

## A message from the CEO

Dear Partners and Family members,

For the York group of companies, the Base of the Growth Pyramid is “People” who work towards Innovation and Teamwork; while the four Pillars are “Safety, Quality, Service and New Product Development”. The People power of York can be discerned from the fact that York has numerous employees completing 10-20 years of service.

Amidst the tough business global environment, Q-1 of FY 2016-7 had an excellent beginning for York! We increased sales by more than 33% and were able to strengthen our leadership position in various markets in Asia and Middle East, whilst maintaining steady sales in Australia and African regions. We were also able to re-enter some countries in West Asia which were previously out of York’s radar.

Today’s global situation faces complex political and economic challenges. When the chips are down, the most potent and precious tool is to innovate. The design of York’s compact coupler in partnership with Novatech ApS in Europe is a proof of our customer centricity and innovation. Further, our new product offering YPS has started receiving terrific response with fleets reporting longer hub life, lower maintenance costs, lower down time and increased life of bearings. York has even started offering extended warranties with the YPS axle.

Thanks very much for your continued support, and please do feel free to reach out to me at [alok@yorktpt.com.sg](mailto:alok@yorktpt.com.sg).

With best regards,

**Alok Sharman**  
CEO & Director

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**YORK’S YPS HANDS A BIG ADVANTAGE TO CUSTOMERS**

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**FROM STRENGTH TO STRENGTH; THE OZTREYLERS STORY**

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# From strength to strength: the Oztreyler story

**In just 30 years, Oztreyler has gone from small new starter to Turkey's lead tipper trailer manufacturer. Their secret? A commitment to innovation and the wisdom to use York genuine branded products.**

Oztreyler produced its first dumper superstructure truck back in 1983. Like all new companies, Oztreyler took a while to find its feet, but by 1998 a wide range of vehicles was flowing off the production line, from their popular tippers to semi-trailers, superstructure trucks, aluminium and stainless steel tankers, car and container carriers, and the very first pool type tipper trailer manufactured in Turkey.

With the lowest cost of ownership and durability features that customers gain with York, the 5626 axle is a clear winner.

Yet Oztreyler refused to rest on its laurels. In 2004, it made a huge commitment to innovation through strengthening its Research and Development department and the result was clear to see. By 2010, Oztreyler had been named the best-selling trailer company in Turkey for the tipper trailer segment. The company then topped the year off by manufacturing Turkey's first scrap trailer (with an impressive 52 cubic metre capacity).

It's not surprising, then, to learn that Oztreyler's export markets include countries as diverse and far flung as the United Kingdom, Germany, Russia, Azerbaijan, Ghana, Algeria, Morocco, Iraq and Saudi Arabia – to name just a few. No company can satisfy that wide a range of market demands without appreciating the value of genuine branded product.



Bright future: A partnership with York is just one part of Oztreyler's determination to keep growing.

"Oztreyler's owners, Mr Ahmet Dal and Mr Ahmet Ozturk, began using York axles 11 years ago. Now Oztreyler prefers to use York YPS equipped 5626 drum brake axles on their tippers for both local and export markets," said Mr Nefii Varol Tarman, Branch Manager (Turkey), York Transport Equipment (Asia) Pte Ltd.

"With the lowest cost of ownership and durability features that customers gain with York, the 5626 axle is a clear winner compared to other imported and local axles."

## From Big to Biggest

It's not just this wise partnership with York that proves Oztreyler's determination to keep growing and improving. The company's initial plant in the Gebze area of the city of Kocaeli (a neighbour of Istanbul) is big enough, taking up around 19,000 square metres of space. However by 2012, production demand had outstripped capacity, so Oztreyler began construction of a high-capacity factory in the city of Adapazari.

In fact, the new factory essentially doubles the size of the original facility, to the extent that it will be the biggest trailer production facility in Turkey. Oztreyler's goal is to use this doubling of factory size to double its production capacity and reach a volume of an incredible 15,000–16,000 trailers per year, with half planned for the lucrative export market.





