

# YORK

## TALK

ISSUE Q3 - 2017-18



A family  
get together  
event held  
in Batam,  
Indonesia



When the Leaders join hands!  
TII Group: India



A Proud Moment  
for  
York Group!



LEAVING NO  
STONE  
UNTURNED!

York goes  
beyond the  
work schedule!



When excellence  
meets Reliability



Leading steps  
To offer the best!



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## A Message from Group CEO

Dear York Partners and Family members,

By the time this issue reaches you, it will be the joyous time of CNY (Lunar New Year). Hence this is wishing all our readers abundance of Happiness and Prosperity, or as said in Mandarin: "Gong Xi Fa Cai"!!

I am sure you must have enjoyed the last "Heritage" issue of York, where in we brought for you many published articles from last few decades. As per York's continued commitment on "Lowest Cost of Ownership", we have recently launched Tec 3 air suspension, which will enable fleet operators to save weight on trailers, leading to lower fuel consumption in addition to higher tyre life on rated load applications, thus resulting in more profits for you.

York's position as India's Number 1 brand was recently reinstated by our valuable customers. This can be observed by the fact that in EXCON event at Bangalore India, which is the largest construction equipment event in South Asia, all the major OEMs namely Volvo, Tata Motors, Black Diamond, Satrac displayed their trailers exclusively with York axles & suspensions. It was also indeed a moment of pride for us to witness that even such technology world class leaders like TII of Germany chose York RO-8 axles to install in their ultra heavy transportation trailers.

All work and no play makes Jack a dull boy! To keep all our employees in the best of health and spirit to enable to serve our customers in the most efficient manner, we at York also believe in promoting health, for which we encourage sports within the York group. We also believe that it is very important keeping immediate family members of York happy and in liaison with the happenings in York, so that York employees remain fully committed. The recently held Table Tennis tournament in Singapore and the excellent participation in Family day organised in Batam Indonesia, bear a testimony of these.

To ensure continuous running of your trailers on the road with lowest down time, growing our after sales service has been an integral part and commitment from our side, which is demonstrated by the large network of spare part dealers and after sales service available in Thailand as well.

Thanks very much for being our strong partners and believing in us. With the journey having started since 1950 in UK for the York brand, we do promise to continuously keep "Going the extra mile for you" for many more decades to come.



Alok Sharman  
Group CEO & Director

## Carrying the Reliability forward



Cowan Welding and Fabrication, situated at the Ashmont region of Australia, is one unit that is known for the reliability and assurance in its services. Its 17 years of extensive experience in this domain has helped it establish a name for itself in the Australian automation market. It has a strong core competency in building extendible pole trailers.

It has numerous customers throughout the country which believes in its products and services. Majority of these customers belong to the energy sector which uses its trailers to transport power poles from one place to the other. It also builds track trays and UTE bodies. For its products, it has a dedicated engineering department which makes sure that the company serves its customers with the best possible products which are updated with the optimized technology.

Cowan welding and fabrication has been working with York Transport for the last 9 years. It uses York axles and suspension

systems for its trailers and has full trust in York products as to carry forward the same reliability to its customers. When we talked to the company representative, Eric, he specially talked about the consistent and dependable service that York provides to its customers. We were pleased to hear that and we thank our Australia team to exhibit such an excellent impression on its customers. We would also like to reassure Cowan group that we will try our best to continue the same performance and satisfy them every time with our products and services.



## A Proud Moment for York Group!



EXCON is the Largest Construction Equipment Exhibition in South Asia, organised by the Confederation of Indian Industry (CII), India's Premier Industry Association. In 2017, the 9th Edition of this grand event was supported by the Indian Construction Equipment Manufacturers Association (ICEMA) as Sector Partner for the event. It was held on 12th-16th December at Bengaluru International Exhibition Centre (BIEC), Bengaluru, Karnataka, India, came as a very pleasing and gratifying experience for the York Group. It is a major event held every year and it is majorly focused on the

construction segment. All construction industry members participate in this event and acknowledge each other's work and progress. Like every other year, most of the major brands of this domain helped multiply the grace of the event. Some of the big names were: JCB, L&T, Volvo, Kamastu, Sanny, Hyundai and Tata Hitech.

