

# YORK TALK

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## YORK STEALS THE SHOW

Five new innovative products were unveiled by York at the 2014 Auto Component Show in Delhi.

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## NEXT STOP: AFRICA

York proves to be more than just a supplier to French sidelifter experts, Boxloader.

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## York steals the show

**The 2014 Auto Component Show was held in Delhi from 6–9 February 2014. Hundreds of customers visited the York stand, eager to have a first look at five new innovative products.**

The Auto Expo needs little introduction. Since its inception in 1986 it has been the leading car, CV, bike and auto components exhibition in India, showcasing the best products from a wide range of Indian and global manufacturers.

“This is the third year that York has participated in the Auto Expo. We think it’s an important way of keeping in touch with old and new customers, to show that York is the perfect partner for vehicle manufacturers looking for the lowest total cost of ownership,” said Mr Gurumukh Singh, Head (Service, Product Application and OEM Marketing), India.

“This year we were honoured to have the York stand opened by Mr K K Goyal, the Managing Director of Tirupati Translogistics. More than half of Mr Goyal’s fleet is fitted with York axles and suspensions. In fact, all the major fleet operators that visited the York stand were very impressed with the range of innovative products on display.

“These included the Q13 axle with auto inflation system, axle lift mechanism, new 5625 axles designed especially to suit Indian operating conditions, Tecair 1 pneumatic suspension with global axle, and the single wheel car carrier axle.”

In its early years, the Auto Expo mainly showcased how India’s automotive industry incorporated new technologies available at the time, along with promoting the type of research and development that was adapting that technology to Indian conditions.

**"All the major fleet operators that visited the York stand were very impressed."**

The Expo has grown significantly since those exciting early days, playing host to important ancillary and accessories suppliers and OEMs, some of who use the show to launch new products onto the global marketplace. For instance, in 2008, Tata launched its highly anticipated Nano hatchback, then the most affordable car in the world.

The popularity of the Expo can be seen in the fact that audiences have grown along with the show over the years, to the point that certain days see crowd figures touching close to 120,000 people. To accommodate the growth in visitors, the 2014 edition of the Expo was held across two locations for the first time, both in its original home of Pragati Maidan in New Delhi as well as at the India Expo Centre in Noida, around 40 kilometres away.



Best in show: York unveiled five new innovative products at the 2014 Auto Component Show.



## YORK AUSTRALIA

# York distribution deal offers win for customers

**A new distribution deal between York Transport Equipment and Australian company Multispares promises to be a great move for those people that count the most – the customers.**

Multispares is an independent company with a hard won reputation for providing reliable transport equipment and professional servicing, including a national customer hotline. Its products are sourced from the best manufacturers and specialist suppliers across the globe, with York Transport Equipment now a leading name on that list.

“The arrangement came about through an ex-employee of York’s who was working at Multispares at the time. We kept in touch and, as Multispares was expanding its business to include trailer as well as truck parts, we developed a business relationship.

“They started an account with York, which proved very popular with Multispares’ customers, and that led to a conversation about Multispares becoming an official York distributor,” said Mr Rodger Brearley, Australian Aftermarket Manager, York Transport Equipment.

The negotiations proved remarkably smooth and fast, helped no doubt by both companies’ shared commitment to providing the market place with high-quality transport equipment. Official talks began in November 2013 and everything was signed, sealed and delivered by August 2014.

Multispares has earned its reputation through expanding its reach across Australia for nearly four decades. Its facilities can be found in almost every major city around Australia’s huge coastline, with new premises set to open in the near future in the city of Toowoomba, in the heart of Queensland’s Darling Downs region. Plus with four locations in New Zealand (Auckland, Christchurch, Dunedin and Wellington), York will gain even more valuable exposure.

Ultimately, though, the real winner of the new distribution deal is the customer. As with York, quality always comes first at Multispares. Not only does it

Multispares' products are sourced from the best manufacturers and suppliers globally, with York now a leading name on that list.



have a strong sense of ethical and social responsibility in everything it does, Multispares stands behind the quality of its products, especially when it comes to reliability and service durability.

“We were aware of the great reputation that Multispares already had in the transport industry across Australia, so it’s easy to see why they are a good match for York. They have a great understanding of the need to provide high-quality equipment and only stock genuine York products as well – second best isn’t good enough for either company,” Mr Brearley said.

“But what really makes the deal exciting is the strong branch relationships that Multispares has with its customers throughout Australia. York shares a similar dedication to building relationships with our customers so working with Multispares promises to deliver a great outcome for everyone involved.”



## YORK INDIA

# Praxair India: Putting York to the test

**There's no second chance when transporting industrial gases – you get it right the first time, or you don't get it right at all. Praxair India knows that, which is why it turns to York's Tecair 1 air suspension every time.**

Praxair India Private Limited, a subsidiary of Praxair Inc, is India's largest industrial gas supplier. Apart from producing and marketing industrial gases, Praxair India offers patented and proprietary technologies that help its customers gain that all important competitive edge. Its customer base is found across the whole of India, serviced by a variety of innovative supply modes, including cryogenic tanks mounted on semi-trailers.

The majority of the gases are transported in a liquid state in these cryogenic tanks. Gas is a notoriously volatile payload, which is why Praxair India considers safety to be its highest priority and is why it owns and maintains most of the trailers. (Transport fleet owners provide the prime movers onto which the trailers are coupled.) All up, Praxair India's large fleet comprises more than 90 company-owned cryogenic tank semi-trailers, capable of carrying loads of over 35 tonnes.

"There has never been a single issue with York's air suspension units ever since they were inducted into the Praxair India fleet."