Oztreyler's goal is to double its production capacity to a volume of 15,000–16,000 trailers per year.

“At York Turkey we believe that with York’s YPS equipped 5626 drum brake axles, Oztreyler’s local and export customers will benefit from extended tyre, hub seal and bearing life, resulting in lower downtime and maintenance costs,” Mr Goel said.

“And the benefit is mutual. Having a company as well respected as Oztreyler show their support for York gives us a boost in markets across the world, especially Africa.”



Oztreyler always uses York YPS axles on their tippers.

## Oztreyler's tipper trailer features

**Product volume:** wide range from 20 m<sup>3</sup> – 29 m<sup>3</sup>.

**Base/side walls:** Hardox and Reax wear sheet in hardness 400 – 450 Brinell and thickness of 4/3 mm – 8/6 mm.

**Crosses:** All sheets are minimum ST52 A1 quality.

**Chassis I section:** Chassis reinforced I section from MC500 / MAC700 imported or ST52 local sheet.

**Kingpin:** Flanged kingpin to be removed by 2" bolt in line with EU norms.

**Axles:** York drum brake axles (9 tonnes capacity) with air suspension.

**Axle lift:** Single (front) axle lift by folded air bellow.

**Brake system:** Double-circuit braking system in line with EU directives; WABCO EBS and RSS system with 2S2M electronic anti-blockage system; emergency stop and ramp valve.

**Tyre/rim:** Single tyre 385/65 R 22.5 with 22.5" ISO rim.

**Paint:** Double layer epoxy primer after sanding process, double layer full acrylic oven drying.

**Tare weights:** 5,750 kg – 6,900 kg.



# York's genuine commitment to safety

**When it comes to protecting employee safety York does not believe in taking shortcuts. The evidence from around the world is clear: York remains simply miles ahead when it comes to occupational health and safety.**

When it comes to protecting employee safety York does not believe in taking shortcuts. The evidence from around the world is clear: York remains simply miles ahead when it comes to occupational health and safety.

One of the challenges of running a globally successful business such as York is maintaining a single health and safety policy to keep staff members safe. Yet clearly, this is one challenge that York has met – and overcome.

One of the more interesting developments in York's drive to improve safety in its production facilities across the world is a commitment to the '5S' theory of occupational health and safety. Developed in Japan, 5S has become a widely used tool for organising workplaces and improving efficiency and productivity.

The 5S method directly affects a number of areas for which occupational health and safety practitioners share responsibility, including: the identification of danger areas; personal protective equipment (sometimes known simply as PPE) requirements; and knowing what needs to be cleaned and inspected.

The five simple 5S stages in Japanese (and English) are:

- Seiri (sort)
- Seiton (set in order)
- Seiso (shine)
- Seiketsu (standardise)
- Shitsuke (sustain).

Once commitment to this policy is agreed, putting it into practice can in fact be very simple. For example, in Australia York has installed barriers and gates with warning signs to minimise the risk of walking onto the shop floor where forklifts operate. And in India, York organised a Safety Month Celebration in March this year, including training sessions and a poster competition for staff to enter.

## The Australian Perspective

York Transport Equipment has changed substantially over the last 20 years – and a number of long-term employees have worked for York Australia between 10 and 20 years. They have readily observed the changes that have occurred within the company," says Ivano Giacomini, one of York's engineering specialists in Australia.

"In between 1996 and 2002, York Australia utilised its front factory at 13 Monterey Road, Dandenong as the warehouse / stock facility with only the Tecair production carried out at the rear. I clearly remember a dedicated spray booth there, but York leased a factory nearby to carry out all of our Tecair FB suspension arm and axle welding.

"In 2002, York Australia utilised both its front and rear warehouses (which we acquired) as both warehouse and production facilities. The quality control department carried out all incoming, production and outgoing inspections and had the capability of organising off-tool samples to ensure the quality was met.

