Iveco staff.

Since the last edition of *Truck Scene*, Iveco's Dandenong manufacturing facility has hosted several of Australia's leading race car drivers, including Red Bull Racing Australia drivers, Jamie Whincup and Craig Lowndes.

Having spent the year using two Iveco Stralis AS-L prime movers to haul their B-Double race car transporters, the pair visited to see where the trucks were assembled and modified for the Australian market.

For Lowndes, the visit to Iveco was somewhat of a homecoming, having previously toured the plant early in his V8 Supercar driving career with the late Peter Brock, as part of the Holden Dealer Team.

Lowndes commented that the facility had changed markedly since his first visit.

"The manufacturing plant has been considerably upgraded and enhanced since the last time I was here almost 20 years ago," he said.

"It's impressive to see the quality of the products that are being built and

assembled here by Iveco – there's been a lot of investment and the products being produced are world-class."

Next up were television personality and avid motor racing participant Grant Denyer and professional driver Tony D'Alberto.

The pair who currently campaign a Ferrari 458 for Maranello Motorsport in the Australian GT Championship, recently visited Iveco, spending time with staff and touring the assembly line.

As an added bonus, the race car was also on site, arriving in the team's Iveco Stralis ATi car transporter. The Stralis ATi is powered by a 450hp Cursor engine and tows a single enclosed trailer that houses up to four of the exotic race cars to race meets around the country.

Having lived in the nearby suburb of Hallam, Grant Denyer said that despite knowing of Iveco's presence in Dandenong, he was unaware of the brand's local manufacturing capabilities.

"I grew up around the corner so this is my local area but I had no idea of the scale of the place or just how much product is being developed here," Grant said.

"I expected it to just be assembly of parts brought in from overseas but to see the trucks being made by Australians and assembled by Australians, that's great in this day and age."

WATCH THE VIDEOS NOW

Scan the QR codes with your smart phone or tablet. Your device may already have a reader installed, if not a reading app can be downloaded from your app store.



Red Bull Racing Australia



Maranello Motorsport

Alternatively visit www.youtube.com and search for Iveco Trucks Australia.



DRIVE THE 'LATEST AND GREATEST' WITH 'ACTIVE PLUS'



**CUSTOMISE
YOUR TRUCK**



**CHOOSE YOUR
MAINTENANCE**



**CONTROL YOUR
MONTHLY COSTS**



**UPDATE YOUR
TRUCK**



**EXTEND YOUR
WARRANTY**

IVECO HAS INTRODUCED ITS NEW 'ACTIVE PLUS PROGRAM', PROVIDING TRUCK BUYERS WITH THE CONVENIENCE OF A MONTHLY PAYMENT COVERING...

the new truck lease and its scheduled servicing, with the advantage of being able to take delivery of a new Iveco every two, three, four or five years.

Available across the Iveco medium and heavy duty range of trucks, Iveco Active Plus keeps owners behind the wheel of the newest Iveco models, giving operators the benefit of enhanced budgetary control: vehicle expenses are known, the cost is fully tax deductible and the vehicle, being leased, does not impact on the balance sheet.

Iveco Active Plus provides the operator with the added peace of mind of knowing that all servicing is undertaken by professionally-trained Iveco technicians, using genuine Iveco parts.

The initiative is the result of the tight collaboration between Iveco and its in-house financier, CNH Industrial Capital, offering the convenience of a seamless link between the customer, Iveco and the financier.

Unlike the 'one size fits all' approach offered by some competitors, Active Plus continues Iveco and CNH Industrial Capital's innovative approach of providing its customers with tailored solutions, offering a myriad of options to best suit customers' requirements.

Iveco Marketing Manager, Darren Swenson, said the Active Plus Program allowed operators to focus on their core business, leaving all vehicle maintenance to the experts at Iveco.

"A program such as Active Plus, essentially removes the work of managing and maintaining the equipment from the business

owner, placing the responsibility with Iveco and freeing up resources for the business," Mr Swenson said.

"An additional positive is that there's an option to regularly upgrade to the newest vehicle, which can bring many more benefits such as the truck always being under warranty and operators having access to the latest vehicle technology."

The program offers options on leasing terms, four levels of coverage for the truck maintenance component, and various payment options.

For even extra peace of mind, all vehicles in the Active Plus Program are covered by Iveco's generous range of standard warranties, which can be extended for up to five years or 1,000,000 kilometres depending on the model variant.

Customers wanting to learn more should visit their local Iveco Dealership or call 1800 4 IVECO.

DAILY WORK-READY **TIPPER and TRAY RANGE**



The tipping body can tip to the left, right and rear.

