

NUMBER 1 2019

# DAF

## IN ACTION



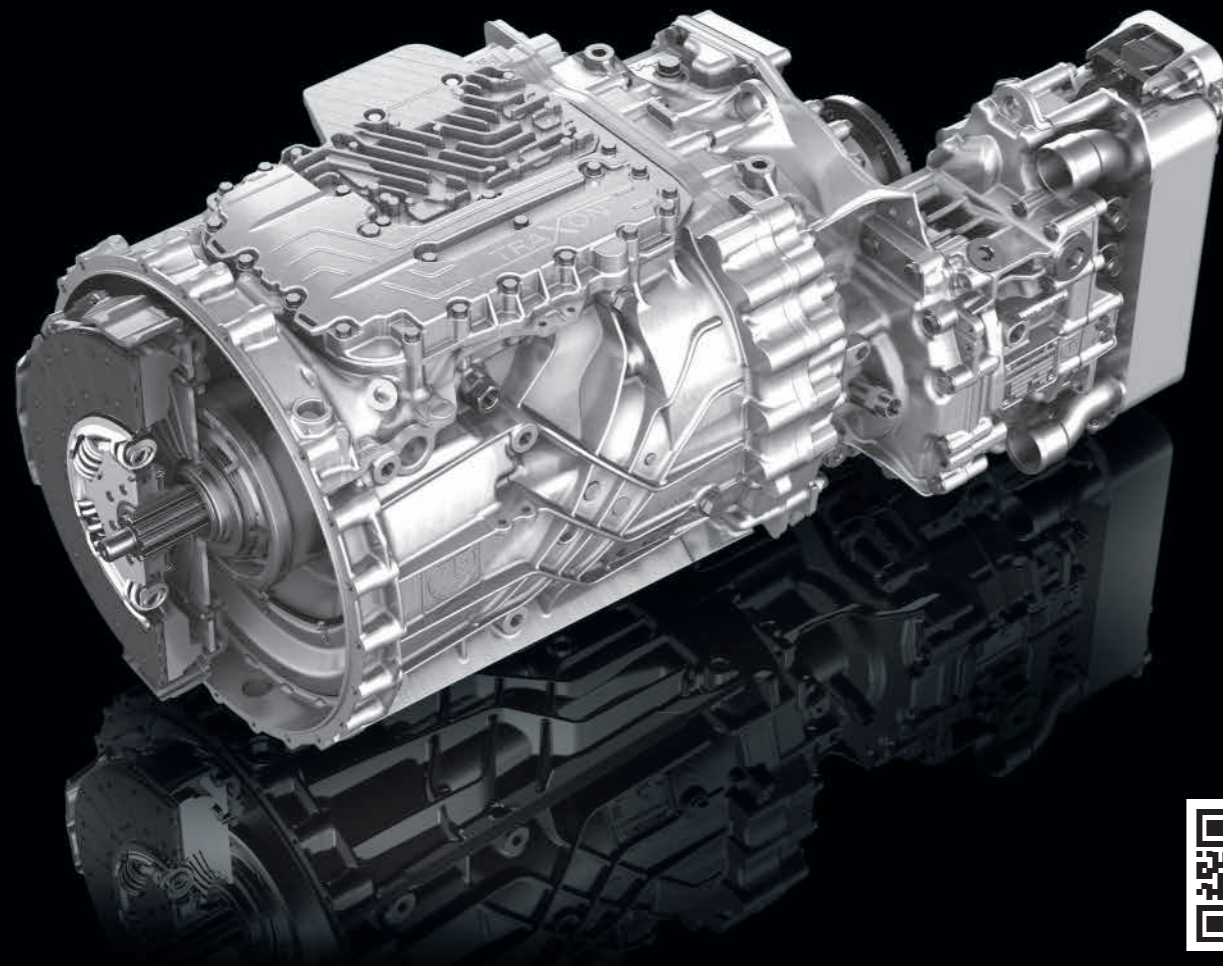
NAILING THEIR  
**COLOURS**  
TO THE MAST

**DAF**



# TRAXON – LIGHT. STRONG. INTELLIGENT.

With ZF-TraXon, the first modular transmission concept worldwide, trucks are driving efficiently towards the future. The compact, robust design and the highest transmission efficiency in its category make TraXon the new standard in terms of cost-effectiveness. TraXon transfers the engine output virtually without losses; PreVision GPS and software control help to save fuel. The lightweight design of the transmission increases the efficiency. TraXon is a transmission for diverse functions – from long-distance transport to construction site applications. ZF-TraXon. Light. Strong. Intelligent. [www.zf.com/TraXon](http://www.zf.com/TraXon)



# DAF: TAILOR-MADE SOLUTIONS

It's going well for DAF. Really well. Thanks to our excellent trucks, industry-leading services and professional dealer network, we have grown to become the second-largest truck brand in Europe. We are the market leader in no fewer than eight European countries, the largest import brand in Germany and the undisputed number one in Europe for tractor units.

Are we satisfied with this? Quite frankly, no. It is our ambition to continue to grow. Not just in the tractor segment, but also in terms of rigids. We have a complete range of axle configurations, efficient drive lines and comfortable cabs. DAF has the best truck for every purpose, including construction and municipal applications, for example.

At the same time, we realise that the world around us is changing. The climate and air quality in cities is an important area in which we all need to contribute. That's why we're working hard on new, green technologies, like fully electric trucks for inner city transport and hybrid vehicles that drive with "zero emissions" in urban areas and use clean, efficient diesel technology in extra-urban areas. The first examples of these revolutionary trucks are now being used by a number of customers in their daily operation. The data we collect will feed into

the specification for the final production models, thus ensuring that they fit seamlessly with the requirements of the market.

No matter which sector you operate in, DAF will always provide a tailored transport solution: efficient, clean and totally reliable. Now and in the future.



**Harry Wolters**  
President, DAF Trucks N.V.

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As the concrete mixer slowly rotates, we can hear knocking, rattling and bumping.



**8** Brian Weatherley compares a DAF 3300 with its latest 21st century counterpart.



**25**

With an ample choice of cabs, chassis, drivelines and axle configurations, DAF has the right truck for every job.



