

YORK

TALK

June - 2018 edition





IN THIS ISSUE

Title	Page	Title	Page
Interview	2	South Africa	6
● A Message from Vice President - Asia Pacific		● Exhibiting the excellence: Nampo show, South Africa	
Singapore	2	Saudi Arabia	7
● SAF-HOLLAND acquires YORK GROUP		● Changing dynamics of Saudi Economy Exploring the extending market	
Australia	3	Thailand	8
● Megatrans Conference May 2018: Australia		● York Thailand team building journey to Singapore!	
India	4	India	9
● Building trust in the most trusted network: Chetak Group, India		● Going hand in hand with the leaders: VAZRA Industries, India	
Thailand	5	Quiz Contest	10
● Safety of Heavy Cargo with York Low Bed Range: SPN Transport, Thailand		● Quiz	

A Message from Vice President - Asia Pacific

Dear Customer, Employees & Partners,

Welcome to our first newsletter after the York acquisition by the SAF-HOLLAND GROUP. This quarter has been full of dynamics for York (now part of SAF-HOLLAND). As always, through YorkTalk we try to update our readers about the changing trends of the company as well as the trailer industry as a whole.

The acquisition of York and its integration into the SAF-HOLLAND GROUP helps to significantly expand SAF-HOLLAND's market and enhance its brand presence across multiple continents. As York is the market leader in Asia, Africa and Australia, it strengthens SAF-HOLLAND's strategic positioning in these geographies. The acquisition complements both the company's existing product portfolios and international network of manufacturing facilities. By teaming up with York, SAF-HOLLAND has instantly become one of the market leaders in trailer axle and suspension systems in India. On the other side, York will now be able to draw on the Group's worldwide set-up, its strong brands and the technological expertise it possesses. A very big congratulations to everyone!

This quarter, many major events have happened. York's visibility in Megatrans conference in Australia and the Nampo show in South Africa have been major successes to start with. It helped the customers know more about the upcoming technology and imagine the future of the trailer industry. York's position as India's Number 1 brand was recently reinstated by one of our valuable customer Chetak Group in India who gave a testimonial on the reason of its faith in our brand. Our Thailand customer SPN Transport also reaffirmed our proficiency in the specialised segment of low bed trailers. These key customer acknowledgements strengthen our efforts to give the best to our customers. I would like to thank each of our customers present across the globe for trusting us for their products and we will always do our best to maintain your trust and confidence.

Thanks once again for your valued support in making your company reach such new heights. We wish all our readers an extremely fruitful, successful, healthy and safe time ahead. Thanks and with warm regards.

Mike Ginocchio
Vice President – Asia Pacific

SAF-HOLLAND acquires YORK GROUP

Complementing the strengths, Building new vision!

On March 21, 2018, SAF-HOLLAND GmbH signed an agreement with TRF Singapore Pte. Ltd. and TRF Holdings Pte. Ltd. for the acquisition of the axle and suspension system manufacturer York Transport Equipment (Asia) Pte. Ltd. TRF Singapore Pte. Ltd. and TRF Holdings Pte. Ltd. have approved the sale of 100% of the shares held in York Group to SAF-HOLLAND GmbH. The purchase price for the stake in York Group, including all liabilities, amounts to around EUR 33 million.

York Group has a strong market position in the APAC region, particularly in the heavy duty segment (> 9 tons) for trailer axles and mechanical suspension systems. York Group is also one of the main suppliers in India for semi-trailer spare parts and accessories. York Group operates major production sites in Pune, India, and Qingdao, China, and supplies to most of the major truck and trailer manufacturers in the region. Next to India, York Group also has significant operations in other fast-growing Southeast Asian markets, such as Thailand, Indonesia and Vietnam besides Australia. This geographical positioning complements the regional presence of the SAF-HOLLAND

Group.

Over the past few years, the York Group has built a strong service and spare parts network in India with more than two hundred service points. This network will effectively strengthen the aftermarket business of the SAF-HOLLAND Group in the region.

SAF-HOLLAND CEO Detlef Borghardt sees significant potential: "Following the takeover of the Brazilian company KLL in 2016 and most recently of V.Orlandi in Italy, the acquisition of the York Group is yet another step towards our targets under our 2020 growth strategy. We will become one of the market leaders in India, one of the fastest growing transportation markets in the world, almost overnight. This will also allow us to position ourselves early on for the foreseeable changes in many of these markets towards more technologically sophisticated solutions. We expect the load and safety regulations in other APAC countries to be tightened gradually over the next few years - similar to what we are currently seeing in China." Alexander Geis, President of the

region EMEA/I, adds: "At the same time, the acquisition of York Group will contribute significantly towards strengthening our position in the Mid-East and Africa as well." With the York Group acquisition, SAF-HOLLAND is on its way to increase its footprint outside of the existing core markets of Europe and North America.

