

YORK TALK

THE YORK TRANSPORT EQUIPMENT GROUP NEWSLETTER

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TATA AND YORK COMMITTED FOR THE ROAD AHEAD

The transport industry stood up and took notice in 2007 when the Tata Group bought a 51 per cent stake in York Transport Equipment. Today, the enduring relationship between the Tata Group and York Transport Equipment is again in the spotlight.

It's not every day that one of the world's biggest vehicle manufacturers makes such a large commitment when partnering with another company. In doing so, the Tata Group proved just how confident it was adding the York brand to the Tata family.

That confidence was magnified this April when the Tata group purchased York outright, now taking 100 per cent ownership, while giving another vote of confidence that demonstrates York's solidarity as a company.

It is clear that Tata is excited by the continued growth and global expansion demonstrated by York in recent times. York proudly continues to innovate for the future with a new range of products set to be released into the global market in the coming year.

York's determination to be the best is clear. The ongoing development and sales into the resources sector, where our Reliable 25 tonne mechanical

suspension will soon to be joined by our Innovative 25 tonne axle, cements York's dominance in the heavy-duty mining sector. York has enjoyed significant growth in both Indonesia and Australia within this hard-working sector.

York's robust product line, all with a proven and unmatched durability, is what attracted the Tata Group back in 2007. And it is York's trusted products that will keep the bond strong going into the future.

In other exciting news, Mr Sudhir Deoras, the Chairman of the York Group will make a visit to York's Australian base in Melbourne. He will be accompanied by Mr P V Balasubramaniam, York Transport Equipment Chief Executive Officer, to reinforce the Tata Group's commitment to the Australian operation.

Happy reading. 📖



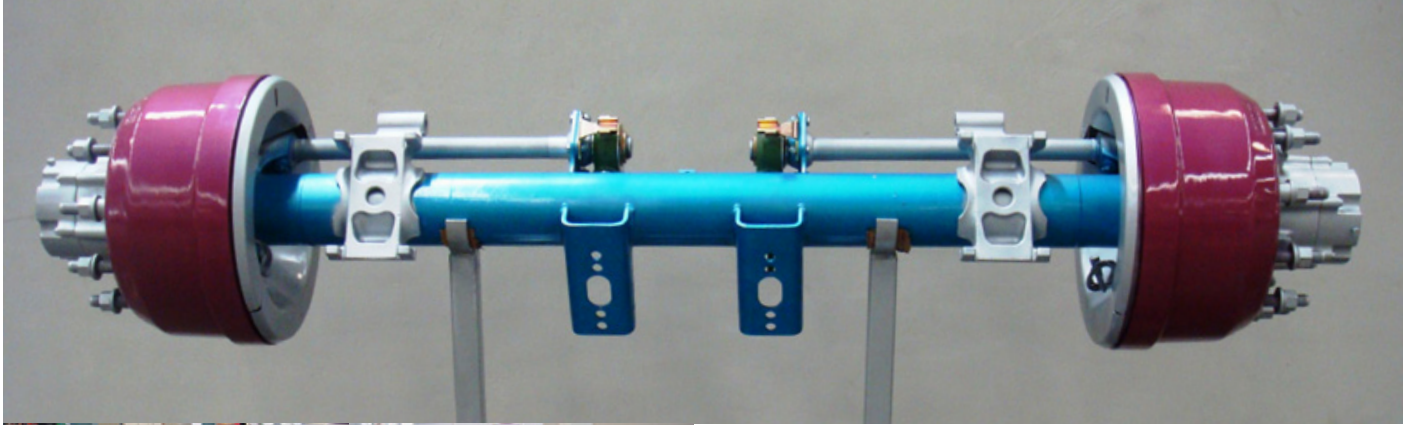
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NUMBERS ADD UP FOR YORK CUSTOMERS

At York, value for money for our customers across the globe remains paramount. With this in mind we are adding a new advanced technology product to our comprehensive range – the 2631 axle.



York has launched the new 2631 axle. With standard 5" diameter high manganese steel beam and a 12 tonne rating, the extended cam shaft caters for a variety of air and mechanical suspension systems. But what really sets the 2631 axle apart from its competitors is the higher wheel end performance.

The new 2631 axle consists of a standard 5" diameter high manganese steel beam (with a 12 tonne rating), with extended cam shaft to cater for a variety of air and mechanical suspension systems. But what really sets the 2631 axle apart from its competitors is the higher wheel end performance.

"These special features not only mean ease of assembly and maintenance for our customers, they also guarantee longer lifespan for the axles – critical in such a cost conscious industry."

The wheel ends are engineered for outboard configuration, with extra strength provided by bigger parallel 90 diameter journal taper roller bearings. They also benefit from York's unique self-locking design and auto-grease function, allowing busy maintenance engineers to replace the grease without having to go to the trouble of removing the tyre and hub.