**4** The unveiling of DAF's CF Electric and CF Hybrid Innovation Trucks gained a lot of attention.





The unveiling of DAF's CF Electric and CF Hybrid Innovation Trucks gained a lot of attention. The first of these trucks are now being put through their paces in real-life scenarios with leading customers. "We are putting a great deal of effort into developing new, green technologies", says Ron Borsboom, Member of the DAF Board of Management and Director Product Development. "Now we need the public authorities to follow this lead and develop the right infrastructure."

For DAF's chief engineer, there is simply no question that work must continue at full speed on developing electric and hybrid drivelines. It is clear that we must all play our part when it comes to the social responsibility, to tackle climate issues and air quality in urban areas. "What's more, the EU has set an extremely challenging target for the truck industry: a 15% reduction in CO<sub>2</sub> emissions by 2025 and a reduction of some 30% from 2030 onwards. When you consider the realities of this situation, electric and hybrid drivelines are simply essential. It is also worth noting that the EU is offering truck manufacturers incentives to ensure that zero-emission vehicles account for more than 2% of their total production — and battery-powered electric vehicles are really the only option here."

**BUSINESS CASE**

Borsboom believes that the absence of a watertight business case, for trucks powered using these renewable technologies, presents

an additional challenge. "If cities become no-go areas for diesel trucks, and the government impose a requirement for alternative drivelines based on local air quality requirements, investing in an electric truck is the only logical option. So the business case is not driven by financial feasibility, but simply by the need to drive a truck that is actually permitted to enter the city. And, of course, the transport operator will pass on the additional costs to the market. This is not an unreasonable scenario — after all, air quality and CO<sub>2</sub> are a shared problem."

**COMPLEX EXERCISE**

The DAF CF Electric was developed in close collaboration with VDL Groep for distribution transport of up to 37 tonnes in urban areas. The vehicle has a range of 100 kilometres, making it suitable for high-volume transport in the urban distribution market. Batteries have a quick-charge feature for charging up to 80% capacity in 30 minutes, and a full charge takes just one and a half hours.

Borsboom explains that developing this fully electric truck was a rather complex exercise. "There are certain technical realities involved in delivering electric traction under heavy loads and tonnages, and finding the right solution is no mean feat. If the energy carrier is a battery, there are associated restrictions in terms of volume, cost and weight — all areas in which batteries do not perform especially well. As a result, there are limits on the dimensions, the maximum load that can be transported and the range of an electric truck. The good news is that distribution trucks, such as those used by supermarkets, tend to have a very predictable usage profile; they operate within a limited range and a reasonably well-defined area. As a result, distribution trucks are impacted less by the reduced flexibility. This kind of truck needs to enter the city on a regular basis, doesn't need an especially large range and is relatively easy to charge en route, for example, during loading and unloading."

**Air quality and CO<sub>2</sub> are a shared challenge**



# CF ELECTRIC AND CF HYBRID FIELD TESTING HAS STARTED





The DAF CF Electric was developed in close collaboration with VDL Groep for distribution applications of up to 37 tonnes in urban areas

**FIRST LOGISTICS APPLICATION**

DAF's vision would see hybrid trucks becoming a feasible solution for carriers who require both flexibility and range, and who also need to make deliveries in urban areas. Borsboom explains: "Geofencing could be used to ensure that trucks operate fully electrically in urban areas, with a switch to the traditional, highly efficient and clean diesel engine for transport outside the city. Diesel is really still the only option for long-haul transport as things stand. In fact, new generations of fuel are **painting a rosy picture for the future** of the diesel

engine — especially if you consider the entire process, from 'well to wheel'. Unfortunately we are judged only on the emissions of our trucks."

**One size does not fit all**

**MARKET POTENTIAL**

DAF's Director of Product Development is keen not to get ahead of himself when it comes to thinking of the CF Electric, the CF Hybrid and soon the LF Electric, moving from 'field testing' to 'series production'. "That decision depends

on various factors: legislation, development of the business case and the charging infrastructure. Let's not forget that, currently, Europe's only **large-scale public refuelling infrastructure** is for fossil fuels rather than electric charging. Capacity is also a key consideration; a significantly greater kilowatt capacity is required to provide a good driving range for a truck, than it is to do the same for a car. In our industry, we are putting a great deal of effort into developing new, **green technologies**. Now we need the public authorities to follow this lead and develop the right infrastructure. Otherwise we will find ourselves in a situation where we have plenty of electric or hybrid trucks but an inadequate charging infrastructure, which will result in the EU requirements for CO<sub>2</sub> reduction not being met." ■

**There are still considerable emission gains to be achieved through aerodynamics**

**The primary driver for investing in an electric truck is being able to enter the city**





By Brian Weatherley

# DOUBLE DUTCH

UK trucking journalist Brian Weatherley compares a classic heritage DAF 3300 with its latest 21st century counterpart—the new XF. Is nostalgia what it used to be?







It started with a phone call. "We're giving journalists the chance to drive a classic DAF 3300 Space Cab in Scotland and compare it with a new XF 530 Super Space Cab. **How would you like to join us?**" My history with DAF goes way back. The very first truck I ever drove, even before I got my HGV licence, was a DAF 2500 on a test track. After two laps I was hooked. Then, after I passed my HGV driving test in 1986, the first 'proper' article I tried was a beautiful black-painted DAF 2800 demonstrator. Right from the start I've always thought that DAF made 'friendly' trucks and 30 years on, I still think that. So I was keen to relive past glories by piloting a classic 3300 with its 330hp ATI engine and iconic Space Cab, but would the **rosy-glow of yesteryear** still be as I remembered it?

**After two laps I was hooked**

"There's one more thing" said the voice on the 'phone. "We're shooting a video of the event and want you to present it!" What did they want me to say? "Just talk about the history of the 3300 and the new XF and the things they have in common." Well both are perfect examples of DAF listening to what drivers and operators want from a truck—and building it. So I duly did my bit in front of the two tractors, before offering some on-the-road comments in the 3300.

How different is a DAF 3300 from a new XF? In truth, **they're worlds apart**, though that's hardly surprising. The new XF represents three decades of constant product improvement. It's DAF's best XF ever. Green, quiet, powerful, frugal, comfortable, spacious, serene... it's what a 21st century top-weight tractor should be. But didn't we say similar things about the 3300 when it broke cover in 1982, and two years later when Eindhoven launched its ground-breaking Space Cab and ATI engines?