About SAF-HOLLAND:

SAF-HOLLAND S.A., located in Luxembourg, is the largest

kingpins, and landing gear marketed under the brands SAF, Holland and Neway. SAF-HOLLAND sells its products to Original Equipment Manufacturers (OEMs) on six continents. The Group's Aftermarket business supplies spare parts to the service networks of Original Equipment Suppliers (OES), as well as to end customers and service centers through its extensive global distribution network. SAF-HOLLAND is one of the few suppliers in the truck and trailer industry who are internationally positioned in almost all markets worldwide.



In the picture:

From left:

Sitting (Front row): Fei Ying Hui, Kerstin Baldner, Joanne Sit, Wendy Huang, Linda Ong, Jacqueline Carmichael, Vivian Tan

Standing (back row): Matthias Heiden, Suchit Raval, Richard Khoo, Detlef Borghardt, Phillip Craker, Michael Ginocchio, Lee Chong Chew, Manoj Gupta, GS Chatterjee, Justin Chan, Ng Poh Beng

independent listed supplier to the commercial vehicle market in Europe delivering mainly to the trailer markets. With sales of approximately EUR 1,140 million in 2017, the Company is one of the world's leading manufacturers and suppliers of chassis-related systems and components primarily for trailers, trucks, buses, and recreational vehicles. The product range comprises axle and suspension systems, fifth wheels,

After acquisition, first Post-merger Integration Meeting was held in Singapore in the month of May which was attended by both York Group and SAF-HOLLAND management. Oliver Wyman is working with SAF-HOLLAND and this meshed team is working hard to ensure that the best value is fetched from this integration.

Megatrans Conference May 2018: Australia



With time, the trailer industry trend is shifting towards more sophisticated technology. Customers are demanding unconventional trailers which are better in safety, lighter in weight and give a most cost effective solution. Such innovative trailers and new technology in the industry were witnessed in Megatrans 2018 which was held at Melbourne Convention centre in May 2018. It was the first show ever in the history of Trailer industry in which SAF-HOLLAND and York were represented as a team.

This two day event was visited by a lot of trailer manufacturers and customers who came from all across the country. Visitors from the companies from various sectors like road, sea and rail transport were seen at the event.

People from SAF-HOLLAND and York OEMs like Vawdrey Trailers and Barker Trailers also participated in the event. Few York customers displayed their competent products such as Visy Logistics who exhibited Intra-Disc Suspension and axle combination in a Container Skeleton's combination trailers. Hino trucks also displayed Hino GH500 model fitted with York's lazy axle. The SAF-HOLLAND and York team presented a very new York Mechanical Heavy Duty Suspension and Heavy Duty axle on display alongside the light weight SAF-HOLLAND Intra-drum and disc suspension.

SAF-HOLLAND / York was the only axle manufacturer at the show which made it a curiosity hub for all the visitors. The brand was well recognised and taken from all the visitors; be it the guests or the participants. The day was showered with innumerable positive feedback comments received from each visitant. The team was acknowledged for leading the industry trend and keeping ourselves updated with the new technology. Overall the event was a great success for the team and we hope to come up with similar awestruck products in many more years to come!



Pictured Left to Right :

- Peter Verde** National OEM and Fleet Manager
- David Carroll** Fleet Manager
- Brett Birkett** Regional Sales Manager
- Simon Havill** Key Account Manager
- Philip Crosbie** Aftermarket Manager
- Adam Flanigan** Area Sales Manager VIC
- Mike Ginocchio** Vice President Asia Pacific
- Adam Ritzinger** Engineering Manager
- Bill Cassar** Key Account Manager
- Paul Kendrick** Technical Support Manager
- Tommy Lui** Product Engineer
- Julian Harrison** Marketing Specialist

Building trust in the most trusted network: Chetak Group, India



Since 1979, Chetak Group has been India's leading logistics and transport (L&T) provider. The company has the assets of approximately 15 lakh sq ft of warehousing spread across the country, a fleet of 2100 transportation carriers, a high level of IT expertise and rich experience in integration of logistic services and state of the art infrastructure. It moves millions of consignments weighing a total of billion tons and is the only L&T company that has its own fully mechanised automobile workshop, an in house truck/car carrier body fabrication facility and a training facility for drivers and technicians.