**IVECO IS
MAKING IT MORE
CONVENIENT
THAN EVER
FOR BUYERS OF
ITS AWARD-
WINNING DAILY
RANGE...**



Tipping functions are operated by an easy-to-use hand control.

to purchase a car licence cab chassis variant and have it on the worksite without delay, following the introduction of its 2015 work-ready factory Tipper and Tray models.

Cab chassis buyers have traditionally had to purchase their body separately, often experiencing delays during body fitment and subsequent waiting before the vehicle is put to work and is earning revenue for the business owner.

The Daily work-ready models address this, featuring high quality European tipper and tray bodies and can be driven straight from the dealership showroom to the work site once registered and insured.

THREE-WAY TIPPER

Iveco is the only light commercial manufacturer offering a work-ready three-way tipping body, providing the convenience of a factory-fitted steel body with the added benefits of both rear and side (left and right) tipping functions.

The generously proportioned tipping body measures 3700mm (l) x 2100mm with 400mm sideboards and tailgate, providing an estimated payload of 1500 kg. The Tipper also includes a full headboard providing excellent protection to the back of cab area.

Full-steel construction using 1.8mm plate and corrosion inhibitor treatment ensures durability, while the subframe is hot-dipped galvanised and powder coated. The body is specifically designed for the Daily cab chassis resulting in superior fit, finish and functionality.

Sideboards and tailgate feature galvanised steel locks which are flush mounted when locked for improved safety. The sideboards and tailgates can also be quickly removed if the job requires it.

Other body features include built-in anchor points which are also fully retractable and flush when not in use. For increased safety during tipping, the body features a tilt limit stop cable and safety pole.

Operating the tipping body is easy via a hand-held remote, and the raise time is fast with full tilt at only 25 seconds.

CONVENTIONAL TRAY

The Daily factory Tray provides a huge 4092 mm (l) x 2072 mm tray with 400 mm sideboards and tailgate, ensuring there's plenty of room for materials and equipment. Also standard is a full height headboard for extra back of cab protection.

Combining a hot dipped galvanised and powder coated steel subframe with anodised aluminium tray base, sideboards and tailgate, the tray is light weight yet durable. Internally

the base is further reinforced with a 15mm marine plywood liner with scratch-resistant and non-slip phenolic film.

Sideboards feature a smooth, non-sharp finish with flush locks and can be easily removed without tools. The tray includes several fully retractable and flush anchor points.

As with the tipping body, the tray is also specifically designed for the Daily cab chassis and as an added bonus incorporates a built-in, lockable toolbox.

The bodies are fitted to Iveco's popular 50C17 Daily model, providing buyers with all the benefits of the recently-released Daily range.

The vehicles are equipped with a powerful yet fuel efficient 3-litre turbodiesel Iveco engine producing 125kW and 430Nm and feature a car licence-friendly 4,495kg GVM. An optional 5,200kg GVM is also available. A further benefit of the range is a generous 3,500kg braked towing capacity.

Coupled to the engine is a choice of Iveco's smooth-shifting 6-speed manual transmission, or the market-leading 8-Speed 'Hi-Matic' full automatic transmission, which provides super crisp gear changes for seamless power delivery.

Standard safety features in the range include front and rear disc brakes with ABS, front, passenger and curtain airbags, stability control and hill holder.

On the inside the models provide a comfortable, sophisticated and car-like driving environment. The cabin is well-equipped with intuitively-placed instruments and controls and an efficient climate control system. Other benefits include 4-speaker audio system with FM/AM tuner, CD/mp3 player, mp3 player with USB drive, AUX input and Bluetooth connectivity. Radio and phone controls can be accessed by the steering wheel.

BONUS ACCESSORIES

Making Iveco's work-ready Daily Tipper and Tray models even more appealing to buyers is the inclusion of \$2,500 worth of bonus genuine accessories, designed to even further improve the Daily's functionality for the job and sharpen its looks.

Included in the package is a polished alloy nudge bar, a 3.5t rated tow bar kit, bonnet and head lamp protectors and floor mats.

Iveco is also offering competitive finance rates of 3.99% over 5 years* to make the purchase even easier.

*Terms and conditions apply.

NEW STRALIS

8x4 CLEAR BACK OF CAB



The clear back of cab allows for improved weight distribution (11 tonnes over the steer axles) and 14 pallet volume capacity.

**IVECO HAS
FURTHER
BROADENED
THE APPEAL
OF ITS STRALIS
AD/AT RANGE
BY OFFERING...**

'clear back of cab' (CBOC) variants of its popular 8x4 twin steer model – the latest models open new opportunities for the Stralis while increasing productivity for operators.