It is the prestigious for all HCV OEM's and Construction Equipment manufacturer to participate in the EXCON exhibition. Many companies participated from the trailer industry as well. Some of them were TML, Volvo, TIL, Eicher, Black Diamond and Satrac. The fact that excited York Group was that each company of the trailer segment, present at the event, was using York axle. The trace of no other competitor was seen anywhere in the event. This shows how York Group has been able to conquer the trailer market with its consistent performance and service to its customers. Following are few of the examples:

### SHOWCASE at VOLVO:

\*VOLVO displayed their 49Tonner FM 420 (6x4) Tip Trailer 45Cub.Mt fitted with YORK 18Ton 8021axle & 17.5Ton YTE 90 Suspension.

\*Trailer Manufacturer – M/s.SATRAC Engineering., Bengaluru, Karnataka, India



### SHOWCASE at TATA MOTORS:

\*\*TATA MOTORS displayed their 49Tonner SIGNA 4923.S 2-Way Side Tip Trailer 14Cub.Mt each fitted with YORK 12Ton 5023 axle & YTE 75/90 Suspension.

\*Trailer Manufacturer – M/s. BLACK DIAMOND., Bilaspur, Chhattisgarh, India



### SHOWCASE at VECV:

\*\*VOLVO Eicher Commercial Vehicle displayed their 49Tonner PRO 8049 Tip Trailer 32Cub.Mt fitted with YORK 12Ton 5023axle & 13Ton YTE 75 FB Suspension.

\*Trailer Manufacturer – M/s.SATRAC Engineering., Bengaluru, Karnataka, India



It was a rewarding moment for us and we congratulate every individual of this group for making it possible. It is only because of the combined efforts of each York member that whole of the industry now has a faith on this one brand name. We hope that we members contribute in the similar fashion and make York Group feel proud in many more years to come!

## When excellence meets Reliability



Quality Line is one name in the domain of Automobile industry in Dubai that has established a premium brand name for itself in just 8 years of its existence in the market. Today, it is recognised as the leading Automobile body fabricator. It is a true believer of working with a seamless team with no boundaries between the management and work force. These fundamental principals have helped the company achieve all the success.

It has a vast product profile which includes fuel tanker semi-trailer, vacuum tankers, water tanker semi-trailer and a lot more. To offer the best service to their customers and streamline their work, they have divided themselves in 2 segments, Quality line auto and Transtec line auto.

“By applying the outstanding experience in the industry to the satisfaction of our valuable customers, we have grown immensely and our achievements and performances have been particularly outstanding in UAE, where our list of satisfied customers is growing tremendously long and impressive”, say the founder of the company.

Working with the right people and incorporating reliable products to carry their own brand name is a very important factor in maintaining the credentials of the company. Quality line trusts York Transport for the same and it has been associated with York for the last 4 years. They procure Thru Traxle auto parts from York and are fully satisfied by the products and service that York offers. They have also been using York axles for their flat bed trailers and acknowledge the company for the quality and reliability it offers in their products.

“Getting associated with such trustworthy company helps us boost our products without any hindrance. We are very much satisfied with York and we look forward to grow together with them in many more years”, says company representative.



## When the Leaders join hands!

### TII Group: India

Having more than round about **400 years of expertise** in the production of heavy duty transporters, TII Group (Transporter Industry International) is a Germany based multi-national company. With its successful endeavour, TII is now offering the highest quality transporters across the globe. TII group believes in improving performance by constant research and innovation and thus it has been able to offer numerous very interesting innovations in the market. It is the group which **introduced the concept of hydraulic modular trailers** in the world.

TII group has plants in Pfofeldbach (Germany), Ulm (Germany), Bourgogne (France) and Bawal (India). It has been strategizing its methodology every now and then to have the global coverage of their products with ease. With an intention of making their high-quality products available in India and to other Asian transporters, TII-India acquired Tratec Brand and its civil business and named it as a new brand "TIGER" (Make in India). There are various products that are being manufactured in the India plant TIGER. Some of them are: Hydraulic modular trailers, Extender trailers for the wind Industry and Equipment for Hydraulic Modular Trailers like Swivel Bolster, Universal Goose Neck, Girder Bridge and many more. TII group has established its name not just by delivering the best in such a diverse product range but also by introducing innovative new concepts into the market. SCHEUERLE developed the design principal of a "Hydraulically Supported Pendulum Axle" through which the arrangement of multiple- axles in series is possible. The Hydraulic pendulum axle is still the basic principle of modern-day heavy transport around the world. (1956).