"Over this period, York Australia has adopted a number of OH&S procedures including wearing of protective gear (helmets, glasses, headsets, safety shoes etc) when accessing the production area, installation of safety barriers and marked walkways, and annual hearing tests. Fire evacuation and safety teams and procedures were also devised and followed.

Of course, being committed to putting safety first can also lead to great innovations. In China, where safety helmets and shoes and mouth protection are 100% implemented across all York production floors, staff have both their name and blood group printed on the side of their helmets.

Other examples of safety practices and procedures from York plants around the globe include:

- Designated areas for all in-house waste material
- Level 1 air pollution control systems for paint shops
- Modern fume extraction technology for welding
- Professional waste oil and lubricants disposal.

The 5S method affects a number of areas for which occupational health and safety practitioners share responsibility.



Fumes extraction for welding.

## New Indonesian port turns to York

### Indonesia has officially opened a new port in Tanjung Priok – and York is right in the middle of the action.

Located in Indonesia's huge capital city of Jakarta, the new port is the product of a joint international venture comprised of four companies: the Indonesian firm Pelindo II; Mitsui & Co, Ltd and Nippon Yusen Kabushiki Kaisha (NYK Line) from Japan; and Singapore's PSA International Pte Ltd. Collectively, the new company is known as PT New Priok Container Terminal One, or NPCT 1.

York Transport Equipment already has a wide presence in many port operations across Indonesia, with York's reliability and proven quality ensuring there are no disruptions to busy port operations. This new port is no exception. Leading Indonesian trailer manufacturer PT Gemala Saranaupaya has supplied 44 port trailer units to NPCT 1 equipped with dependable York equipment,

including axles, mechanical suspensions, landing gear, king pins and brake systems.

NPCT 1, which began operating commercially in July 2016 following a successful trial of international vessels earlier in May, is designed to handle 1.5 million TEUs (twenty-foot equivalent units) per year. These huge figures convinced PT Gemala Saranaupaya that only York can ensure the type of consistent container transportation the new port needs to succeed.

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# Excellence and expertise: Al Jaber leads the way

## Combining functional and technical expertise with extensive industrial knowledge has seen Al Jaber Steel Products become a leading manufacturer in the Middle East.

Based in Abu Dhabi, Al Jaber Steel Products was established in 1991 as a part of the Al Jaber Group of Companies. By bringing a fresh and innovative approach to the design and fabrication of products for the construction and transportation industry Al Jaber ensures that its clients receive the most professional service possible.

“At Al Jaber, we believe in fully understanding our customers’ needs, providing the most cost-effective and efficient solution,” said Chairman Mr Obaid Khalifa Al Jaber.

“We constantly try to improve the quality of our products and services. It is this commitment to quality that prompted us to structure the Al Jaber quality system to meet the requirements of International Quality Standard ISO 9001, with the understanding that this is another step towards continuous improvement and a better service to our customers.

“Our facilities are equipped with modern manufacturing equipment, including CNC and NC machines. The quality of the products and reliability for our customers is achieved through a well-trained and skilled workforce under the

Our facilities are equipped with modern manufacturing equipment operated by a highly skilled workforce.

supervision of experienced and qualified engineers and foremen. We are capable of designing and fabricating diversified custom-based products and steel structures,” Mr Al Jaber said.

“We are always using internationally accepted brands of spare parts and raw materials for production so our products have a reputation for quality and performance, like York. We have been using York axles and paarts for our trailers, especially for low bed semi-trailers, for more than 15 years. All of our customers are satisfied with the performance and we have also gained acceptance among drivers.”

The diverse Al Jaber product range caters to various applications and needs. It includes tippers, dump trucks, flat beds, tankers and semi-trailers, as well as specialised products such as excavator and crane booms, overhead cranes, and garbage compactors. Besides being experts in vehicle mounted and trailer equipment, Al Jaber specialises in heavy structural fabrications such as oilfield platforms. A recent prestigious project was the supply of a Barrier Wire Trolley for the UAE National Army.