The business model of the group rests on six pillars: Logistics, Supply Chain Management Solutions, Automobile Carriers, ODC, Warehousing and Distribution and Express Services of Road, Rail, Air and Sea. Owing to its excellent and consistent services in this domain for more than 3 decades, Chetak Group has received more than 100 awards including recognitions like 'Rashtriya Udyod Ratna Award' by IOBDR and Best Logistics Support by Bosch.

Mr JK Sharma, the founder and CMD of Chetak Group, has based the functionality on the company goal of providing complete

logistic solutions and services to its customers and bestowing them with 100% satisfaction through its team of experts and highly motivated professionals. The major competency of the company lies in offering customised solutions to the clients by incorporating flexible working models as well as new technology to adopt new quality practices and offer the best possible service to the customers.

Chetak Group has been well associated with York Group for the last 5 years and has been highly satisfied with York sales and Service. They have a total fleet of around 1000 trailers installed with York aggregators. They are so impressed with the performance and reliability of York products that they recommend using York products in all of their trailers. They have also realised better tyre mileage post usage of York products and they highly acknowledged the direct after sales services from York which made the maintenance of trailers hassle free.

"We have a wide variety of trailers like car carriers, chassis carriers and flat-bed trailers. These trailers are used in loading cars and other heavy commodities and they run extensively on the highways. **We have been using York products in our trailers for so many years now and we are highly satisfied with them. We have conveyed all our fabricators to use York axles and Suspensions only in our trailers. They offer high performance and reduce our daily maintenance hassles significantly. York is our preferred choice for our trailers**", says Mr Mukesh Haritash – Director.



Mr. Mukesh Haritash
Director, Chetak Group

Safety of Heavy Cargo with York Low Bed Range: SPN Transport, Thailand



Transportation of any commodity is a complicated task. It involves not only the process of taking a product from one place to the other but also the liability to take extra precaution in doing so. The smaller the product, more delicate it becomes and the bigger the product, more hefty it becomes. Let's get into the details of one of the segments and know the tasks involved from the experts only.

Transportation of heavy loads such as structures, material and equipment is a complicated affair. It requires technical expertise as well as meticulous planning for road and load safety. Low loader category of trailers specializes in the transportation of such load.

SPN Transport and Service Ltd is one of the companies that are renowned for manufacturing low-bed trailer segment. With over 14 years of experience, SPN is well versed in designing and

manufacturing this type of the trailer. The company is known for the safety its trailers offer without compromising on the efficiency of the vehicle. It excels in every possible criteria while keeping its pricing competitive in the market. Having one of the best trailer factories in Thailand with a total area of 5,600 sqm, SPN can manufacture different kinds of low-bed 3 axle trailers for its customers. These trailers can carry load from 45 Ton up to 100 Ton. They have a manufacturing capacity of approx. 60-80 trailers per year.

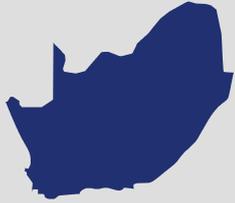
"For many years, SPN Transport is manufacturing trailers that has helped logistic companies to transport heavy goods to and from congested urban areas. The task involves getting the transportation done in the shortest possible execution time." said Ms. Sasarugthai Sripong, CEO of SPN transport and Service Ltd.

"We are proud to provide a wide range of low-bed trailers. Staying true to our core values, **we constantly try to come up with the most innovative way to satisfy our customers in every possible aspect and give them the best possible solution. Our latest range of low loaders uses York Self Steer Axles and TecAir Suspensions with axle lift.** It also helps us to customize our low-bed 3 axle trailer for our valuable customers." Ms. Sasarugthai continues.



from left Sasarugthai, Meatharphatt, Albert and Siam

Exhibiting the excellence: Nampo show, South Africa



SOUTH AFRICA

Offering nothing
but the best!



The Nampo exhibition is one of the largest privately organized show of agricultural machinery and livestock in the southern hemisphere. Organized by Grain Sa, it provides a unique opportunity to all manufacturers and distributors to demonstrate their vast range of products to their target customers. Including the range from vehicle, trailer to tractor and many more, the nampo show draws more that 700 exhibitors spread over 24 hectares with a record visiting attendance of over 82000 people this year. This extravagant event was organised from 14th till 17th of May this year at the Free State, South Africa.