In offering CBOC options on Stralis, Iveco engineers have redesigned the vehicle's exhaust system to a horizontal orientation, while also adopting a new modular air intake which is now located between the front steer axles. Repositioning these items also allows easy access to the front of the body should maintenance be required in the case of refrigerated bodies and the like.

The exhaust system's underframe re-routing does not clash with the operation of rear engine-mounted PTO, ensuring greater suitability for a wider array of body fitment and applications.

Other changes include localising the positioning of the fuel and Adblue tanks to the same side of the chassis for greater convenience, while the integration of the

new exhaust with the battery box now allows clear space on the left hand side of the chassis rails for a toolbox or similar.

Prior to the model's recent release into the Australia market, extensive durability testing was conducted over a wide array of road surfaces. Strain analysis was also undertaken to measure fatigue life of components and was calculated to infinite life for on-highway use. Other evaluation included ADR noise and emission checks, and thermal testing of the new exhaust arrangement.

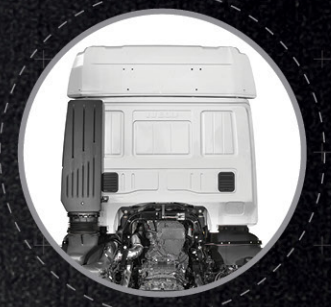
Complementing this stringent testing regimen was periodic field analysis of early customer vehicles, driveability testing and extensive consultation with bodybuilders.

Iveco Key Account Manager – Commercial and Specialised Vehicles, Joel Read, said the latest Stralis models would attract new buyers to Iveco, while making upgrading to the latest trucks an easy decision for existing owners already enjoying the many benefits of the Stralis 8x4.

+ NEW RELEASES



The new modular air intake sits neatly between the steer axles.



Models feature a redesigned exhaust system and new modular air intake, freeing up value space behind the cabin.

"The Stralis 8x4 is already a versatile model that's being used in applications such as hooklift bin work, refrigerated transport and crane truck work just to name a few," Mr Read said.

"Until now however, bodybuilders have had to work around the vertical exhaust, air cleaner and other back of cab componentry – with the release of the CBOC configuration, body fitment will become much easier and more efficient.

"For the vehicle owner, the main benefit is productivity. Bodies can now be mounted closer to the cabin improving weight distribution over the steer axles with a provision for up to 11 tonnes; volumetric load is also increased with up to 14 pallets now possible."

Mr Read said that CBOC also provided Iveco with a much stronger position for refuse collection applications and would complement the sister model ACCO very well.

"The Stralis 8x4 can now also become a serious contender in front lift waste collection, and allows waste fleets to run a dedicated Iveco fleet, with the ACCO filling the 280 to 340hp bracket and the Stralis occupying the 450 to 500hp space," he said.

"There are obviously considerable benefits and efficiencies in operating a uniform truck fleet."

The new Stralis CBOC is available in both a day cab for metropolitan and intercity work, or with a larger integrated sleeper cab which is ideal for intrastate or interstate duties.

On offer is a choice of two powerful yet efficient Iveco Cursor 13 SCR engines offering output of 450hp / 333kW and 1622lb ft / 2200 Nm, or if additional power and torque is required, there's a 500hp / 373kW and 1696lb ft / 2300 Nm variant.

Both engines are coupled to Iveco's Eurotronic II 16-speed automated transmission for relaxed and stress-free

driving, and power is fed to Meritor drive axles with driver controlled diff locks.

Front suspension is 'load share' and comes courtesy of Iveco load equalising 4 air bag, two leaf parabolic springs with double acting shock absorbers, while in the rear, the 'Road Friendly certified' Hendrickson Primaax PAX 462 smooth out the bumps.

On the safety front, the models benefit from front ABS-equipped disc brakes and rear drum brakes with the optional of rear disc brakes available at additional cost.

To ensure maximum traction, a requirement for the applications where the vehicle will be operating in slippery conditions, traction control - Anti Slip Regulator is fitted as standard.

The latest Stralis models are manufactured in Australia using 55 per cent locally-sourced content and are already showing strong market interest.

CHERRY ON TOP



“

The unit is suitable for contractors, signage installers and the tree trimming industry, amongst others.

”

ESTABLISHED IN 1991, NIFTY-LIFT IS A LEADING AUSTRALIAN DESIGNER AND MANUFACTURER OF...

elevated work platforms (EWPs), supplying to a variety of industries including power companies, councils, hire firms and street lighting contractors.