Al Jaber’s main customer base covers companies from the construction, transportation and petroleum sectors and government departments. Some of the main customers are; Emirates Motor Company (Abu Dhabi); SATA LLC (Oman); El Hoss Engg. (Kuwait); CCBM Industries (Senegal); Bin Quraya (Saudi Arabia); Abdul Rahman Al Bahar (Qatar); NDC; Halliburton; and most motor dealers in the region.

## Strong growth Thai style

**It's not just the Thai transport industry that knows to turn to SPN Transport for the best semi-trailer builds in the country. Now these strong trailer builds are being exported across the ASEAN region.**

With over 14 years' experience manufacturing low-bed semi-trailers, SPN Transport's product range has grown from standard builds to one that meets every customer specification – no matter how detailed.

For ten of those years, SPN Transport has relied on York Transport Equipment to ensure the quality of its builds. SPN Transport's Owner, Ms Sasarugthai, explained why the company relies on York products for over 90% of its trailers.

"SPN Transport has used a variety of York products over the past ten years. That's because the quality of both standard and stainless steel York axles and air suspensions are second to none. Even the landing gear is better than anything else in the market. We also need fast service in our industry and York Thailand delivers every

The relationship between SPN Transport and York has been so successful that their trailers are now being exported into nearby Laos.

product we order very quickly, which means our production schedule never falls behind," Ms Sasarugthai said.

In exciting news, this relationship has been so successful that SPN Transport trailers are now being exported into nearby Laos. York congratulates Ms Sasarugthai on the strong growth of her business.

**" หจก. เอสพีเอ็น ทรานสปอร์ต ได้เลือกใช้ผลิตภัณฑ์หลาย ผลิตภัณฑ์ จาก ยอร์ด ในหลาย 10 ปีที่ผ่านมา.**

**นั่นเป็นเพราะว่าคุณภาพได้มาตรฐาน ไม่ว่าจะเป็น เหลาล้อ ตลอดทั้งระบบช่วงล่างถูกลงที่ไม่เป็นสองรองใคร**

**แม้แต่ขาค้ำยันที่ดีกว่าในท้องตลาด เราต้องการความรวดเร็วในการ บริการในอุตสาหกรรมของเรา และ ยอร์ด ประเทศไทย ได้สนับสนุน**

**การส่งมอบสินค้าแก่เราด้วยความรวดเร็ว ซึ่งหมายความว่าแผนการผลิตของเราไม่ล่าช้า" คุณศศฤทัย กล้า**



SPN Transport heavy-duty trailers range from 2.5–3.5m.



# York's YPS hands a big advantage to customers



Hands on: Ngululu Bulk Carriers enjoy first-hand experience of York's YPS system.

**The York Precision System (YPS), the only system to guarantee a set preload for your wheel ends, continues to go from strength to strength around the globe. Now South Africa is the latest country to fall under its spell.**

In December 2015, York South Africa delivered a YPS training session at Ngululu Bulk Carriers, one of South Africa's largest tipper fleets. The sessions focused on how to install the YPS with the aid of the patented Doctor Preload tool, which enables customers to quickly and accurately adjust wheel-end bearings for optimum tyre life on heavy-duty trucks and trailers.

Many people who travel to South Africa for the first time are surprised by just how 'hands on' the country is. South Africans just can't wait to get a new product in their hands and learn how it works through practical experience. That's why York encourages technicians to physically work with the Dr Preload tool, to ensure they know the installation procedure for future use.

York has partnered the YPS system with the Doctor Preload tool for over 12 months now – with customers such as Ngululu Bulk Carriers in mind. Ngululu provides

integrated transport and logistics solutions backed up by two key factors: advanced technologies; and an expert professional workforce. As such, York took the time to instruct the Ngululu mechanical repairs department on the best installation method for their fleet.

"Ngululu Bulk Carriers are currently running one of their trailers with our YPS system. The axles that were used to install it were older and we had to install new bearings and seals on them to get the best results. This is actually a recommendation we make to all of our customers when fitting the YPS system," said Mr Willem Brit, Country Manager South Africa, York Transport Equipment.