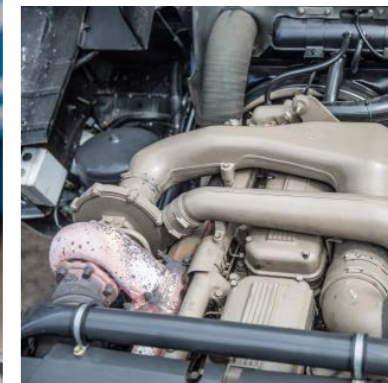
The new XF shows just how far we've come in 37-years. Sit in a Super Space Cab with the 'Exclusive Line' luxury trim package and you want for nothing. Its ergonomic dash and control layout ensures everything is perfectly placed, while DAF's MX-13 530 engine and TraXon 12-speed two-pedal auto, deliver an effortless drive at 44-tonnes—even over the toughest Scottish country roads.

Yes, **but what about the 3300?** Well it was always going to be a mismatch. Climb into the iconic Space Cab and you step back into a world where driver comfort was finally coming to the fore in truck design. Sitting down on the distinctly 'low-back' seat I reached for the steering column adjuster... **only there isn't one!** Back then drivers had to fit the truck, not the other way around like

**In practice, it works OK... 'ish'**



**RESTORING A CLASSIC**  
The veteran 3300 Space Cab had new life breathed into it over nine months by Scottish main dealer Lothian DAF and David Philp Commercials, who did all the work on the cab and the terrific paint-job. It has just 94,000 km on the clock and looks immaculate!







# Working on a higher level. With a lower consumption.



**The FUELMAX range.  
Drive further on less fuel.**

Thanks to up to 10% improved rolling resistance\*, with the FUELMAX tires you can now drive further on less fuel.

\* Comparative tests made by Goodyear GIC\*L on size 315/70R22.5 show that new Goodyear FUELMAX S and FUELMAX D steer and drive tires offer an improvement in rolling resistance of up to 6% and 10% respectively vs. Goodyear Marathon LHS II + and LHD II + tires.



MADE TO FEEL GOOD.



## DOUBLE DUTCH

today. It's a real stretch too, to reach the crude slider controls for the heating and ventilation, set in the flat, utilitarian dashboard—not made any easier wearing a fixed (non-inertia reel) seatbelt! And as for the old-fashioned park brake on the engine hump: **Ergonomics? What Ergonomics?**

The sheer 'bareness' of the Space Cab also surprises me. Yes, it has plenty of room, but apart from a couple of open-cupboards on the front wall there's very little enclosed storage space and certainly no external-lockers. Compare that to the new XF and you can see why DAF continues to set the standard for the best use of internal space in a top-weight tractor.

### Ergonomics? What Ergonomics?

As for the driving 3300, cruise control is your right foot and 'secondary retardation' is a heel-operated exhaust brake, working a simple butterfly-valve in the downpipe. To get it working hard you need to get the 11.6-litre engine's revs, and yellow shaded area in the centrally-mounted rev counter helpfully shows where they should be. In practice, it works OK... 'ish'. But it's no MX-engine brake!

It's a while too since I've needed my left foot in a heavy truck. Fortunately, ZF's 16-speed Ecosplit box is like riding a bicycle – **you never forget how to do it.** However, unlike the two-pedal TraXon in the new XF, gear-changing in the 3300 is strictly 'manual labour'.

After two hours shoving the long lever back and forth we certainly knew about it. It's all a far-cry from the new XF where you spend far less time 'physically' driving the truck, and more monitoring what you've asked it to do for you. The result is a calmer, less-tiring trip.

One thing you certainly can't miss in the 3300... **the noise.** Even when its 530hp MX-13 engine is pulling strongly it's whisperingly quiet inside the new XF's Super Space Cab. Shove your foot down hard on the throttle in the 3300 and the ATI engine's 'growl' echoes through your ears. Things have also moved on from the 3300's steering (not bad but not great) and general ride too, though to be fair a lightly-laden steel-sprung tractor was always going to be 'lively'.

After nearly three-hours driving the 3300 Space Cab, did I still yearn for the good-old-days? It's ironic how far we thought the industry had come when the 3300 first appeared in 1982. **Is it still a friendly truck?** For the occasional heritage run you bet, and fun too. Nostalgia definitely has its place in truck manufacturing, but given the choice between a 3300 and a new XF, no offence to the 3300 but I'll take progress every time! ■





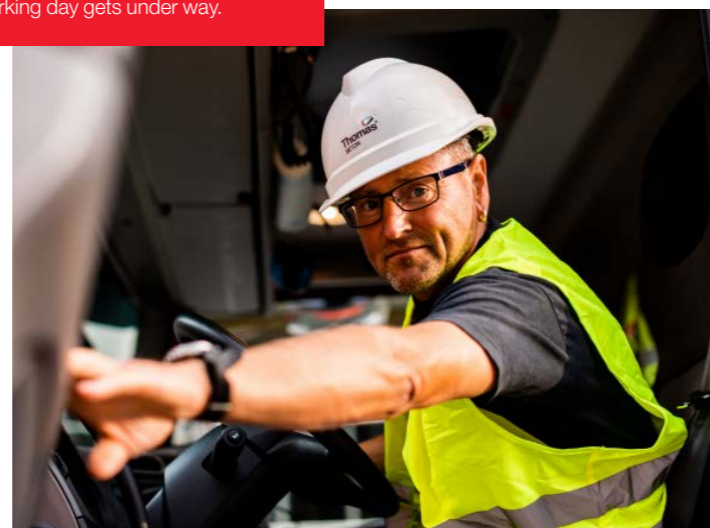
# NAILING THEIR COLOURS TO THE MAST

**A**s the concrete mixer slowly rotates, we can hear knocking, rattling and bumping. Passing before our eyes at regular intervals over and over again, we see three colours: blue, grey and black. These colours appear on the drum of the cement mixer, combined with a vibrant red – a colour that is carried through to the cab of the DAF CF Construction. The noise from the motor suddenly increases, as does the engine speed. The drum begins to rotate faster and the colours begin to merge into one another. The red is now the only distinguishable colour.

Then we hear a 'clacking' sound and the concrete flows out of the mixer and into a mobile pump with a large boom. From here, the concrete will be routed to the fifth floor of a building that is currently under construction at the fish market in Kiel, Germany. After a few minutes, the 8.5 cubic metres of concrete has disappeared into the building. The drum returns to rotating slowly and the three colours, which together with the red create the corporate identity of Thomas Beton, once again become distinguishable. "For us, **red represents the passion** that all our staff bring to their work, producing excellent, high-quality products for our customers", says B. Rainer Brings, Managing Director of Thomas Beton in Germany. "The red connects the blue, grey and black, and the position of the colours is designed to represent the mixing process."