In the second half of the 20th century, SCHEUERLE started changing the entire transport industry for ever. With the first self-propelled transport modules in the shipbuilding sector and SPMT (Self-Propelled Modular Transporter) developed by SCHEUERLE in the late 1970s and early 1980s, payload possibilities suddenly increased which today, in principle, are almost limitless. Seventy per cent of all transports over 3,000 tonnes and ninety per cent of all transports over 5,000 tonnes are now carried out on modular, self-propelled vehicles from the TII Group. As a result, modular manufacturing has now entered the oil and gas industry, shipbuilding and many other industrial sectors. Unit weights of 17,200 tonnes – a world record - have already been transported using SPMTs from the TII Group.

There have been many other such patents filed on the group's name which proves its tireless and unwavering approach to offer the best possible solution. One of such latest innovation has been its new generation self-propelled electronically- steered MHD-SPE series.

Apart from the patents, they are quite recognised for all their backbreaking work. TII group has been **bestowed with many awards**. Also, many **World Records of Critical/Heavy Transport** are on the name of this group. Few of the recognitions are:

- SCHEUERLE world Record: Road transport of **1800 MT payload**. Entry in Guinness Book of World Records. (1987)
- SCHEUERLE modular transport combination carried petrochemical installation of **weight 2000 MT and set a World Record**. These trailers are still in service. (1980)
- KAMAG world record: KAMAG builds **world's biggest slag pot transporter** with a payload 120 MT. (2000)
- TII GROUP world record: 17.280 MT Ship on self-propelled modular trailers, **TII group again broken its own world record**.



- SCHEUERLE develops the world's first "POWER BOOSTER", for use in road transport as an additional drive unit for supporting the tractor, or as self-propelled module for in-plant operations in 2009. Extending the power range with a 1.000 HP model lately.

This eminent performance has been possible by not just their unwavering dedication and commitment towards the work but also their association with well-founded and well-grounded partners. York Transport is one of such reliable allies. They have been working with York for the past 3 years and have acknowledged the products and service of the company multiple times now. They have been using York axles in their products "TIIGER MD", "TIIGER HD" and "TIIGER SD". One of the product category they deal in with York is low bed trailer axles.

York, having such a strong industry experience, pioneers low loader trailer segment and understands the customer requirements while manufacturing or using trailers for such ponderous operations. Thus, it specialises this section by offering a wide range of products dedicated to similar needs. R08 is one of such specialised axle used in low bed trailer series. It is used extensively throughout the world and is renowned for its consistent performance in very difficult terrains. This axle can sustain heavy load and operation and so it is heavy demands for special modular transportation of heavy goods such as windmills, prefabricated bridges and hefty machinery. TII group also uses R08 York axle for their low bed trailers.

Owing to the expertise of TII in the trailer segment, we had a quick talk to Dr. Jochen Landes, Managing director of TII India. Let's have a brief overview on the conversation:

- **The field of specialised and hydraulic trailers has seen a number of strong brands emerging in the European market. How is TII different and what are your top three USPs compared to the competitors?**



It's our expertise and experience that makes the difference - our worldwide operating group with around 1200 employees and manufacturing facilities in Germany, France and India, service and sales locations in China and Moscow, a production co-operation in North America (Florida) and a worldwide active sales overseas service stands for leading-edge technology, highest product quality for transporters as well as for a total of more than 400 years of competence in the manufacture of heavy load transporters. No other company group in this industry can offer a similar amount of experience and expertise. TII Group transporters can move complete plant facilities, ships or submarines, drilling rigs and offshore platforms, molten slag, wind turbines or radio telescopes, and transport their loads to the remotest and highest areas of the planet.

- **Please throw some light on low loader and SPMT market in India and worldwide**

State investment in transportation, public buildings, water treatment systems, and other forms of vital infrastructure is key to creating good jobs and promoting full economic recovery. Around seventy per cent of all transports over 3,000 tones and ninety per cent of all shipments of over 5,000 tones are carried out using TII Group vehicles globally. Playing a vital role in building global infrastructures – bridges, railways, concrete structures – is part of our group strategy and these developments will keep the demand for our products on a stable level in the future.

- **What is the most important requirement for axle / suspension in special trailer.**

Especially when it comes to ultra-heavy transport, the proven pendulum axle technology is not only extremely reliable but also very road-friendly and is well suited to deal with difficult road conditions due to its hydraulic axle compensation. It has been developed by SCHEUERLE in 1956 and has revolutionized heavy-duty transport since its market launch. It allows for an even distribution of the payload across multiple axles. Uneven ground conditions can be compensated. All-wheel steering with large steering angles guarantees the best possible manoeuvrability of heavy-duty vehicles with hydraulic pendulum axles.