"York took this opportunity to demonstrate how quick and effective it is to set the bearings and install the lock nut. The training was successful and the response from the technicians was very enthusiastic. They found it simple to use and valued that peace of mind that comes from setting bearings correctly. As every technician sets bearings differently, now anyone can use the Dr Preload and know that they are set and locked in the correct way.

"York has done numerous demonstrations to fleet users across the region. The positive response is the same each time, with customers saying that York's YPS system and Dr Preload saves them a lot of time and, critically, greatly reduces their maintenance costs."



## Ship shape: York's compact coupler delivers shipyard security

**York's strong new compact coupler is revolutionising trailer handling in shipyards across the world. The new compact coupler is unlike any other coupler designed by York. It is suited for 2" kingpins with a vertical load capacity of 20,000 kg and a mounting height of 138 mm. But the most innovative feature is that the coupler's compact body is designed to be fitted into a truck trestle for use at short sea cargo ferries.**

In normal road applications, an uncoupled trailer is supported on the ground by landing legs. However, when a trailer is transported on ships regulatory requirements dictate that it must be secured to the dock using a trestle or other designated equipment to prevent movement. York's new compact coupler is specially designed for this application.

The new coupler builds on York's Q-Coupler with a sturdy but lightweight design. Its strength comes via high-tensile steel reinforcements that enable the coupler to withstand heavy impact loads, while all structural members and mechanisms are contained within the central part of the coupler. The redesigned locking mechanism, which can easily be attached to the handle of the trestle and

operated similar to normal couplers, uses a powerful dual coil extension spring that ensures secure coupling.

Although wear-resistant, high-tensile forged materials used in the coupler locking mechanism ensure long life, natural wear and tear is compensated for by the inclusion of an adjuster that enables the user to adjust the coupler's locking mechanism. York has ensured further ease of use by allowing the locking mechanism parts to be disassembled easily for maintenance and simple replacement. As well, the compact coupler comes with a fabricated mounting foot which is welded to the trestle body. The mounting foot uses tried and tested rubber bushings to transmit the load to the trestle body.

With a robust structural design – the result of combined two years' effort to understand our customers' needs and challenges – new locking mechanism and a compact size, York's new compact coupler is a perfect match for the demanding conditions found in shipyards right across the world. An agreement for the use of this coupler is made between Novatech ApS and York.

The new coupler was engineered and developed in cooperation with the Danish company Novatech ApS.



Caption



# York stands ready to serve

## York’s contribution to a recent Confederation of Indian Industry Special Session on ‘Make in India – Defence’ has highlighted the strong role York plays in the defence of the nation.

The Session was held on 4 June 2016 at ITC Sonar in Kolkata with the aim of helping Army Headquarters share information on its requirements for technologies and related products that can be procured from Indian industries.

In attendance was Lt Gen Subrata Saha, UYSM, YSM, VSM, Deputy Chief of Army Staff (Planning and Systems). Lt Gen Saha spoke closely with Mr Gurmukh Singh, York India’s Head – Sales, Service & Marketing, who explained York’s capability and willingness to be part of any future defence projects.

Mr Sing also explained that York products are currently serving successfully in the defence sector. For example, York’s 12 tonne, steerable and heavy-duty axles, along with the Tecair 1 pneumatic suspension and 12–16 tonne mechanical suspensions are already found on many defence trailers.



In picture Lt Gen Subrata Saha (left) is in conversation with York (Head-Sales, Service, Marketing) Mr. Gurmukh Singh (Centre).

“Currently, York caters for more than 95% of the Indian Army’s requirements. In this financial year, INR 1,29,580 crore has been allocated to the Indian Army, out of which INR 21,535 crore is for capital acquisition alone. Given the ongoing military modernisation plans and the support of the Indian Government for ‘Make in India’, a huge opportunity exists for York to contribute to the nation by continuing to provide our excellent products to the Indian Army,” Mr Singh said.