In the last decade the Victorian-based firm has focused its market offering heavily on EWP mobility and seriously set itself apart in industry through the development of a unique range of vehicle-mounted EWPs – a flexible solution to many working at height issues.



Nifty-Lift offer ute/pick up mounted, truck mounted and custom mounts to suit specific chassis types. Recently, thanks to a successful partnership with Iveco, the company unveiled its latest offering: the tallest cherry picker commercially available in Australia, mounted on the bed of an award-winning new Iveco Daily chassis.

"Drawing on the model range of our German partner RUTHMANN, we developed a truck-EWP combination in response to a clear gap identified in the Australian market, that being a distinct lack of super tall EWPs available on an Australian car licence," Kevin Power, General Manager at Nifty-Lift, said.

The EWP model for Nifty-Lift's prototype was the award-winning RUTHMANN STEIGER® TB270. The TB270 has a massive work envelope, offering a 27m working height, 14.8m of side reach and a 230kg basket capacity. The challenge was to find the ideal truck chassis with a low tare mass and a wheelbase that would enable the package to stay within the dimensions required for standard road registration.

"A number of competitor models were reviewed, though none of them had the payload and wheelbase we were looking for. We realised the only option that would work was the Iveco Daily 45C cab chassis. At 4495kg GVM it had the ideal GVM, low tare weight and 34100mm

wheelbase – from an engineering perspective the perfect fit for the EWP we've added onto its back," Kevin said.

Giving it plenty of power out on the road is a 3.0-litre turbo diesel Iveco engine providing 125kW of power and dishing out peak torque of 430Nm from a low 1500-2600 rpm. The power plant is coupled to Iveco's easy-shifting six speed synchromesh single overdrive manual transmission.

Equipped with front and rear disc brakes with ABS and EBD (Electronic Brake force Distribution), Electronic Stability Program, independent front suspension and power steering, the Daily platform delivers a smooth and secure ride even with the TB270 installed on the rear.

"Driving the Iveco Daily, you honestly wouldn't be able to tell that it was carrying a massive EWP model. With power steering, it's so manoeuvrable and easy to drive; almost like getting around in a small car. Then there's the comfort factor. The driver's cabin has a very plush interior with ergonomic seats," Kevin said.

Another benefit of the Daily is its solid C-section steel, flat and non-riveted chassis which enables easy body fitment even for specialised equipment such as EWPs.

Having just completed a sales roadshow, Kevin said Nifty-Lift had high hopes for the model from positive feedback received from potential clients in the telecommunication and hire industries.

"It's been great being out on the road not only promoting this innovation but the Iveco Daily as well, and we're hoping the market will have huge demand for our unique, novel combination," he said.

"The unit is suitable for contractors, signage installers and the tree trimming industry, amongst others. Being on a car licence will also allow hire companies to open up their customer base for a self-drive or 'dry hire' as it's known in the hire industry

"Iveco trucks are renowned in the industry for their strength, productivity, fuel economy and driver comfort and in this case their Daily 45C chassis has certainly lived up to its name.

"This is the first time an EWP of this size has been available for a vehicle on a car licence to the Australian and New Zealand market, and we're proud to be able to partner with Iveco to make this engineering concept a reality."

+ FEATURE

The RUTHMANN STEIGER® TB270 offers a working height of 27 metres.



“

“The Trakkers are just absolute gems and the drivers love them, comparing their on-road manners to standard trucks of similar size – for a 6x6 with high ground clearance that’s a real compliment,

”



AHS TOUGH TRAKKER

With constant 6x6 traction, the Trakkers excel when the road ends.



A PAIR OF NEW, HEAVY DUTY IVECO 6X6 TRAKKERS IS PROVIDING THE MUSCLE TO GO WITH...

clever, state-of-the-art vacuum excavation bodies for leading industrial services company, Aussie Hydrovac Services.

This brawn and brains approach is delivering Aussie Hydrovac and its clients – especially those in remote locations – many efficiencies, allowing the company to deliver faster and more cost-effective services.

Based in Brisbane but often travelling hundreds of kilometres inland to areas such as Roma and Longreach servicing mining and capital works clients, the Trakkers have become a favourite for Aussie Hydrovac and its drivers according to General Manager, Adam Morris.

“The units have been working around the Surat Basin region, conditions are rough there – we’re dropping in and out of creek beds, gullies and some fairly rough easements,” Adam said.

“Prior to commissioning the Trakkers, we were trying to access these sites with road-going vehicles and they would often get damaged because of lack of clearance, particularly at the front and rear. So to give the vehicles access we’d need to grade haul roads and this would obviously increase costs.”