"These special features not only mean ease of assembly and maintenance for our customers, they also guarantee longer lifespan for the axles – critical in such a cost conscious industry," said Mr V Vijayakumar, Chief Engineering, York Singapore.

"The wheel ends are suitable for ten holes, M22 wheel bolt mounting on 335 pcd, as per the ISO mounting system. York has also kept safety in mind, as usual. The 2631 axle's Q-type brake shoe offers improved performance on 420 x 180 drum brakes.

"Customers also like the fact that the axles have an attractive appearance. The 2631's superior on-road aesthetic comes from its six point aluminium die cast York hub cap."

York's beam structure and wheel ends are already proven in the field, consistently meeting challenges right across the globe. We refuse to rest on our laurels, though, and continue to test and evaluate our axles through both fatigue analysis and virtual simulation of various loads and conditions.

To make life even easier for our customers, the new 2631 axle comes with York's easy-to-use auto tyre inflation system as an option. This allows customers to preset tyre pressure based on their axle load, thereby ensuring the tyres are providing the exact support needed at all times.

"York had built the first prototype of the 2631 axle at our India facility. We will be building the 2631 axle in our India facilities, complete with the standard warranty support our customers know and trust," Mr Vijayakumar said.

The 2631 axle will be available to the market from July 2012 onwards. 📍



York partners with Dongguan Yongqiang Vehicles Manufacturing Co., Ltd, a 100 per cent privately owned enterprise whose sales and aftersales service networks cover more than 90 per cent of China.

A SHARED COMMITMENT

York's commitment to quality continues to determine important relationships with China's leading transport manufacturers.

Dongguan Yongqiang Vehicles Manufacturing Co., Ltd., formally known as Dongguan Yongqiang Barrel Manufacturing Plant, is a 100 per cent privately owned enterprise whose sales and aftersales service networks cover more than 90 per cent of China. Its products can also be found in markets throughout the world, including in Australia, South East Asia, the Middle East and Western Africa.

Like York Transport Equipment, Dongguan Yongqiang Vehicles also has a company ethos firmly focused on quality. This shared ethos underpins the ongoing business relationship between the two companies.

"Dongguan Yongqiang Vehicles take advantage of the quality and good application of York's products. It is for these reasons they started to use York axles, YTE75 mechanical suspensions and Tecair I air suspensions," said Ms Eunice Sun, Customer Service Executive, York Transport Equipment (Asia) Pte Ltd.

"Of course, Dongguan Yongqiang Vehicles is committed to the growth and development of its business, but we will also be engaging in a much more detailed discussion to ensure mutual long-term cooperation. We are all looking forward to a very bright future." 🗨️

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A MATTER OF TRUST

Queensland trailer builder Shephard Transport Equipment has just completed its first five axle dog trailer with a rating of 63 tonnes under Australia's PBS (Performance Based Management) scheme. Doing the hard work under the tipper is York's trusted FBVRH air suspension.



Queensland tipper builder Shephard Transport say what they really like about the FBVRH air suspension is the fact that it is low maintenance. With trailing arm brushes that are reliable and shock absorbers that are great value for money.

Above: Shephard Transport Equipment has used the heavy-duty shock absorbers on the FBVRH (10 stud, 285 pcd) incorporating high damping characteristics that help eliminate dangerous and costly wheel hop.

This is not the first time Shephard Transport Equipment and York have worked together – far from it, in fact.

Mr Lincoln Salih is part-owner and also workshop manager at Shephard Transport Equipment. He said that the ongoing partnership between the two companies has made business dealings very easy.

“Shephard Transport Equipment has been working with York for around 30 years now. Nothing is ever too much trouble for them, we just send the order through and don't have to worry about a thing,” Mr Salih said.

“Plus the after sales service is second to none. What we really like about the FBVRH air suspension is the fact that it is low maintenance. The trailing arm brush is reliable, for example, and the shock absorber itself is great value for money.”

The heavy-duty shock absorbers on the FBVRH (10 stud, 285 pcd) incorporate high damping characteristics that help

eliminate dangerous and costly wheel hop. The fact that the shock absorber is located between the rear of the trailer axle and the air bag offers two advantages.

Firstly, it is fully contained and safely protected from road damage. And secondly, an upright shocker reduces the heat produced by friction and increases service life.

The life and product integrity of the axle is further increased by the FBVRH's catch-strap, needed on all off-road applications to reduce movement in the shock absorber and air bag itself.

This is important because although Shephard Transport Equipment is based in Brisbane, Queensland's thriving capital city, the trailers (five in all are to be built) are being put to work further north in the state by Yeppoon Excavations.