York participated jointly with TRF, another Tata firm, in the Special Session and is confident it has a strong future in the defence sector in India.



Army tank being carried on vehicles fitted with York axle & suspension.

## Rapid and reliable: Darcl leads the way

**Darcl, one of India's foremost end-to-end transport and logistics companies, has been partnering with York for more than six years now. And the relationship is only getting stronger.**

Darcl's reputation for expert service has increased rapidly over the three decades that the company has existed. Darcl's Vice President, Mr Nitesh Agarwal, who joined the company just ten years ago, is a great example of the growth that Darcl is capable of achieving.

For example, several years ago Mr Agarwal reached an agreement to transport Tata Steel across India. In that time, the Darcl fleet has grown remarkably from just over 50 trailers to an incredible 700-strong fleet. Growth on such a spectacular level can only be achieved with quality equipment, hence the association with York Transport Equipment.

The majority of Darcl's fleet runs on York equipment, a sure sign of the quality contained in very single piece of York equipment.

"We have had an association with York for the last six years and now we always prefer York products when planning a new trailer. Darcl is committed to timely delivery to various locations across India. York has always supported us with prompt sales, service and aftersales, including explaining new technology and products. This helps us meet our commitment towards our customers."

Darcl's Maintenance Manager, Mr Sherman Gupta, is widely respected in India for his excellent technical experience of more than 35 years. His commitment to deriving outstanding performance from trailers by implementing best maintenance practices means that he is constantly searching for superior products that save down time and maintenance costs. As such, around 85% of Darcl's fleet runs on York equipment, a sure sign of the quality contained in very single piece of York equipment.

"The philosophy driving our efforts is a commitment to fulfil the logistics requirements of our customers, which differentiates us in an emphatic manner. I am very satisfied with the product performance, in particular York's 12 tonne axles and 12 tonne and 15 tonne suspensions. As well, York's aftersales service and spare parts availability across the length and breadth of India is highly recommended," Mr Gupta said.



The Darcl team in their striking York YPS shirts.

**Darcl's current fleet totals around 700, consisting of flatbed trailers, box body trailers, multi-axle trailers and curtain sider trailers. The fleet carries a variety of loads 'pan India', including a special bulk assignment for Tata Steel. The most popular York products are The Darcl service centre combines a highly trained staff of 40 with industry best tools equipment to handle any complaint in trailers and prime movers.**

## Long service awards

**At York, we understand that it's people who create our success across the world. We would like to congratulate the following York employees for their long-service awards.**

The 2015 awards go to:

### Singapore

Tan Heng Keow, 20 years  
Ong Kow Chai, 15 years  
Khor Wee Sim, 10 years  
Tan Yu Lee, 10 years

### Australia

Jeff Van Ingen, 15 years  
Kemal Beslagic, 15 years  
Anthony Van Ingen,  
10 years

The 2016 awards go to:

### Singapore

Ong Suay Hong Linda,  
20 years  
Chan Boon Wee Justin,  
10 years  
Peck Hock Siong Michael,  
10 years

Lee Mui Khim Rinder,  
10 years

### Australia

Ivano Giacomini, 20 years

## Quiz

**York is giving away 10 special gifts to the first 10 entrants who answer the below questions correctly. Simply email your answers to [piyush.g@yorktpt.com.sg](mailto:piyush.g@yorktpt.com.sg).**

1. What does 5 'S' stand for in 5S methodology of workplace organisation?
2. Which customer in South Africa is happy with performance of YPS system?
3. What is the name of newly opened port in Indonesia?
4. What percentage of DARCL fleet runs on YORK undergear products?
5. Which YORK products are used in the defence sector in India?

Contact your local York dealer with your answers to win some great prizes. Congratulations to the Quiz winners from the last issue of York Talk! Somil Gujraty (TRF shareholder) from India; Karen (YTEM) from Australia and many more.

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