## Early birds

The early-morning light creates a very special atmosphere at the factory in the German city of Kiel as the working day gets under way.



B. Rainer Brings,  
Managing Director Thomas Beton Deutschland



"For us, red represents the passion that all our staff bring to their work, producing excellent, high-quality products for our customers."

At Thomas Beton, **black** is associated with the various additional materials that are added to the products. Employees in the R&D department strive continuously to create the perfect formulation for each customer, using a stock of 2000 existing formulae as the basis. They are constantly developing new mixes that cater for the specific features of a building and customer's needs. **Grey** represents the end product – the concrete and the numerous special products that the company produces in every conceivable variant and about which Thomas Beton staff can provide customers with tailored advice.

The **blue** is intended to represent some very special properties. Brings explains that blue is not just about the purity and the clarity of the water: "For us, blue also represents sustainability. That starts with the composition of our products and extends to the vehicles that are part of our fleet." When producing its concrete formulations, the company always ensures the greatest possible sustainability. "We are continuously searching for alternative binders, especially given that in the cement factory, the highest production of CO<sub>2</sub> occurs during cement production", says Brings. In order to operate as **CO<sub>2</sub> neutrally as possible**, Thomas Beton uses multiple flat stages. And in the US, the company is looking into options for mixing CO<sub>2</sub> with the concrete, in order to make the concrete stronger. In addition, during the course of its lifecycle, concrete reabsorbs from the environment approximately 20% of the CO<sub>2</sub> created during production. The company also recycles its old construction materials. Chunks of concrete can be used as a partial filler in the production of new concrete, or as a structural layer in road construction.





→ **NAILING THEIR COLOURS TO THE MAST**

The new DAF CF Construction is another important element of the strategy for ensuring enhanced sustainability. This DAF vehicle consumes almost ten litres less diesel in urban traffic than other brands. Its lower weight is a factor here. "We can convey **8.5 cubic metres of concrete** using the DAF truck. That figure is only between six and eight cubic metres using our other trucks", explains Dirk Nickelsen, Fleet Manager at Thomas Beton. Fewer trips are required as result, which in turn has a positive effect on the CO<sub>2</sub> balance sheet.

The new DAF vehicles also help Thomas Beton to achieve another of its objectives — ergonomic placement of the instruments and a comfortable work environment in the vehicle, boost employee motivation. One employee who enjoys using the new vehicle is Thomas Weber. "I am part of a large and reliable team of 97 professional drivers, and I have the opportunity to drive a brand new comfortable cement mixer from DAF", says Weber. "**There is no jolting or creaking — the DAF is wonderfully quiet**", he adds.

It's amazing to think that Thomas Beton's decision to start using DAF vehicles was really just a coincidence. "It was a year ago that the DAF dealer persuaded us to test drive a DAF, and we are still so pleasantly surprised by the vehicle that we are already in talks about acquiring more", says Nickelsen. It was last summer that the company's fleet was expanded to include two DAF CF 410 FAD 8x4 Construction models. The vehicles comprise a DAF chassis with a Day Cab and a 410-hp MX-11 engine.

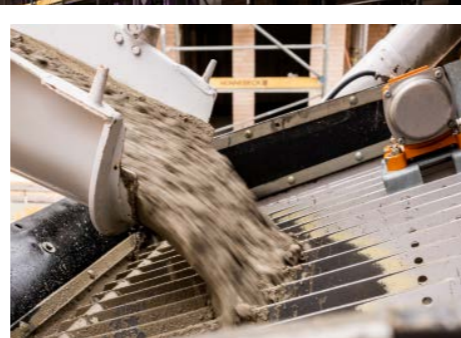


"We can convey 8.5 cubic metres of concrete using the DAF vehicle. That figure is only between six and eight cubic metres using our other trucks"

Dirk Nickelsen,  
Fleet Manager



**EXAMPLES OF THE WORK**  
Once the concrete has been conveyed to the fifth floor, the mixer is cleaned and Thomas Weber drives back to the factory.



The automated 12-speed TraXon transmission delivers **smooth gear shifting**. "If the saying that 'first impressions last' turns out to be true, it's definitely feasible that DAF trucks could replace one of the other brands in our fleet", says the Fleet Manager. The collaboration with Putzmeister is also nicely on track. The body builder is responsible for mounting the drum, featuring the Thomas Beton colours on the chassis.

For Thomas Concrete Group AB, with operations in Sweden, Norway, Poland and the United States, sustainability is an important corporate objective. The Swedish parent company even publishes a sustainability report stating that it produces low-CO<sub>2</sub> products. This strategy also applies to the 26 Thomas Beton factories in Germany, which are located in the states of Schleswig-Holstein, Hamburg, Bremen and Lower Saxony. The company's portfolio includes the production and sale of **high-quality concretes** for all business types within the building and construction industry. The company provides its customers with advice and technical support and also manufactures and transports the concrete for them. It has set itself the objective of being "**the best company in the industry**". ■



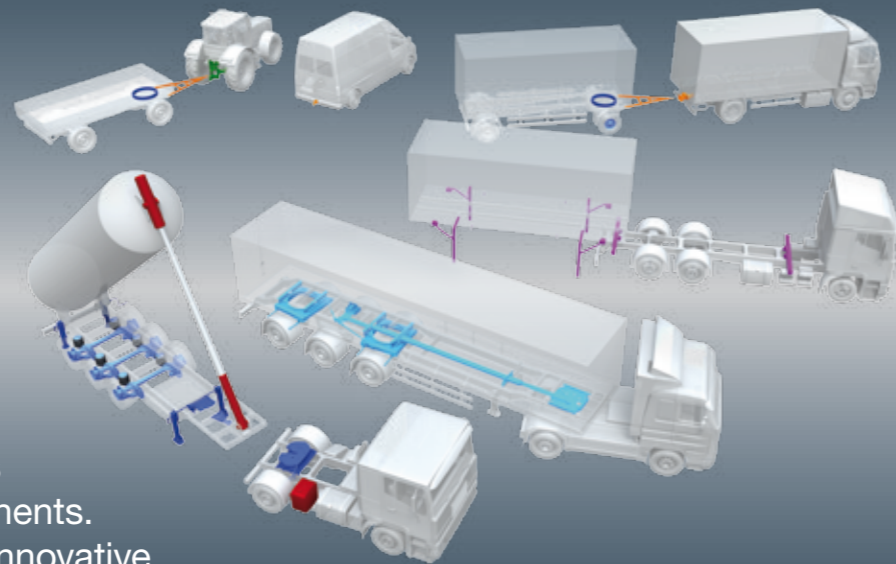


## DAF COLLECTION

STYLISH, PRACTICAL AND HIGH QUALITY — JUST LIKE THE TRUCKS

“On all roads across the globe:  
JOST keeps us rolling!”