- **How do you feel about TII alliance with York Transport?**

It has not been long since we got associated with York Transport but we feel satisfied with their products and feel that they offer incomparable reliability which boosts our confidence in the brand. With such a dependable partner, it



- **How do you feel about TII alliance with York Transport?**

It has not been long since we got associated with York Transport but we feel satisfied with their products and feel that they offer incomparable reliability which boosts our confidence in the brand. With such a dependable partner, it

would be easier for us as well and so we look forward to our alliance for many more years

We thank TII group for keeping a trust on York and we assure them that they will always be satisfied from York in the same fashion.

## Evincing confidence on our products!



Recently Sg Coal group purchased 28 new Afrit Side tipper trailers which were all installed with York axles and suspensions. It was also a company requirement that all the trailers should have YPS (York Precision system). This was done from the customer side to save the maintenance cost involved in the vehicle. We feel pleased to deliver an integrated system that benefits them not only in terms of the initial investment but also in the long term maintenance. But York doesn't limit itself to the delivery of its products. It goes beyond and tries hard to satisfy its customers in every aspect. This extra initiation made York South Africa arrange two training sessions on YPS, for both Breyten and Panbult branches, after the delivery of the trailers.

The Sg coal Panbult is one of the Super group branches situated close to the Swaziland border. As a depo for the Super Group with its own fuel station, it also has its own fleet consisting of 44 trailers as well as a fully equipped workshop.

The Sg Coal Breyten branch is situated close to the Town of Ermelo which is also one of the main routes for transporters. There is a lot of mines in its vicinity and it is considered to be one

of the main hubs for the tipper trailer industry. With 68 trailers, Sg coal Breyten is also fully equipped with its own workshop.

With the help of Jurgens Swart and Hendrik Snyman, the Branch managers of Breyten and Panbult, York was able to conduct the two training sessions successfully. These sessions were of a great help for the Sg group people and they enthusiastically learnt a lot about Dr preload tool and instillation of the YPS. They all proved to be a very motivated audience which volunteered whole heartedly to work with the Dr Preload tool and successfully install YPS. This training helped boost the confidence of every participant in operating the discussed equipment. They were all very surprised to know how quick and efficient it was to work with the dr preload tool and the YPS. Sg Coal now has all the confidence to install YPS in their rest of the fleet and we will make sure that they are always served the best from York!



## Leaving no stone unturned by our drive for after sale service



York has the market experience of over 20 years in Thailand. This experience has helped York understand the intricacies of the trailer industry and establish a strapping business network. York Transport believes in constant innovation and thus it expands and improvises its product variety every year. Not only does it **excels in its product segment** but also tries very hard to satisfy all its customers by offering the best possible **after-sales service**.

York Transport has appointed numerous spare parts dealers across the country to fulfill its promise of providing the best after sale service. It also has many standard service points for semi-trailers to make sure that none of York's customer faces any difficulty in his routine operation. Mr. Wirut Suwanruang (Spare parts sales executive) help us in handling the spare parts shop and we are happy to share the name some of our partners who have helped us maintaining the quality and service to wish to provide our customers.

Soonlee teparak Co., Ltd. is one of our service center in Samuthprakarn province. They assist us in providing the after sale services of the trailers using York products.



"We make sure that we have enough inventory of York spare parts to fulfill any kind of repair and service and give away trailers in the best possible work condition. Everyday we have multiple trailer units come to get the service done and we feel proud to satisfy them with our quality products as well as proficient skills", said Mr. Teeraphong Sangsong, the spare parts manager, QSPD Engineering.



QSPD Engineering is the York spare parts shop in Rayong province in the east of Thailand. They have a spacious garage for the service and modification of the trailers. Many fleets that use York products send their trailers to this garage for the routine maintenance activities. Mr. Decha Srijun takes care of the unit and makes sure that every possible resource is available for their customers at all times.



S.T. Auto parts Co.,Ltd. is our spare parts shop at Nakornpathom province in the West of Thailand. They support the trailer customers by providing York parts to their customers. They deal not only in the spares but also in support axle, landing gear and fifth wheel couplers. Mr. Bird is the spare parts manager who takes up the responsibility to satisfy its customers in the best possible fashion.