Once on site the vehicles are used to carefully unearth underground assets, including pipes and cabling that would be too risky to uncover with conventional earthmoving equipment.

The special bodies have the ability to jet and clear drainage lines with high pressure water and also undertake ‘non-destructive digging.’ The technique involves targeting the area with high pressure water and vacuuming the residue to safely unearth the pipes and cabling.



Senior Operator, Matt Mevisson, gets to work locating the underground assets.

CONTINUED

To help locate the assets, the vehicles also feature electro-magnetic detectors and the back-up support of ground-penetrating radar units. This equipment alerts the operators to the correct zone and alignment of the existing underground assets, so as to pinpoint the vacuum excavating works.

The current bodies are of Aussie Hydrovac's own design, developed in-house using Adam's 16-plus years of industry knowledge.

"The first of these bodies that came to Australia were from Europe," Adam said.

"While they were fine for city work, we found that they just didn't cope in some of Australia's tougher conditions – components were cracking and welds were falling apart so we began developing our own units and designed them to meet Australian requirements."

"The bodies work really well. Such is the demand for our services that in the last two years we've gone from having four trucks on the road to 22, and now that we've come across the IVECO Trakkers I can only see operations getting bigger."

Adam said that despite being dubbed 'Hulk 1' and 'Hulk 2' courtesy of their large size and road presence, that the vehicles were surprisingly civilised to drive on-road.

"The Trakkers are just absolute gems and the drivers love them, comparing their on-road manners to standard trucks of similar size – for a 6x6 with high ground clearance that's a real compliment," Adam said.

"With the 450 horsepower engine and the ZF automated manual transmission, by all accounts the vehicles are easy to drive and very comfortable; these are important consideration when you're driving up to 1,000 kilometres per day."

With the Trakkers performing faultlessly since entering service several months ago, plans are well underway to introduce additional trucks as well as IVECO Astras to the fleet mix.

"The Astras are an interesting proposition and the 8x8 configuration will be better for weight distribution with the bodies we're using," Adam said.

"The specification looks right so I'd say it's just a matter of time – we could be adding a further 10 IVECO vehicles to the fleet in the short to medium term."

Although the pending arrival of Astras to Aussie Hydrovac Services' fleet will no doubt further strengthen the company's already impressive capabilities, it will provide the team with somewhat of a quandary: with 'Hulk' taken, what will they call the significantly larger Astras?



ACCOOS

BY THE BOOKS

THE TRANSITION FROM WOULD-BE ACCOUNTANT TO CONCRETE TRUCK FLEET OWNER HAS BEEN AN...

interesting one for Boral subcontractor, Ross Books. While deciding that accounting ultimately wasn't for him, his nous for numbers did stay, holding Ross in good stead for running a number of successful business.

One of his soundest ventures was the decision to move from Sydney to the Gold Coast in 1986, purchase an ACCO 1950B agitator and start working for BMG (now Boral). It's almost 30 years from Ross' first ACCO purchase to his most recent, the latest model 8x4.

The new Iveco is one of nine ACCOs on his fleet, six of these have been purchased new over the last two years. According to Ross, the new ACCO is a far cry from the 1950B and the 2250D which followed it a couple of years later.

"There have been enormous improvements made to the ACCO over the years. They were built with a purpose back then, they were tough and reliable but this came at the price of comfort and convenience," Ross said.

BULK LIQUIDS STORAGE TERMINAL



CONTINUED

"The latest trucks are still tough but now ride beautifully; they have air suspension, air suspended driver's seat, air conditioning, electric mirrors and windows and Bluetooth – they've got all the creature comforts of a modern car – I think they're a great truck."

The 2015 ACCO features premium driveline componentry including Cummins SCR powerplant rated at 340hp / 254kW and 1106 lb ft / 1500 Nm. The engine is coupled to a heavy duty Allison 6-speed automatic transmission while front and rear Hendrickson airbag suspension smooth out the bumps.

The load sharing, twin steer front axle and air suspension combination provides optimum weight distribution for the 7.6 m³ Cescor bowl, allowing up to 11 tonne over the front axles.

Another important feature of the new ACCO 8x4 agitator is locally-developed electronic

stability control (ESC). This safety device helps keep all wheel firmly planted on the road in an emergency turning or swerve situation, and is a great addition given the high centre of gravity nature of agitator work. ESC is complemented with ABS brakes and Automatic traction control.

"Given Boral's focus on safety, ESC is a condition of our contract with them – any vehicles ordered after January 1, 2015 to work with Boral must have ESC," Ross said.