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Truck and trailer manufacturers around the globe trust in JOST's comprehensive range of components. Customer-orientated solutions, innovative products and a worldwide supply of spare parts make JOST the number 1.

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for men and women



**TRAVEL BAGS**  
40 litres and 60 litres



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Bicycle  
**HELMETS**



**HISTORY PUZZLE**  
1,000 pieces

**XF PLUSH TOY**



**XF MINIATURE**  
50:1

**For men. For women. For children. For sports enthusiasts.  
For business. For everyday use: The DAF Collection.**

Practical, stylish and top quality — just like the trucks. These are the hallmarks of the DAF Collection, which has been specially designed for DAF. With beautiful clothes for men and women (from T-shirts and hats to jackets), unique DAF accessories (from bags and sunglasses to watches and key rings), a range of leather goods that are both attractive and hard wearing, not to mention a children's collection for the next generation of drivers (featuring clothing, caps, cuddly toys and baby items).

**READY TO ORDER? GO TO: [WWW.DAFSHOP.COM](http://WWW.DAFSHOP.COM) OR ASK YOUR DEALER!**



Only those who have driven a truck themselves know what it is like to be a trucker. It can be hell, with time pressure and rude idiots. But it can also be the best job in the world. If you have a wonderful journey to the south of Italy, for example, and you stand at the counter having your first espresso while looking proudly at the statement on wheels in front of you. You climb back in. The cabin is a place that exudes peace and raises you up

above everything else. In the 'basement' of this mighty machine lies an engine that is incredibly quiet and yet so powerful that your heart beats faster if you depress the accelerator pedal fully. The steering wheel feels great in your hand. The scenery passing by the windscreen could be straight from a movie. **You lose yourself in your dreams for a while.** Still 850 kilometres to the final destination. You will spend the night in the comfortable bed behind you. On to a new adventure.

# ROLLING HOME



# “DAF First choice is our choice”

...says Blanka Kazdová, commercial director of PolyTrans - transport a logistik from Prague in the Czech Republic. Verified used vehicles directly from PACCAR FINANCIAL CZ fit great in the business strategy of this transport company.



**P**olyTrans - transport a logistik was established in 2001 and has since then focused on carrying goods between the Balkans (Turkey in particular) and Western Europe. Its fleet comprises 13 vehicles and the commodities they carry are mostly textiles and vehicle spare parts.

## FOCUS AND STRATEGY

Despite the change in ownership of the company a few years ago, its focus and strategy remained unchanged. “The owner preferred high quality, verified second hand vehicles since the very beginning,” says Blanka Kazdová. “We simply needed high quality, rugged and robust trucks and that was also the reason behind choosing DAF at that time.”

## RIGHT DECISION

“Now, eighteen years later, we see that it was the right decision”, she continues. “DAF trucks have proven their quality under rough conditions, and this goes beyond their robustness and reliability – they are also very popular among our drivers who spend long hours in the cab.”

## EXCELLENT BACKGROUND OF PACCAR FINANCIAL

However, that is not the only reason why PolyTrans - transport a logistik s. r. o. sticks to the strategy, explains Kazdová: “Similarly to the rapid improvement in the quality of the infrastructure in the South-eastern corner of Europe, the service portfolio of PACCAR FINANCIAL CZ has grown and improved significantly as well. We see progress in all aspects: from the range of vehicles on offer, through their technical condition, to terms and conditions of financing. We have now decided to upgrade our fleet and purchased five DAF XF460 FT Space Cab tractors that were offered under the DAF First Choice Label, meaning that their technical condition is verified and their warranty is extended by one year. And that is very important for us.”

## NEARLY-NEW

DAF First Choice is the quality label under which DAF offers nearly-new trucks. These DAF trucks are under five years old, have no

more than 600,000 kilometres on the clock, look like new, and also have a fully documented service history. In addition, these First Choice Trucks have passed more than 200 checks to ensure they are in top technical condition and can deliver maximum reliability – leading to optimal uptime. DAF First Choice Trucks that are under four years old come with a 12-month full manufacturer’s warranty as standard, which, of course, also covers all factory options.

## POPULAR

Miloslav Beneš, sales representative of PACCAR FINANCIAL CZ, adds: “DAF First Choice has become rather popular among our customers. Such vehicles have gone through a detailed technical inspection and they represent a great alternative for customers who do not intend to buy a brand-new truck. We are pleased that PolyTrans - transport a logistik s.r.o. is among those who upgraded their fleet with our high-quality vehicles.”