Sammitr Suratthani Co., Ltd. is spare parts shop in the South of Thailand.

"We provide the genuine and trustworthy products to our customers. Use of original spare parts helps in maintaining the efficiency of the vehicle and so is very important.", said Mr. Manat Sakunkaew, the owner of this company.

## LEADING STEPS TO OFFER THE BEST!

### Tec3 Over-Slung Air Suspension

Trailer industry is an ever-evolving domain with new innovations striking every now and then. But between these innovations lies the persistent attempt to reduce the overall weight of the vehicle as it adds on to the efficiency of its operation. In terms of the global trailer industry, there has been constant effort to reduce to weight of the axles, suspension and chassis of the trailers. This is done not only to add value to the trailer product that faces the price conscious market but also to satisfy the intense regulation against overloading, imposed by the government of various developed countries.

York is one of the top leaders in the trailer industry at a global scale. With the consistent performance and expertise in its product segment, it makes sure that it brings the best to its customers. As a true believer in innovation, York has also factored light weight as a key feature in its new products. These variations go hand in hand with the York's claim of offering lowest cost of ownership for the robust products it deals in.

Tec-3 Air Suspension is one of such new launches of York. It is rated for **12 Ton load per axle module** and has **20% lesser weight** than contemporary air suspensions. It has cranked single leaf trailing arm (Z-shaped), to ensure best product packaging and to accommodate axle Jounce up to **110 mm & Rebound up to 100 mm for 400 mm Ride height position.**

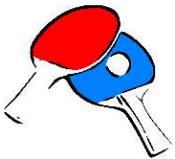


Alignment of Axles with under gear could be done with pivot alignment (10 mm range), which is easier and full proof. It comes with a portable common lift arrangement for the axles in under load and empty journey conditions. This ensures the **lower fuel consumption and higher tire life.**

Shock absorbers are mounted on offset, outside hanger envelope, to ensure easy serviceability. Hanger are narrow (75mm) and top faced to ensure that they are compatible with any narrow chassis without adding weight of extra plate on top of the hangers. All clamping components, provided with U bolt, are forged to **provide toughness and extra durability.** Also, the inverted U bolt system makes the whole suspension assembly and serviceability quicker.

## York goes beyond the work schedule!

### 2017 Table Tennis Tournament



Experts agree: the work culture governs the satisfaction one gets from the professional life. York transport understands this fact and tries hard to refine the intra office synergy.

As an attempt to do the same, York Singapore welfare committee organized its first Table Tennis Tournament in Sep-Oct month. The overwhelming response and excitement of the employees involved made this event a tremendous success. The announcement of this event only engaged a lot of ears. A lot of people started utilizing the lunch hours to polish their game skills.

The final event held in conjunction with The Diwali celebration. This sequence helped in gathering the over spilled cheer, laughter and warmth. The game advanced with a lot of passion and all the participants came with a very healthy competitive spirit. Shopping vouchers were awarded to the winning teams. Following are the names of the winners of this event:

**Women's single:**

**First Prize:** Ms Tan Heng Keow, Runner Up: Lina Ramli

**Men's singles:**

**First Prize:** Mr. Alok Sharman, Runner Up: Gan Kah Nen

**Doubles:**

**First Prize:** Mr. Alok Sharman and Eason Yang, Runner up: Gan Kah Nen & Lina Ramli  
We congratulate not only the winners but also all the involved members as it was this lined up enthusiasm only that made this event a grand success.



## When the York family gets together! A family get together event held in Batam, Indonesia

Research says that having a healthy work relationship between individuals at work place could have an excellent effect on the productivity and self-motivation of the employees. York too believes in offering a perfect work balanced life. To support this idea, York organises different recreational events at regular intervals.

One of such family event was organised for team York Singapore on 25-26 November 2017 at Turi Beach, Batam, Indonesia. It was a very well planned and delightful event which engaged not only the office members but also their family. The credit goes to the organising team Cynthia, Heng Keow, Gan, Koh Wei and Leddy. The team did a commendable job and took care of the minutest of details in their planning. They took care of all the family members while planning and so each individual present at the event, felt involved.

The notable distinguishers such as putting an encouraging note on each envelope given out to the members of the team building exercise had a significant motivational impact on the participants. The kids were distributed goody bags which got an everlasting glee on their face. The beautiful location for the dinner was also acknowledged by each individual present.