Yeppoon is the gateway to the spectacular Great Barrier Reef but is also well placed

to access Queensland's booming mine sector. Yeppoon Excavations carts mining material for Queensland Magnesia (QMag), from the KG1 mine just north of Rockhampton to QMag's processing plant.

Yeppoon Excavations' Mr Peter Weven said ordering new trailers from Shephard Transport Equipment is made easy by the trust he has in Mr Salih's advice. In this case, running the new five axle dogs on strong York suspensions has proven to be a good choice.

“When you're using a new trailer, you have to back the builder and they in turn have to back the equipment they're using,” Mr Weven said.

“With the new Shephard five axle dog and York equipment, we don't even know the trailers are there. They just run that smoothly. The drivers love them for the peace of mind they offer and because they're so easy to drive.” 🚛

YORK'S HELPING HAND

For half a century, Brisbane's Drake Trailers has been building some of the toughest heavy-duty trailers available in Australia, complete with York's equally tough heavy-duty trailer axles and components.



Left: Drake has been using York trailer axles, mechanical suspensions and components since 1999.

Below: Drake has added a new mine site trailer to its range of specialised transport equipment. These smaller capacity trailers are designed to carry machines and equipment between the 100 to 200 tonne range.

With a focus on quality, innovation and reliability, each trailer Drake produces is designed to tackle the harshest conditions Australia has to offer. In the mining industry, so important to Australia's economy, expensive downtime and wear and tear on running gear is a major concern to operators.

To help control these costs, Drake has added a new mine site trailer to its range of specialised transport equipment. These smaller capacity trailers are designed to carry machines and equipment between the 100 to 200 tonne range and have proven integral to the efficient running of mines across Australia.

"Through the introduction of this new design as well as the constant evolution of its trailer range over the past 50 years, Drake Trailers has demonstrated a commitment to provide the best possible solutions to all of its customers' heavy-duty transport needs," said Mr Rodger Brearley, National Sales Manager, York Transport Equipment.

"Designed to stand up to the most challenging of tasks, Drake Trailers ensures that outstanding workmanship and quality are maintained in everything it builds."

Drake has been using York trailer axles, mechanical suspensions and components since 1999. Over that time the two companies have forged a strong business relationship.

Along with York trailer axles and components the mine trailers feature many user-friendly and safety features, including access ladders, walkways, radio controlled hydraulic suspensions and loading ramps, and auto greasing for ease of maintenance. 🔄



"Designed to stand up to the most challenging of tasks, Drake Trailers ensures that outstanding workmanship and quality are maintained in everything it builds."

YORK SHINES AT LAUNCH OF RELIANCE 35 KL TANKER

In January, TATA Motors Ltd officially launched its new 35 KL hydrocarbon tanker – complete with York running gear – for the Indian market.

This prestigious project represents one of York’s finest achievements in recent years.



Below: TATA Motors Ltd hosted a number of stakeholders and customers at the launch of the Reliance tanker, including representatives from TATA, Reliance, and important companies such as Siddhi Vinayak Farm Fresh, Piramal Logistics and Radiant Tankers.

The 35KL Reliance tankers are high capacity hydrocarbon carriers manufactured in India in accordance with international standards. The York equipment on the tankers includes 12 tonne axles (more than 10,000 trailers are currently running in India with York axles making it a proven product), 12 tonne cast steel suspension and York landing gear.



Thanks to changes in regulations, Reliance, Indian Oil Corporation and Hindustan Petroleum Corporation Limited are planning to include tankers with 35 KL and even 40 KL capacity in their fleets.

These 35 KL tankers, the first of which were built for petroleum company Reliance, are fitted with York axles and ABS systems, as well as York suspensions. Reliance, one of India’s biggest private sector companies, has turned to York as a supplier of high quality, durable trailer components, confident in York’s ability to handle higher loads and adverse road conditions while providing the braking safety and stability now mandatory for such tankers.

“Until recently, 25 KL was the maximum capacity allowed by CMVR (Central Motor Vehicle Rules) norms on Indian roads. However, the Petroleum (Amendment) rules effective from December 2011 increased that capacity to 40 KL,” said Mr G S Chatterjee, COO, York Transport Equipment (India) Pvt. Ltd.

“Now, along with Reliance, companies such as Indian Oil Corporation and Hindustan Petroleum Corporation Limited are planning to include tankers with 35 KL and even 40 KL capacity in their fleets. This will improve their logistics, not just through reducing transportation costs but also as a response to the current driver shortage.”

The Reliance tankers are high capacity hydrocarbon carriers manufactured in India in accordance with international standards. The York equipment on the tankers includes 12 tonne axles (more than 10,000 trailers are currently running in India with York axles making it a proven product), 12 tonne cast steel suspension and York landing gear. As well, an ABS system controls wheel slip by monitoring the relative deceleration rates of the wheels during braking.