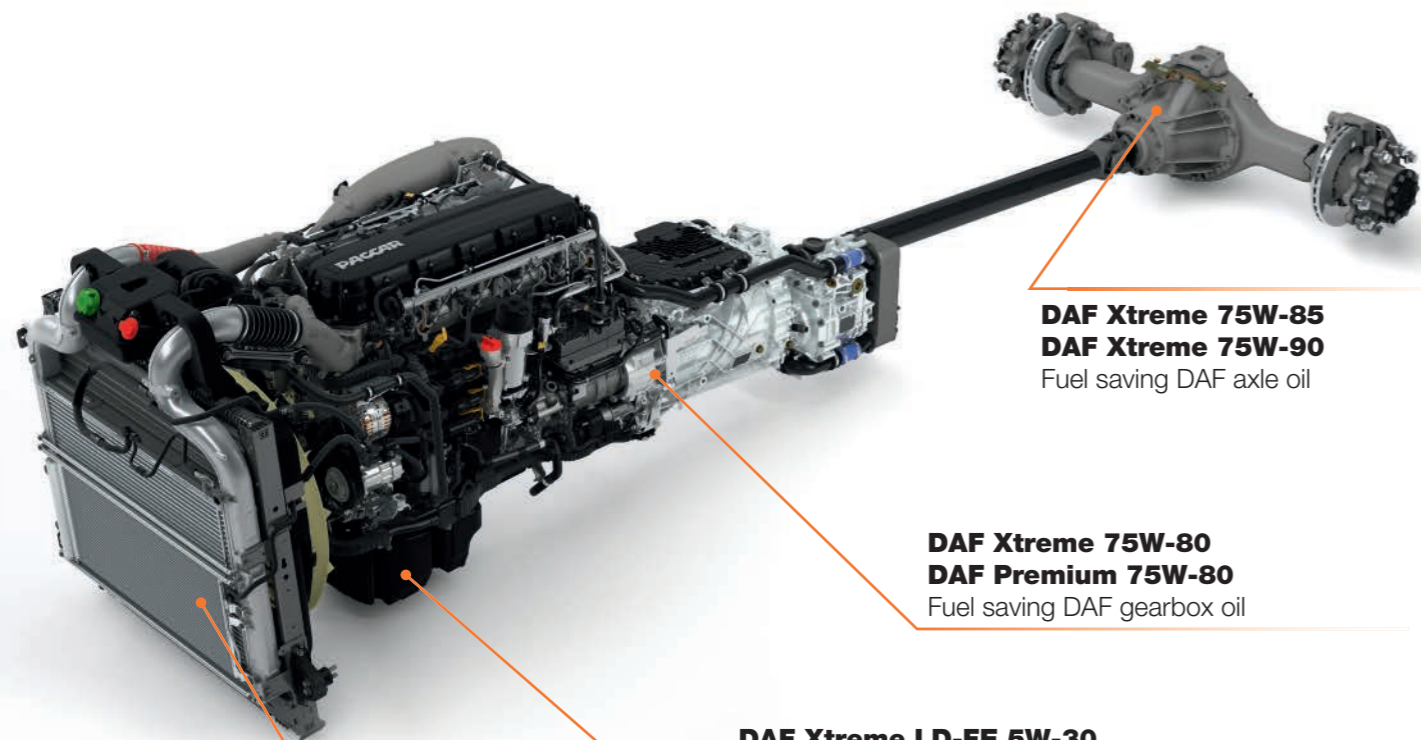
## GREAT INTEREST IN USED VEHICLES

Procuring and operating used vehicles is a highly efficient and popular economic model, which is proven by the fact that some 800 of such trucks are sold on the Czech market alone in a year. And it is also thanks to PACCAR FINANCIAL CZ that the service has reached the level it deserves. PolyTrans - transport a logistik s.r.o. is one of the many customers whose successful business model is built around operating verified used vehicles. And the eighteen years of their success proves they made the right decision. ■



# DAF lubricants - save money and time

The Premium and Xtreme ranges have all been designed, developed and tested for DAF Trucks by Chevron Lubricants, one of the largest producers of quality oils in the world. They have been designed with clear objectives. Save operators money and time by delivering optimised protection and performance for all moving parts of the driveline. Resulting in reduced fuel consumption, lower CO<sub>2</sub> emissions and extended drain intervals.



**DAF Xtreme 75W-85**  
**DAF Xtreme 75W-90**  
Fuel saving DAF axle oil

**DAF Xtreme 75W-80**  
**DAF Premium 75W-80**  
Fuel saving DAF gearbox oil

**DAF Xtreme LD-FE 5W-30**  
**DAF Xtreme LD-FE 10W-30**  
**DAF Xtreme FE 10W-30**  
Fuel saving DAF engine oils

**DAF Xtreme Longlife Coolant**



# A DAF FOR EVERY PURPOSE

Every transport application has its own specific requirements. That's why each DAF is unique. Built to customer order, with an ample choice of cabs, chassis, drivelines and axle configurations.

## 3D DAF TRUCK CONFIGURATOR

With the 3D DAF Truck Configurator, DAF customers can assemble the optimal truck for each specific transport application online, down to the finest detail. It is based on the "what you see is what you get" principle, so that anyone who puts a truck together will see an exact representation on their screen, of the truck that will ultimately roll off the production line. A nice feature, but not unique in itself — there are other truck manufacturers with this kind of system. The DAF configurator has one important difference, however — the data in the system is retrieved

electronically, directly from the original CAD source files, created by the Product Development department at DAF. This means that they are **always correct and fully up to date.**

The 3D DAF Truck Configurator greatly improves the efficiency of the sales process — if the customer is happy with the configuration of their truck, they can send the file directly to the dealer, who can then open it straight in DAF's TOPEC sales tool. This saves a considerable amount of time.

The 3D DAF Truck Configurator is also an important tool for bodybuilders. The desired configuration can be sent directly to the bodybuilder who can then cooperate with the customer to determine whether the correct component setup has been selected, for example. The bodybuilder can now discuss the **correct configuration with the customer** before the truck is ordered from DAF. Which is of great importance for highest quality and efficiency.





By Bert Roozendaal

# NEW SILK ROUTE BRINGS COUNTRIES TOGETHER

**M**ore and more goods are being transported from China to Europe by rail. This trend was prompted by an initiative launched towards the end of 2013 by Chinese President Xi Jinping, who sought to promote trade between China and the rest of the world by means of an investment plan that was **both bold and costly**. The initiative aimed to create an infrastructure that would connect some 68 countries with China. In the Netherlands, between three and five trains now arrive in Tilburg each week from Chengdu in China, with an onward connection to Rotterdam. Trains also run from Chengdu to Nuremberg in Germany and Lodz in Poland. The trains cover a distance of more than 11,000 kilometres in 15 days. The journey includes two stops to reload due to the different track widths in China, Russia and Europe.

Three to five trains a week, each loaded with 41 containers, may be just a drop in the ocean compared with the 21,000 containers that a single large container ship can transport to the Port of Rotterdam at once, **but it's a start**. And perhaps more importantly, the trains are increasingly carrying fuller loads back to China on their return journey, indicating that there are opportunities waiting to be exploited by European businesses.