Afrit, one of the largest trailer manufacturers and a York distributor, exhibited its excellence at the show with its latest products including their new low bed trailer which is a new development for the manufacturers. The range of trailers that were displayed included side tipper, walking floor, drop side tipper and flat deck trailer. Out of this product range, the side tipper and the drop side tipper featured the York tecair 2 suspension with axles. Also, the walking floor and flat deck trailers featured a 7 blade mechanical suspension with York axles. With the competent exhibitors, Afrit very soon became a hot-spot for all the visitors in the event. Agri Afrika, a division of Afrit trailer, also displayed all the latest agricultural implements used on farms. This section also grabbed a lot of attention of the visitors and thus the company was able to fetch a lot of results from this three-day event.

The Nampo show draws more and more customers every year from not only the local market but also the international market who is keen on understanding the new developments and upcoming products in the market. It is a great medium of learning about the new trends in the trailer domain and we look forward to another excellent show next year.



Changing dynamics of Saudi Economy Exploring the extending market

Every single thing around us carries some significance and so, the dynamics of every detail has some effects on the trailing member of the cycle. All of these changes give a cumulative effect on the economy of the nation which then determines the eventual actions of the industry.

Similar significant alterations have been noticed in Saudi Arabia. It is driven by the investments from the government. Approximately 70% of the economy is under the age of 30 which makes it difficult for the government to create jobs for all. As the Saudi Arabia kingdom has the second largest reserves of oil, the petroleum sector of the country accounts for around 75% of the budget revenues, 45% of the GDP and 90% of the export earnings.

However, 'Vision 2030' of the country aims to diversify the economy from oil based to many other sectors and to create more job opportunities in the process. One of such touched sectors is internal recreational services and tourism. Many entertainment related projects have been initiated in the country to offer recreational services to the locals. Authorities have started relaxing rules on entertainment, concerts and film screening which has resulted in significant inflow of revenues.

Earlier, tourism was limited to Hajj and Umrah but since 2017, this trend has been changing. Projects like Qiddiya and Red Sea (to take place at KSA) have been witnessed. The Red Sea project is specifically planned to release the potential of the marvelous KSA coastline over the Red Sea.

Not only the prescribed sectors but many other different domains like solar, artificial intelligence and infrastructure are taking a sharp boom. New cities are taking the industrial shape.

All these projects will trigger logistic and transport industry with the new possibilities and opportunities. A heavy growth and requirement of trailers is expected out of the changes. Freight traffic will continue to increase: mainly in the region where population and wealth continue to rise. Customer focus will shift to the cargo safety and more intelligent system will evolve to track the transit. Need of sophisticated trailers will be generated.

Following the trend, now is the time for the big manufacturers like York to play a significant role by its proven consistency. In Saudi Arabia York's main business surrounds Dammam, Jubail,

Hofuf Jeddah, Mecca, Medina, Yambo and Riyadh regions. Because of multiple projects spread across Saudi Arabia - York will be able to witness a significant market uplift in various parts across the country. These changes will increase not only the demand but also the need for more sophisticated technology.

Recently, SAF-HOLLAND acquired YORK Group. This has combined the experience of York with the world class



technology of the SAF-HOLLAND and so has empowered the combination to offer the world, the best products for the trailers. This synergy now has the potential to not only improve the performance of York products but also set the best possible examples for the customers to extend their reach and explore the unexplored!



Red Sea Project

Creating a new image for Saudi beaches as a place for sun and fun, this project presents a new adventure to the kingdom.

York Thailand team building journey to Singapore! Refreshing bonds at a new environment

York Group has reached incomparable heights in its 60 years of industry experience. It has proved itself in every possible arena, be it product technology or the brand reliability. It has been able to prove itself not only with respect to its customers but also with respect to its employees. The company has always kept the work life balance of all its employees as its top most priority. Following the same principle, York Thailand team building was organised and the team was taken to Singapore to explore the fun filled moments together!

The team was taken to Singapore on March 1-4, 2018. The itinerary included York factory visit and tour around the country. The trip was lead by Mr Albert Van Der Poel and Miss Faifun Sodkhomkham. The Thailand team visited York factory and met the Singapore team. It was a very interesting networking day that helped every individual to understand each other better.

Ms Wikanda, a customer service executive with York Thailand commented, "I thank all the executives who helped organise this visit and make it such a success. We would also like to appreciate Singapore Team for organising the tour around the country. I am confident that this trip will motivate the entire Thailand business unit team."



Going hand in hand with the leaders: VAZRA Industries, India Reaffirming the consistency

VAZRON Industries derives its name from two words : VAZRA (Which means strong as a rock) and Drone (Latest electronic gadget that flies in a controlled way). Thus the name signifies the strength and thus the reliability of its products and the essence of research and technology for the company.