Safety aside, Ross said that reliability was also a key consideration in his fleet purchases, particularly given that concrete is a time-sensitive product, with service being judged on timely delivery and on the concrete's 'slump' performance. Slump is the measure of the consistency and workability of fresh concrete.

"Boral has positioned itself in the market as providing high level service, the days of making 10 or more trips in a shift are largely gone," he said.

"We carry a product that actually ages very quickly, the concrete should be out of the bowl within an hour and a half of batching. And it's all about consistency, especially if you have a concrete pump on site doing a major pour, the concrete needs to be turning up at the right intervals.

"If timing is out, it's more difficult to blend the concrete and you can get what's referred to as a 'cold joint', which can cause cracks in the finished product. While delivery and timing calculations are handled via a centralised computer system at Boral's head office, our control in the process is to operate reliable vehicles."

As a 'numbers man', Ross appreciates the ACCO's excellent low whole of life costing



and Iveco's strong aftersales support. Over his many years of ACCO ownership Iveco has been a supporter of Ross' business and assisted in keeping his trucks on the road.

"I stand by Iveco because they stand by me, if ever I've had an issue with the vehicles, the company has supported me," Ross said.

"The ACCOs provide great value for money and their resale value is also good, they're a known product, they're an industry standard. I've owned some other brands and they just didn't perform.

"I also see benefits in running a uniform truck fleet. If a vehicle is getting serviced, the driver can jump in another truck and baring some slight differences in mixer controls, it's a familiar environment for them."

Ross' ACCO fleet is based at selected Boral plants on the Gold Coast and Brisbane, so from a servicing perspective, the one-make

fleet also provides him the benefits of dealing with one workshop in each city.

Despite describing conditions in the construction industry as being a little "patchy" of late, Ross is confident of a growing workflow with a number of large local infrastructure projects in the pipeline.

"We were involved in the light rail project on the Gold Coast and that kept us really busy, and with the city securing the 2018 Commonwealth Games, there are some big jobs coming up," he said.

Ross said that he liked buying Australian-made products such as the ACCO where possible, and that purchasing locally somewhat insulated pricing compared to imported trucks which were affected by exchange rate fluctuations. As we said, Ross is a numbers man.



Long-time ACCO owner, Ross Books.



LOCAL MANUFACTURERS 'LIFEBLOOD' OF IVECO

THERE HAS BEEN MUCH TALK IN RECENT TIMES ABOUT THE AUSTRALIAN MANUFACTURING SECTOR SUFFERING FROM A DEEP-SEATED MALAISE AND DECLINE, ESPECIALLY AS...

the higher value of the Australian dollar in recent years has made it harder for the nation to remain competitive on the world stage, and governments – for the most part – are more reluctant to support the industry. Despite this hindrance, the manufacturing sector still employs roughly 8 per cent of Australia's total workforce.

In the face of such adversities, Iveco, a brand of global capital and industrial goods heavyweight CNH Industrial, has risen to the challenge. Through maintaining a local manufacturing base as well as a continual reliance on an invaluable support network of SMEs, the company is continuing where others have fallen, directly and indirectly employing hundreds, if not thousands, of local manufacturing workers.

A VITAL SUPPLY NETWORK

Iveco's local manufacturing facility at Dandenong, Melbourne, employs approximately 300 staff, with approximately half of that total directly involved in the manufacturing process. A further 600 workers are employed by CNH Industrial across Australia. Along with its immediate workforce, Iveco also has a strong supply chain of over 200 business which the company certainly considers as a lifeblood, according to Ronald Grasso, Head of Corporate and External Affairs for CNH Industrial, Australia and New Zealand.

"In short, Iveco's manufacturing process would simply not exist without the support of our extensive network of SMEs that manufacture our truck components. They number somewhere in the vicinity of 200 just for our direct assembly line," Mr Grasso said.

"Most of these suppliers are located within a 100km radius of our Dandenong facility, many with which we've had a long and trusted relationship. They bolster our manufacturing capabilities and enable us to provide customised and tailored products to the Australian market.

"The component manufacturers support our objectives and help us meet industry demand and the market's requirements. Iveco strives to work closely with its suppliers in the form of a partnership rather than a pure purchasing, or 'transactional' relationship so there can be improvements made to the overall value of the supply chain."

Mr Grasso says Iveco has always aimed to source components from local manufacturers when and where appropriate to do so.

"As a company, we've always strived to use the skills and capabilities that exist within the Australian supply chain because of the obvious benefits like reduced logistics costs, responsiveness to the market and JIT-type philosophies. As a general rule, only the components that can't physically be locally made are imported," he said.

