

EVENT Calendar

• 2009 Queensland Truck & Machinery Show, Brisbane Australia.

Held at Brisbane's RNA Show grounds from the 14th through to the 17th of May 2009. Organized by the Commercial Vehicle Industry Association of Queensland (CVIAQ). Since its inception this bi-annual show attracts in excess of 300 exhibitors and 40,000 attendees. See www.thetruckandmachineryshow.com.au for more details.

• 2009 Perth Truck & Trailer Show, Perth Australia.

Held at the Perth Convention & Exhibition Centre from the 24th through to the 26th of July 2009 this show, although smaller than the East coast events attracts some 800 visitors over the 3 days and incorporates the Convoy for Kids on the Sunday morning raising funds for the Asthma Foundation of WA. The Perth Truck and Trailer Show is not only a show for visitors to see, it is also a show where the entire industry gets together. See www.perthtruckshow.com.au for more details.

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WELCOME to YORK

It is with great pleasure that we welcome each and every one of you to Issue 1, the inaugural edition of YORK TALK.

This has been a talking point of some interest for many employees within the York group for some time and we trust that this will enable York to better communicate with our trading partners, customers, end users / fleets and other interested parties.

The road ahead at least in the short term will not be an easy one but we accept the challenge presented to the group and will endeavour to continue on undeterred as planned.

It is intended that through York TALK you will be better acquainted with both the products and the people that make it happen at York and we hope you enjoy this, the first of many changes in store.

Cheers, Ed.



A word from the CEO

Welcome to a new beginning. This is the inaugural edition of York Talk, the newsletter from the York Group of companies.

It is a new beginning because the York Group, originating in the UK over 50 years ago, with significant presence in the Asia-Pacific region, is now part of the reputed Tata Group.

The Tata Group has significant presence in the global commercial vehicle business. Obviously, with this new parentage York is charged with ambitious vision, new ideas and a plan for substantial and measured growth.

What better way to share this vision with our business partners and stakeholders, than through York Talk.

Less talk and more action. We truly believe in that and our customers should have experienced some of the changes in recent months.

There is increased interaction by York staff in the field, improved levels of customer service, easier access to parts and typically shorter delivery periods.

There is more to come. New products are planned as are product improvements to address market needs.

Increased presence in Australia, particularly in WA and VIC, improved coverage of the Indonesian market and closer working with partners in the Middle East are just some of the initiatives.

Sales and Service networks are being set up in India to cover the country and in South Africa. We now have easier availability of York products locally.

To address the growing demand for axles in India, a manufacturing plant has been set up at Jamshedpur, in the Eastern region of the country.

Demand for heavy commercial vehicles is growing faster in economies that are witnessing substantial investment in road network development and as such the trailer running gear requirements in these developing economies are vastly different from those in the developed sectors of the world such as Europe and the USA.

At York, we are also working towards finding solutions for cost effective and reliable transportation for these markets.

Business as a whole for York in 2008 was very good until we reached the start of the last quarter. The global economic scenario is changing faster than anticipated and comparative advantages are shifting.

The past is no indicator of what the future will unfold and the York family is on a mission to create its own future.

Regards

P.V.Balasubramaniam

SERVICE



Mr. Albert Van Der Poel
Group Applications
and Service Manager

GENUINE PARTS

The real “value” of **GENUINE** Parts can never be underestimated.

ONLY Genuine Parts are tested to exacting criteria ensuring they meet or exceed the necessary country and industry test requirements so that they ensure ongoing in service vehicle certification / approvals.

We encourage you to carry out scheduled, preventative maintenance and ONLY use Genuine Parts as ONLY they are designed and manufactured to our specifications.

If you want low cost of ownership, maximum product service life, minimal unplanned and unnecessary vehicle down time and full after sales warranty and product support then Insist on Genuine YORK Parts.

“SIMPLY MILES AHEAD”

South Africa



Age is no barrier to performance.

Found by Albert Van Der Poel on a recent visit to Malawi (shown left an old York 800 series axle which was purchased ex England in the late 80's and is still in active service.

Fitted to a mechanical suspension on drawbar type trailer in Blantyre, Malawi. The trailer was manufactured by PEW in Malawi circa 1990.

As you can see this axle is still in very good condition and still running as good as new on some of the roughest roads the country can throw at it.

York truly is “Simply Miles Ahead”.

WHERE IN THE WORLD

York landing Gear fitted to an AFRIT trailer. (shown below).



AFRIT Trailers (shown above) in South Africa are one of the largest trailer manufacturers in the country.

Building some 300—400 trailers per month in good times they are a strong supporter of YORK products and we are well placed as their primary supplier for some of their running gear requirements.

Shown above is typical AFRIT Curtain Slider Interlink Tandem Axle combination trailer, fitted with YORK running gear.



York 8021 Series Axles and YTE 90 mm Mechanical Suspensions are fitted to this Patria side tipping trailer (shown above) for the rugged Indonesian mining environment.

Australia



YORK Thailand is located on the outskirts of Bangkok and has been serving the Thai transportation market since 1996.

In the last decade, YORK has seen substantial growth in this region and as the transportation infrastructure continues to improve, York has met the changing needs of the local market. The Coke Wing Body Trailer (shown right) is just one example of one of the many customers using York.