Founded in 2016 as a part of Narmada Group's diversification plan, VAZRON has created a buzz in the Indian market in a very short span of time. This has been possible because of its lead in the adopted technologies as compared to the conventional ones used by its existing competitors. Few examples to support this fact are: VAZRON uses the state of the art machines to process a single length sheet of steel. This process reduces the number of joints considerably. VAZRON uses single length of BEAM to make its chassis joint free. Also, VAZRON has a world class blast booth where the trailer is shot blasted in complete cubed condition. This helps in improving the quality of product drastically.

VAZRON has a vision to bring latest technology from across the globe in all their products. Team VAZRON has spent number of years in understanding the importance of reduction in the weight of trailers and provide the best in industry Payload in all its variants. All their research has helped the company to successfully cater to the orders of reputed fleet owners all across the country, India.

VAZRON has a present capacity to manufacture approximately 120-150 trailers per month and it aims to increase the capacity to 500 trailers per month. The company also has the vision of expanding operations in India and spreading its manufacturing units across all four zones of the country.

York is the preferred choice of VAZRON for its Trailer component needs because the company has been associated with York from quite some time now and out of this experience it has realised that York is one reliable brand. It distinguishes itself by putting a consistent performance forward with the unbeatable quality and customer satisfaction from not just its products but also its after service. Its excellent after sales service helps VAZRON to concentrate more on its core Trailer manufacturing business without caring much about the other operational problems of the concerned products.



We hope and will try our best to offer the same satisfaction to all our associates for many years to come!



Quiz

York is giving 10 special gifts to the first 10 entrants who answer the below questions correctly. Simply email your answers to piyush.g@yorktpt.com.sg

- 1) Which group has acquired York Group?
- 2) In which country Thailand team travelled for the team building event?
- 3) Which country is witnessing major economy dynamics?
- 4) Who is the founder and CMD of the Chetak Group?
- 5) What is the name of the conference which happened in Australia in May 2018?

York's Global Sales & Service Network

Australia

13 Monterey Road, Dandenong
Victoria 3175 Australia
T: +61 3 9790 2000
F: +61 3 9790 2020
C: Mr Phillip Craker
E: phillip.craker@yorktpt.com.sg

China

No. 5 Sino-German Eco-Park,
Tuanjie Road North,
Huangdao District
Qingdao, 266555,
Shandong Province, China
T: +86 532 6687 2251
F: +86 532 6687 2259
C: Mr Leo Miao
E: leo.miao@yorktpt.com.cn

India

Gat No. 537 & 538
Bhadhalwadi, Navlakh Umbre,
Maval, Pune 410507 India
T: +91 2114-645022
M: +91 7875447822
C: Mr. Gurmukh Singh
E: gurmukh@yorktpt.co.in

Singapore

Corporate & Marketing
122 Pioneer Road
Singapore 639583
T: +65 6897 8525
F: +65 6897 8231
For General Enquiry
E: enquiry@yorktpt.com.sg

Thailand

2101 M.1 Old Railway Road
Samrong Nua Muang
Samutprakarn 10270, Thailand
T: +66 2 743 5091
F: +66 2 173 7300
C: Mr Albert van der Poel
E: albertvdp@yorktpt.com.sg

Saudi Arabia

C: Pankaj Shenoy
T: +91 7875447823
E: pankaj.shenoy@yorktpt.co.in

South Africa

C: Mr Antony Ravikumar
M: +91 78754 44099
E: antony.r@yorktpt.co.in

SE Asia and NE Asia

C: Richard Khoo
M: +65 9843 6080
E: richard.khoo@yorktpt.com.sg

Indonesia

C: Agung Pardianto
E: agung.p@yorktpt.com.sg
M: +62 812 1051085

Europe

C: Mr Antony Ravikumar
E: antony.r@yorktpt.co.in
M: +91 78754 44099

United Arab Emirates

C: Pankaj Shenoy
T: +91 7875447823
E: pankaj.shenoy@yorktpt.co.in

North Africa & Rest of GCC

T: +91 7875447823
C: Mr Pankaj Shenoy
E: pankaj.shenoy@yorktpt.co.in

Turkey

C: Mr Antony Ravikumar
E: antony.r@yorktpt.co.in
M: +91 78754 44099

YORK

SIMPLY MILES AHEAD - SINCE 1950

www.yorktransport.com

YORK TRANSPORT EQUIPMENT (ASIA) PTE. LTD.

122 Pioneer Road, Singapore 639583

Tel: (65) 6897 8525 Fax: (65) 6897 8231