Many people think that the Belt & Road Initiative (BRI) relates solely to rail connections between China and Europe, but the plan is actually much more comprehensive than that. The 'Belt' section consists of the six trade corridors between China and the rest of the world. The corridors take in Central Asia, the Mediterranean Sea, the Persian Gulf, Southeast Asia, South Asia and areas around the Indian Ocean. The 'Road' section, somewhat confusingly, includes two sea routes — one to Europe and Africa and one via the Pacific Ocean to other areas. China's investment totals 900 billion US dollars and is being used to fund the rapid construction of not just rail connections but also roads,

ports and communication networks. This construction work is far from being confined to China. **Where there are raw materials, the Chinese are sure to follow**, and they are also laying pipelines for natural gas, e.g. the pipeline between Central Asia and Xinjiang in western China. The Chinese initiative has been welcomed in many quarters, especially in Africa and South East Asia. It is hoped that all the new infrastructure will also bring local benefits. In Europe, there has been a positive response to the exposure to China and the BRI from Hungary and Greece and also the Czech Republic and Poland. In contrast, other western European countries and the European Commission are more cautious. Why is China doing this? Not since the Marshall Plan has a single country had a comparable stake in the economy of so many other countries. The Marshall Plan brought a lot of benefits at the time, but there was also a downside — **he who pays the piper calls the tune**.

The Chinese dislike this comparison. They point out the huge benefits of increased trade between countries. They hammer home the idea of increased prosperity for everyone. And history does back up these claims. The traditional silk routes undoubtedly brought not only wealth but also intellectual knowledge to all the countries through which they ran. But Europe did not acquire any lasting influence in China at that time, and in the centuries that followed the Chinese remained happily apart.

All that has now changed, and China has become the factory of the world. Much to the annoyance of the Americans, who are also uncomfortable about the country's thirst for knowledge. Europe is also watching the drive to expand with envy. China is active not only in Africa and Asia but also in Europe, where it has a **10% stake in all port activity**. It is the outright owner of the Piraeus container terminals where 10% of the Rotterdam volume is handled.

The benefits seem to be in the ascendancy right now. The election of Donald Trump as US President and the Brexit scenario in the UK, have prompted a shift in the geo-economic landscape. Many European companies are benefitting from the BRI. Each train that comes in from China **must also return there**, and thanks to the fast and relatively cheap rail connection, companies are loading up the trains with luxury



Picture: Yves Gillander



## NEW SILK ROUTE BRINGS COUNTRIES TOGETHER

products that would take too long to transport by boat and are too expensive to transport by air. There is growing demand for these products in western China, driven by Xi Jinping's attempts to shore up economic development in that part of the country. The east coast is lagging behind due to various unwelcome domestic effects, including the exodus to the west and over-population on the east coast.

When the Chinese government wants something, it happens. Industry is developing rapidly in cities such as Chengdu. Manufacturers of premium electronics are relocating there. This has the knock-on effect of boosting the standard of living in the area, which in turn promotes demand for goods from Europe. This is the basis on which the BRI can achieve success in Europe.

One company to make this realisation early on was Tilburg-based synchromodal logistics provider GVT. Following a visit from a Chinese delegation, one of the company's employees stepped up to the plate and took an impromptu visit to Chengdu. "I wanted to see if we could do business by shipping goods for the Netherlands by train. **We had it all sorted out in just two days,**" said General Manager Roland Verbraak. "Dell, Hewlett Packard and Apple are based there and have offices in this area, so it was an interesting proposition for them. The Chinese prefer to work with privately owned partners in the west. We initially negotiated the entire contract ourselves with the local authorities in China, like the mayor of Chengdu. The city has 17 million inhabitants, which is almost as many people as the entire population of the Netherlands. We also spoke with the vice governor of the Sichuan province; trade decisions are made at the top in China."

**进口货物** 汽车整车、红酒、肉类  
**Import Goods**  
Finished automobiles, red wine, and meats



站到站 Station-to-Station	在途时效 En Route Schedule	出口班次 Schedule for Export	进口班次 Schedule for Import
成都—波兰罗兹/库特诺 Chengdu – Łódź/ Kutno, Poland	11天 11 days	每周一/二/四/六 Monday/Tuesday/Thursday/Saturday	每周三/五 Wednesday/Friday
成都—德国纽伦堡 Chengdu – Nuremberg, Germany	14-15天 14-15 days	每周五 Friday	每周六 Saturday
成都—荷兰蒂尔堡 Chengdu – Tilburg, Netherlands	14-15天 14-15 days	每周三 Wednesday	每周四 Thursday
成都—阿拉木图 Chengdu – Alma-Ata	5天 5 days	每周二/五 Tuesday /Friday	

### 国外线路 Outbound Routes

站点 Station	辐射地区 Region	距离 ( km ) Distance (km)
波兰 罗兹/库特诺 Łódź/ Kutno, Poland	奥地利、斯洛伐克等东欧国家 Austria, Slovakia, and other countries in Eastern Europe	
德国 纽伦堡 Nuremberg, Germany	汉堡 Hamburg	600km
	米兰 Milan	613km
	慕尼黑 Munich	170km
荷兰 蒂尔堡 Tilburg, Netherlands	杜伊斯堡 Duisburg	136km
	鹿特丹 Rotterdam	82km

### 国内线路 Domestic Routes

国内通过与昆明、南宁、上海、厦门、深圳、宁波、武汉、义乌等地政府和相关部门的紧密合作，开通往返成都的国内班列。  
Domestic trains travel from and to Chengdu thanks to close cooperation with the governments and competent departments of Kunming, Nanning, Shanghai, Xiamen, Shenzhen, Ningbo, Wuhan, and Yiwu, etc.

**出口货物**  
汽车零配件、电子产品  
服贸产品、家电产品  
**Export Goods**  
Automobile parts, clothing trade products, household appliances, and electronic products



This is due to the onward transport that must be considered — if the goods arrive by boat in Shanghai, they then need to be transported a further 2,000 km to Chengdu. That is something of a sore point because transport costs in China are really quite high at EUR 1.30/km. I can't quite put my finger on why it costs so much, because China has no regulations on driving times and salaries are lower."

For this reason, GVT plans to set up its own transport business in China in May, in the form of a wholly foreign-owned enterprise. "We believe that employing Chinese workers who have been trained in the Netherlands can make the difference. That in itself is pioneering, and it remains to be seen whether our transport expertise can be brought to bear in China."

This is something of a passion project for GVT, which last October opened the Dutch Pavilion in Chengdu. "We work on behalf of European manufacturers to establish whether a product can be imported into China, we make sure all the paperwork is in order and the labelling is correct, and then we present it in what you could call an ongoing exchange. Then there are the Chinese customers who place orders. We take care of the logistics again, helping to ensure that the eastbound trains are full. There are mutual benefits for trade — really it's like the trading posts of centuries ago." ■

Roland Verbraak from GVT took an impromptu trip to Chengdu and established a rail connection from Chengdu to Tilburg.