Mr Grasso also believes the creation of indirect jobs through the supply chain needs to be examined through a broader lens.

"I think the bigger picture should be looked at – that is the broader automotive sector

and even the transport sector as a whole, depending on how you categorise the industry in which we operate," he said.

"Within the truck industry alone there are around 35,000 jobs linked to both original equipment manufacturers and body builders, or secondary manufacturers. Besides that, there are numerous industries that rely on business that comes from the truck industry such as repair shops and service outlets."

EASING ECONOMIC PRESSURE

For some manufacturers, being part of the Iveco supply network has meant they've been able to operate consistently even as other sectors within industry falter and bow out. Ararat-based AME Systems is a leading Australian-owned manufacturer of quality electrical harness, wiring harness, electrical assembly boards, electrical control boards, and power and distribution systems for heavy transport.

Over the years AME Systems has forged a loyal, long-standing partnership with Iveco as suppliers of electrical wiring assemblies and urea dosing systems. According to AME System's Managing Director Nick Carthew, the partnership has endured despite the pressure placed on their partnership by the vicissitudes of the economy.

"The economy has put pressure on the very cost of being an Australian manufacturer, but being part of Iveco's network of component manufacturers leverages us considerably," Mr Carthew said.

"They're a substantial customer of ours. A large percentage of our turnover is from them and the manufacturing of their parts has created steady employment in our region of rural Victoria. Every dollar we make from their parts is helping to create cash for our economy."

Mr Carthew said in return AME Systems' role as a partner also provided many benefits to Iveco's manufacturing process.

"Sourcing truck parts from us as a local manufacturer allows them to get the highest quality product in a very short lead time. It allows them plenty of lead time for revision, change and customisation, among other things. We're also able to work closely with them on the design and engineering side of things," he said.

STOCK IMPROVEMENTS

Wigley Engineering has maintained momentum throughout the years through an open and honest partnership with Iveco. As a steel fabricator, the company manufactures small to medium truck bracketry for Iveco and has also worked closely with them to customise parts and make improvements to the supply chain,

as Mat Palmer, Operations Manager at Wigley Engineering explained.

"Our working relationship with Iveco has been healthy, the company having supplied us with a constant stream of work for the last decade," Mr Palmer said.

"Iveco are always ordering new parts from us and lately we've been looking at doing a new 'kitting system', which is something that has interested us for a while. It will enable Iveco to have JIT manufacturing, which will help both companies out. A truck normally has 12 or 13 parts coming from different boxes. An ideal situation would have all those parts coming from one pallet in the same kit. That means Iveco would not have to hold as much stock and us as a supplier are able to improve our forecast."

It's important, then, for the sake of industry's longevity, the nation's manufacturing future and, most importantly, the country's workforce that the sector, underpinned by companies like Iveco, remains resilient despite economic doom and gloom and increased global competition.



Soldering training time for AME Systems' Belinda Burger and Marvin Castro.



Karen Harris from AME Systems working on an electrical harness.



A Wigley Engineering employee consults a CAD drawing.

BRIGHT LIGHTS

Keep your entries coming for the Iveco 'Reader Rigs' competition to be in the running for some great prizes. All entries published will receive an Iveco merchandise pack. We'll also secretly short-list three winners per edition who go in to the running to win our Narva grand prize.

Valued at a recommended retail price of around \$2,000, the Narva lighting package a set of Ultima 225 HID Driving Lamps, an L.E.D Driving Lamp Bar (561mm) and 'See Ezy' heavy-duty / high-powered L.E.D inspection lamp for the garage or workshop.

Get your entries in. To participate, email a photo along with your name and details, along with a few words about why you like your Iveco. Send your entries to: ivecotrucks@imab2b.com Good luck!



Steve Ames – 2003 Eurocargo

This is Steve Ames first truck, a 2003 Eurocargo fitted with a 10 pallet and tail lifter which he uses to do local delivery around Adelaide and country South Australia. "I love this truck," Steve said.

"She offers bang for the buck and when it comes to driving performance and comfort, Iveco has a great name. When I update it will be to another Iveco."



Don Emtsis – KADS Plant Hire – 2015 ACCO 8x4

Melbourne equipment hire company, KADS Plant Hire use their new ACCO to transport construction equipment to customers around Melbourne and beyond. "I reckon the ACCOs are pretty much one of the best trucks you can get," company owner, Don said.

"Going for the twin steer in the latest model allows us to load and unload the machines more easily and efficiently."