“TATA Motors Ltd hosted a number of stakeholders and customers at the launch of the tanker, including representatives from TATA, Reliance, and important companies such as Siddhi Vinayak Farm Fresh, Piramal Logistics and Radiant Tankers,” Mr Chatterjee said.

“It was an informative day and we were pleased to discuss the advanced features of the York products on the tanker, including the ability to adapt them to other modes, with our customers.”

YORK CEMENTS ITS RELATIONSHIP WITH APTC

Standing up to the rigours of a round the clock concrete operation in Saudi Arabia is proving no problem for York.



“APTC Ready Mix Concrete has been extremely satisfied with the performance of the York air suspensions with no failures whatsoever...and these trailers are running a 20 hours a day operation.”

Over the past three years, APTC Ready Mix Concrete has purchased ten tipper trailers from Al-Shamrani trailer factory in Dammam, all of them fitted with York Transport Equipment 3 x 12 tonne air suspensions. The suspensions are performing so well that they have specified York on future trailer orders.

APTC Ready Mix Concrete was established in 1982 as a branch of the APTC Group, to supply ready-mix concrete materials for a wide range of clients. Since 1982, the company has produced more than three million cubic metres of concrete for prominent Saudi Arabian consultants, contractors and thousands of local citizens.

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“APTC Ready Mix Concrete has been extremely satisfied with the performance of the York air suspensions with no failures whatsoever. What’s so impressive is that these trailers are running a 20 hours a day operation, bringing raw materials and coarse aggregate from various crusher plants situated some 210 kilometres away on the Dammam–Riyadh highway,”

said Mr Tony Partridge, Manager Middle East and Africa.

“Being highly satisfied with York’s quality and reliability, a must for such an operation, APTC’s Operations and Maintenance Manager Mr Zakir Hussain specified York when he recently ordered a further 11 tippers for the fleet through Al-Arabi Trailer Factory in Dammam.”

In what is a big tick of approval from APTC Ready Mix Concrete, eight of these tippers are being fitted with York Transport Equipment 3 x 12 tonne air suspension axles, and the other three with York’s heavy-duty 2 x 16 tonne bogie axle. Impressively, every trailer will be fitted with York two speed landing legs

“In fact, moving forward APTC is planning to use York products for all of its future trailers requirements,” said Mr Partridge.

APTC Ready Mix Concrete currently operates from three plants at three different locations in the Eastern region of Saudi Arabia. However, with demand for ready mix materials increasing, and as part of

an ambitious expansion plan, APTC will open more plants this year and in coming years. The plants are supported by concrete pumps, transit mixers, a variety of tipper trailers and a maintenance workshop fitted to carry out fleet repairs.

Customer demands and concrete orders are met by the APTC Production and Sales Department, while internally the company’s Technical Department, under the supervision of highly qualified engineers, sources approved raw materials and tests products.

Quality is further guaranteed through an advanced testing laboratory that provides concrete mix designs, regular material testing and control systems according to project specifications that meet ASTM and BSI standards.

“We are excited to continue working with such a quality focused company that is very much akin to our values at York,” concluded Mr Partridge. 🗣️

YORK COMMITTED TO THE REAL DEAL

Inferior counterfeit products not only steal income from hard working manufacturers, they represent a genuine threat to the safety of everyone on the road. Now York Transport Equipment is working with the Thai government, to put a stop to anyone thinking of importing counterfeit products into Thailand.



York is serious about protecting its brand name and customers in the market, recently hosting a successful brand identification training seminar with Thai customs officers.

“We’re joining forces to enable Thai custom officials in their fight against fake products.”

York is intent on sending out a clear message to the makers of counterfeit products: you will be caught.


York’s legal firm in Thailand, Tilleke & Gibbins, recently hosted a successful brand identification training seminar with Thai customs officers. The aim of the seminar was to help the officials differentiate between genuine products and dangerous imitations.

“York wants everyone to know how serious we are about protecting our brand name – and our customers

– in this market,” said Mr Siam Tanon, Assistant Manager Sales, York Sales (Thailand).

“We’re joining forces with our lawyers, Tilleke & Gibbins, and several other multinational companies, to enable Thai custom officials in their fight against fake products. This will help them be more effective in their suppression of counterfeit products at the Thai border.”

Other companies involved in the training seminar, held in Bangkok, include: Casio Computer Co. Ltd; Dorco Co. Ltd; Etude Corporation; Gant AB; Guru Denim Inc.; and Skinfood Co. Ltd.

The seminar was presided over by Mr Somchai Poonsawat, Director General of the Thai Customs Department, a sign of just how committed the Thai Government is to stamping out counterfeit products. 

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