The westbound GVT Transport & Logistics trains are completely full. **"We are at 70% capacity** on the journey back to Chengdu, and we are increasingly using groupage solutions", says Verbraak. "Russia is something of a problem due to the EU boycott — we can transport meat from South America on the train but not from Europe, or only pork belly. But we also export machinery, luxury cars, hydroculture products, wine and beer and flower bulbs via this route."

GVT is something of a pioneer for BRI in the Netherlands, prompted by the advantageous pricing of train transport. "Air freight costs four times as much and it can still take seven days due to a shortage of capacity. Train transport is not much slower by the time you've factored that in. It's also important to note that sea freight is not necessarily cheaper per se. The train often comes out on top for freight from here to Chengdu."







Hegelmann Transporte Group from Germany is expanding its fleet with 540 units of the DAF XF 480 Super Space Cab.

## 540 DAF XF FOR HEGELMANN TRANSPORTE GROUP

International transport company Hegelmann Transporte Group is expanding its fleet with 540 units of the DAF XF 480 Super Space Cab. The tractor units will be supplied to the south German company throughout 2019 and 2020. Hegelmann Transporte focuses on just-in-time shipments for the automotive, heavy goods and food industries. Hegelmann's 4,000 employees, 2,000 trucks and 2,000 trailers operate throughout an area ranging from the Algarve to the Chinese border.

### Maximum uptime, highest ROI

"To make our international growth strategy a success, we require maximum uptime and the highest possible return per kilometre. DAF understands this better than any other manufacturer. Our profitability is their goal", says Siegfried Hegelmann, one of the two owners of the family business. "That makes DAF our ideal partner."

### Drivers put DAF on a pedestal

Hegelmann already owns more than 100 units of the latest generation of the XF. Drivers praise the comfort and space in the cab alongside excellent driving characteristics inherent to DAF's top-of-the-range model. "As there is a considerable shortage of professional drivers, this also plays an important role in our choice to opt once again for the DAF XF," explains Siegfried Hegelmann.



## DRIVER CHALLENGE 2019

This year, DAF is searching for the best truck driver in Europe. The gauntlet is being thrown down to drivers from 28 countries—of DAF and non-DAF trucks—to take part in the DAF Driver Challenge 2019.

The best drivers from each of these countries will be invited to Luxembourg on 28th and 29th September, to compete for the coveted title of "International Driver Champion 2019".



A good driver gets the best out of their truck, understands how to achieve the best performance using the least amount of fuel, knows how to transport freight as safely and efficiently as possible, is conversant with the law and is flexible. In other words, a good driver is a true craftsman.

To find out more, visit [drivers.daf.com](http://drivers.daf.com)



## DAF EXPANDS ITS PRODUCT RANGE FOR THE CONSTRUCTION SEGMENT

In order to further enhance suitability for the specific requirements of operators in the construction sector, DAF Trucks is expanding its range to include a number of new vehicle configurations, including an 8x4 tridem rigid with double-drive tandem and steered trailing rear axle.

The new FAW version based on the CF and XF, has a technical GWW of 37 tonnes and thanks to the steered trailing axle, can be manoeuvred with great precision. The turning circle is only around 15.6 metres, making the 8x4 FAW ideally suited for transporting large or heavy loads to construction sites, where there is relatively little space. The new chassis lends itself perfectly as a tipper, concrete mixer, for bodywork with a rear loading crane or a combination of a loading crane with a hook lift system.

### Easy body installation as standard

For optimum bodybuilder-friendliness, DAF offers a range of body attachment modules (BAM) ex-factory. This enables the bodybuilder to install the superstructure quickly and efficiently. The FAW will be available ex-factory later this year.

## 25 YEARS OF TRP

The Truck and Trailer Parts range (TRP) from PACCAR Parts, is celebrating a quarter of a century of success. The TRP range has expanded to become the most professional and the market-leading range of universal parts, for all makes of trucks and trailers. The "one-stop shop" strategy allows operators to source all parts, for their entire fleet, in one location.

In 1994, the range of products consisted of 300 items, solely for repair and maintenance of trailers. Today, the PACCAR Parts TRP programme features more than 80,000 items across no fewer than 20 product groups. The range is available at all 1,100 DAF dealer locations in Europe, which also offer servicing.

In 2013, PACCAR Parts introduced the TRP Store format — a shop selling the full TRP range. This makes the parts even more easily accessible for customers carrying our repairs themselves, independent workshops and owners of older vehicles. There are now some 170 TRP Stores worldwide and that number is still growing.



## STILL GOING STRONG

Following an international search, DAF has found the oldest DAF truck still in commercial use — and it is used on an almost daily basis. The truck in question is an astonishingly sprightly A1600 owned by Frits and Nicky Hoefnagels, who use it to transport a nostalgia-filled fairground attraction all over the Netherlands. "Yes, of course we use it just like any other truck", says Frits. "What else is a DAF truck for?"

An appeal on social media generated an avalanche of tips, suggestions and reports of contenders for the title from all over the world. However, the oldest truck was found virtually in the back garden of the DAF factory in Eindhoven, in the village of Bakel, to be precise.

"In addition to a 2800 from 1975 and a 1600 from 1971, we have two A1600s. One of our DAF 'frog-eyes' — so called due to their 'frog-like' appearance — is from 1968, and the other is from 1969. And we don't take it easy on them", laughs Hoefnagels. "We are honoured to own and drive the oldest DAF truck still in commercial use: an A1600 from 1968!"

## FIRST DAF TRUCK ASSEMBLED IN AUSTRALIA

PACCAR Australia Managing Director, Andrew Hadjidakou, officially presented the first locally produced DAF CF85 prime mover, to long-term customer Cahill Transport. The presentation took place at PACCAR Australia's world-class manufacturing facility located at Bayswater in Victoria, where Andrew Hadjidakou proudly handed over the keys to directors of Cahill Transport, Michael and Daniel Cahill.

The class leading CF85 510hp prime mover is the first Australian produced DAF truck to travel down the production line, scheduled into build slots that have previously been occupied solely by Kenworth trucks for the past 47 years. The decision to locally produce the DAF CF85, will in time allow PACCAR Australia the opportunity to provide DAF customers with higher levels of customisation, through local engineering input, and greater cost savings through local parts sourcing.





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