Bruce Eddy – Stralis AS-L

With 30-plus years working in the logging industry, Bruce Eddy is your typical hard-working haulage subcontractor. What's not typical is Bruce's choice of truck for this gruelling application. While many of his fellow drivers opt for North American, bonneted products, Bruce steadfastly loves his Stralis AS-L.

"In terms of cabin space, refinement, quietness and comfort, it's difficult to go past a truck such as the Stralis, particularly the AS-L," Bruce said. "I regularly sleep in the cabin and always get a good night's sleep."

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NARVA
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CHOOSING A FUEL FILTER

WHILST FUEL IS ESSENTIAL TO A VEHICLE'S ENGINE, FUEL FILTERS ARE OFTEN DISMISSED AS JUST ANOTHER ITEM ON A VEHICLE'S PREVENTATIVE MAINTENANCE CHECKLIST.

However they beg to be taken seriously – with good reason. The fuel filter's role is to trap any foreign matter and provide a clean flow of fuel for both smooth performance and engine longevity. The cleaner the fuel, the better an engine will run.

Any quantity of dirt and build-up is bad for a vehicle's engine, which is why installing a good quality filter that prevents most of, if not all, contaminants from entering the injection system can make a huge difference. A good quality filter, such as an Iveco original, will enable a vehicle to operate a peak performance and reduce maintenance costs in the long run.

WHAT DOES A GOOD FILTER DO?

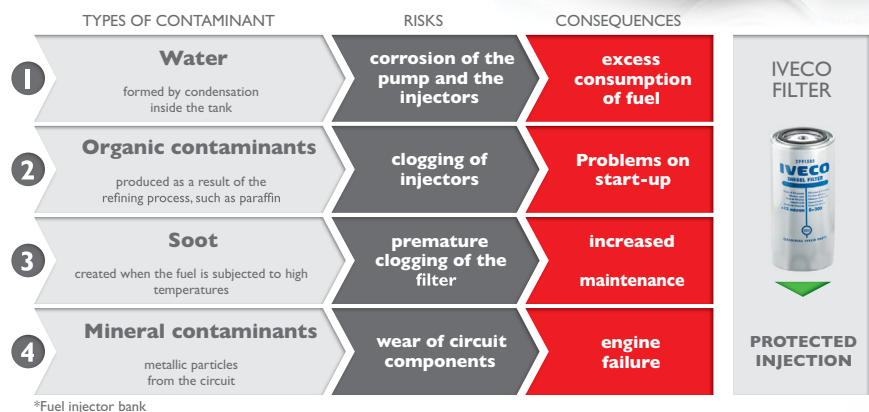
The prevalence of common rail systems has meant the quality of diesel fuel filtration is essential for the protection and performance of the injection system. Good quality fuel filters ensure the cleanliness of fuel by removing four types of contaminants: water; organic contaminants, soot and mineral contaminants. Such contaminants can lead to issues including excess fuel consumption, start-up problems, increased maintenance and in the worst case scenario, engine failure.

ESSENTIAL PROPERTIES

A good quality fuel filter should have three essential properties: capacity, efficiency and load leakage.

- Capacity – the ability to retain a maximum quantity of contaminants
- Retention – retention efficiency percentage for a given particle size (Iveco fuel filters can be up to five times more efficient than generic brands)
- Load leakage – resistance to the outflow of fuel in the filter which will restrict the flow rate

KEY ROLE PLAYED BY FUEL FILTER



These three characteristics, when combined in just the right measure, ensure fuel circulates and stays clean over time.

The quality of filtering elements is essential to ensure the presence of these three properties. For its diesel fuel filters, Iveco uses a multi-layer filter material which prevents particles of all sizes – large, medium and small – from entering a vehicle's fuel injection system.

THE IVECO FILTER MANUFACTURING PROCESS

Fuel filters are often left with metal residues from the manufacturing process. These residues can potentially cause irreversible damage to a vehicle's fuel injection system. To mitigate against this, Iveco produces key elements of its filters in a controlled environment and cleans them to ensure optimal performance.

STRUCTURAL DIFFERENCE

Iveco filters are manufactured for durability as they are made from materials able to withstand extreme temperature, vibration and pressure. These materials are all subject to dynamic pressure tests in the laboratory, allowing Iveco to validate the quality of all their products.

PREVENTATIVE MAINTENANCE AND INSTALLATION TIPS

To keep your engine and filter in good nick, it is recommended that you replace filter and pre-filter once a year. If not packaged and not in use, store the filter upside down as this helps to prevent dust from accumulating. Prior to installation, lightly oil the connection joint to make the process easier.



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