We received many feedback comments after the event which clearly proved how rejuvenated every participant felt eventually. We would love to share some of the feedback comments with you all.

- We are extremely happy and our children are very thankful to York! – York Employee
- When are we having the next event? – York employee
- The next event should be longer, for at least 2 nights. – York Employee
- We will ask our spouses to work harder and further improve sales and profits, so that York organises more of such events! – A family member of York employee

We thank all the York employees who participated in this event and to their family members for multiplying the grace of the occasion.

We hope that this zeal continuous and reflect in every sphere of your life!



# 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](mailto:piyush.g@yorktpt.com.sg)

- 1) What is the name given to the Indian sub brand of TII Group?
- 2) Where did York Singapore organize the family get together in Nov, 2017?
- 3) Which York axle specializes in the low bed trailers for hefty operations?
- 4) In which two segments has the company Quality line divided itself, to streamline its operation?
- 5) Which Indian event, held in Bangalore, India, was conquered by the trailers using York products?

## 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](mailto: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](mailto:leo.miao@yorktpt.com.cn)

### Europe

5 Scott Close Market Harborough  
Leicestershire LE16 7LN  
United Kingdom  
T: +44 1858 434 425  
F: +44 1858 465 125  
C: Mr Tony Partridge  
E: [thp-extraxuk@btconnect.com](mailto:thp-extraxuk@btconnect.com)

### 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](mailto:gurmukh@yorktpt.co.in)

### Indonesia

C: Agung Pardianto  
E: [agung.p@yorktpt.com.sg](mailto:agung.p@yorktpt.com.sg)  
M: +62 812 1051085

### Singapore

Corporate & Marketing  
122 Pioneer Road  
Singapore 639583  
T: +65 6897 8525  
F: +65 6897 8231

For General Enquiry  
E: [enquiry@yorktpt.com.sg](mailto:enquiry@yorktpt.com.sg)

### Saudi Arabia

Dammam Saudi Arabia  
T: +966 5 9694 0002  
F: +966 1 3820 3390  
C: Mr Mubarak Ahamed  
E: [mubarak.ahamed@yorktpt.com.sg](mailto:mubarak.ahamed@yorktpt.com.sg)

### South Africa

Unit 4, The Pines Micro  
Industrial Units, 5 Coppel Street,  
Alrode South 1450,  
South Africa  
T: +27 82 376 4552  
F: +27 71 889 7407  
C: Mr Willem Brits  
E: [wbrits@yorktpt.com.sg](mailto:wbrits@yorktpt.com.sg)

### SE Asia and NE Asia

C: Richard Khoo  
F: +65 9843 6080  
E: [richard.khoo@yorktpt.com.sg](mailto:richard.khoo@yorktpt.com.sg)

### Turkey

KÜÇÜKBAKK ALKÖY MAH.  
DÜDÜLLÜ CADDESİ  
BRANDIUM R4 BLOK  
DAİRE: 178  
34750 ATA EH R- STANBUL  
T: +90 216 504 0823  
F: +90 216 504 0825  
C: Mr Nefii Varol Tarman  
E: [nefii.vt@yorktpt.com.sg](mailto:nefii.vt@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](mailto:albertvdp@yorktpt.com.sg)

### United Arab Emirates

Tata West Asia FZE, P O BOX NO  
16980, ZB07, R/A08  
Blue Shed Area, Jebel Ali Fze,  
Dubai, UAE  
C: Murali Krishnanunni  
E: [murali.m@yorktpt.com.sg](mailto:murali.m@yorktpt.com.sg)  
M: +971 564 426 163

### North Africa, South Asia & Rest of GCC

T: +91 7875447823  
C: Mr Pankaj Shenoy  
E: [pankaj.shenoy@yorktpt.co.in](mailto:pankaj.shenoy@yorktpt.co.in)

# YORK

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[www.yorktransport.com](http://www.yorktransport.com)

### Corporate & Marketing

#### YORK TRANSPORT EQUIPMENT (ASIA) PTE. LTD.

122 Pioneer Road, Singapore 639583

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

For General Enquiry

E: [enquiry@yorktpt.com.sg](mailto:enquiry@yorktpt.com.sg)

SE Asia and NE Asia

C: Richard Khoo

F: +65 9843 6080 E: [richard.khoo@yorktpt.com.sg](mailto:richard.khoo@yorktpt.com.sg)