York heavy Duty DN8 bogies are fitted to these container trailers (shown above) ready for action in Surabaya.

Bigger is better!

On a recent trip to the Gulf Transport workshops in Western Australia, Mr. Balasubramaniam (aka Bala) the York Group CEO (shown left with Mr. Graham Knox (YTEM - Western Region Manager), inspected the installation / application of the York HD 90 mm mechanical suspensions installed in Powertrans manufactured trailers ready for work in the rugged WA mining environments.

Thailand



YTEA Appointments



Mr. Melvin Low joined YTEA in February as Sales & Marketing Manager - Indonesia. Melvin holds a Master in Business Administration and comes to York with 5 years of prior experience in Sales & Marketing particularly in the South East Asia region. He is based out of the Singapore office and can be contacted on + 65 6897 8525 or via email on



Mr. Willem Brits joined YTEA in April 2009 as Regional Sales Manager—Southern Africa.

Williem holds a Graduate Diploma in Marketing and comes to us having spent 13 years in senior management within the Heavy Commercial Vehicle Industry and some years prior to that with one of the leading Trailer components and systems suppliers. He is based out of the Johannesburg office and can be contacted on + 27 82 376 4552 or via email on wbrits@yorktpt.com.sg.

YTEM Appointments



Mr. Rodger Brearley joined YTEM in July 2008 as Manager for the Southern Region (VIC and SA). Rodger's vast industry experience and contact base built over several years is already proving to be a winner for the Group and the Australian team.

Rodger can be contacted at YTEM on + 61 3 9790 2000 or via email on

rbrearley@yorktransport.com.au.



Mr. Paul Scott joined YTEM in April 2009 as Manager for the Eastern Region (ACT & NSW). Paul has some 20+ years in the HD transport industry in trailer design, repair, manufacturing, sales, service and capital equipment management.

Paul's industry experience is a welcome addition to the team and Paul looks forward to being able to support the customers in his region. Paul can be contacted on + 61 3 9790 2000 or via email on pscott@yorktransport.com.au.

UAE Report



Tony Partridge, Sales Manager for the Middle East and African countries recently visited with Al Jaber Steel Products in Abu Dhabi.

The Al Jaber group was founded in Abu Dhabi with the main focus being that of the construction sector.

This was to complement the economic boom that was beginning to emerge in the U.A.E region.

The Al Jaber group is now one of the largest in the Middle-East with many divisions including contracting, construction, shipping, trading, heavy-lift and logistics.

One such division is Al Jaber Steel Products, where first and foremost, they manufacture trailers. Having transport and construction companies within their group, Al Jaber knew exactly what was required by the end user. Driven by their own sister company's needs, they saw a requirement for a low bed, 100 ton payload capacity trailer, preferably with a folding gooseneck to give quick and easy on/off loading of equipment.

The idea was quickly turned into reality and the first trailer was designed and built for their own construction company. Mr. Sarkis, G.M. of the trailer division determined that four Heavy duty, YORK 20 tonne capacity, wide track axles would be perfect for this application.

So successful was the trailer design that they were soon winning orders from all parts of the Middle East and Africa.

To date, they have built some 250 trailers to this design, all on YORK axles and not one complaint. The photograph above shows one such trailer carrying two fully equipped tanks, supplied to the army. Total Payload ~ 105 tonnes.

India



TRF
facility in
Jamshedpur,
India. (left)



Launching York's **FIRST** Trailer Axles
York India, Jamshedpur

York Transport Equipment (India) (YTEI), a subsidiary of TRF, (a TATA Enterprise) launched its first axle from its manufacturing facility located in TRF's premises in Jamshedpur, India this month.

In view of the increasing demand for trailers and the need to be close to the rapidly growing customer base in India, the York Group, a subsidiary of TRF, since October 2007, has set up YTEI. York's products have been sold to trailer builders in India for the last five years. Tata Motors is a major user of York axles and other ancillary products. They sell these along with their prime movers as packages to fleets and end users.

Speaking on the occasion of the launch, Mr. Sudhir Deoras, Managing Director of TRF, and chairman of the York Group, said that YTEI would increase their capacity in the long term to produce over 100,000 axles per annum.

York's most popular axle in the Indian market is the 5021 series. It is 6" square axle with a 14mm wall thickness, specifically designed for trailer applications and can carry 12 tonnes at a speed of 105km per hour. This capacity is needed and appreciated by the operators who require some flexibility to meet the load and road conditions across the country.

York products meet European ECE quality standards, TUV and have compliance approvals with the (ADR) Australian Design Rules.

YTEI plans to start manufacturing other variants of this and other axles required for the domestic market to meet the growing enquiry for air suspensions. As the road infrastructure improves and the presence of global transportation companies increases, they bring with them added demand for new technologies.

Staff were very excited with the progress to date and look forward to a very promising future.

Did YOU Know?

York has an extensive product offering.

Trailer axles (various track lengths and wheel fixings)

Trailer Suspension (mechanical, std 75 and HD 90 mm)

Trailer Suspension (Air, fixed beam and parabolic trailing arm designs)

Trailer Suspension (Single point and Walking Beam)

Brake Kits (ABS, EBS etc)

Landing Gear

Wheel Rims

Twist locks

Fifth Wheels

Turntables

King Pins

Pneumatic Kits

+ **MUCH** more