## YORK INDIA

With safety such an important factor, Praxair India has turned to a name it can trust. York Transport Equipment mechanical suspensions have proven to be a safe and reliable choice for the semi-trailers carrying less than 35 tonnes. However, York really shows why it is so revered with those heavier loads over 35 tonnes, where York's Tecair 1 air suspension unit is the preferred choice. This means that each and every trailer conforms to international standard EAN norms.

"These semi-trailers are taking huge shocks due to the bad road conditions they operate on. These shocks are directly transferred to the electronic circuitry, which in turn directly impacts the safety of the fleet," explained Mr Gurumukh Singh, Head (Service, Product Application and OEM Marketing), India.

"This is one of the main reasons why Praxair India uses York's air suspensions, to avoid any damage to the cryogenic tanks that carry such sophisticated consignment. Usually, the cryogenic tanks contain a lot of highly sensitive electronic sensors. Even minor damage to this equipment hampers the overall operations."

Despite the initial investment of the Tecair 1, Praxair India has been able to achieve a lowest total cost of ownership through direct savings, such as: high fleet utilisation, longer distance covered, savings through higher tyre mileage, low maintenance, and, most importantly, vehicle safety.

In fact, Praxair India was a pioneer in using York's Tecair 1, fitting 10 semi-trailers with York's flagship air suspension unit back in 2010. As Mr Praveen Bagra, Head of Maintenance at Praxair India said, "There has never been even a single issue or concern with York's air suspension units ever since they were inducted into the Praxair India fleet. In fact, they have performed exceptionally well by clocking over 250,000 kilometres, even in the most rugged terrain and operating conditions in India."

It's not just suspensions doing the hard work, though. York Transport Equipment's highly durable and low maintenance axles are used on over 70 per cent of the Praxair India fleet. This equipment has performed exceptionally well in terms of delivering ultimate braking performance – something that is critical when carrying this sensitive payload.

### York's after sales reliability

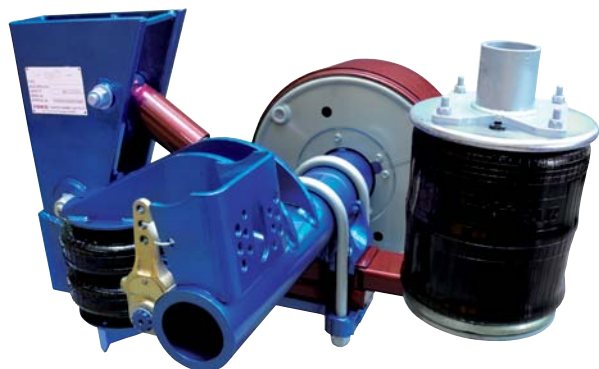
When carrying the type of premium product that Praxair India carries it is highly important for the vehicle never to be off the road. This is where York Transport Equipment's industry-leading spare parts and service network availability plays a vital role. Praxair India has all of its spare parts serviced directly by York's manufacturing department in Pune. When you add in a regular maintenance schedule, every trailer is in top notch condition.

As evidence, Praxair India has been able to achieve an astonishing tyre mileage of over 120,000 kilometres on York's Tecair 1 air suspension – even with steel alloy wheels and bias tyres. This alone is an amazing record that very few aggregates would be able to boast.

"York's Tecair 1 allows a choice of steel or alloy rims, a compatibility option that other air suspension brands do not allow. This is where York's promise of lowest total cost of ownership comes into play. With the Tecair 1, Praxair India just has to carry out hub greasing at every 100,000 kilometres along with routine scheduled proactive maintenance," Mr Singh said.

"The level of customisation and flexibility that York's aggregates offer in terms of retro fitment to the existing product, along with exceptional on-road performance, allows world leaders such as Praxair India to stay miles ahead."

"York's suspensions have withstood over 250,000 km of rugged conditions."



Long distance warrior: Unlike other air suspension brands, York's Tecair 1 allows a choice of steel or alloy rims.

## Next Stop: Africa

### French sidelifter experts Boxloader are relying on York Transport Equipment's global expertise to drive their own global expansion.

Founded in 1998 in France, Boxloader manufactures container sidelifters, a trailer on which two cranes are mounted in order to lift, ground, transfer or double stack ISO containers. Originally focused on continental Europe and the French Overseas Territories (French West Indies, Indian Ocean etc), Boxloader began its successful global expansion in 2007.

With its growing economy and rising demand for sidelifters, the huge African market became a natural target for Boxloader. However, the original product mix proved to be unsuitable for the local challenges, not least of which are the incredibly harsh road conditions and the very high operational time transport equipment is expected to deliver. These challenges were compounded by a lack of maintenance solutions for advanced technology running gear in the new markets Boxloader found itself in.

Moreover, availability of axles was at that time (and still is to some degree) a key issue for customers expecting quick delivery of their orders. Essentially, Boxloader needed a reliable partner, one that was able to provide axles with a proven ability to handle extreme use and, critically, a guarantee of fast delivery time.

As a brand that was already well known in Africa, thanks to a range of products that comply well with the market's demands, York Transport Equipment emerged as the natural choice for Boxloader.

Boxloader immediately began fitting York running gear (axles, landing legs) on its sidelifters. The range included York's 2x16 T tandem square axles, 3x13 T square axles and 2x18 cantilever tandem axles – all with heavy-duty spring leaf suspensions.

Seven years later and the results have surpassed all expectations. Availability, easy fitting, robustness and low maintenance have been the key factors contributing to Boxloader's increased market share and customer satisfaction. Among the satisfied customers are major players in the logistics business, such as Grimaldi Group, Bolloré Africa Logistics and Getma Necotrans, all enjoying the everyday reliable qualities of York Transport Equipment running gear.

More than just a supplier, York is today a strategic partner for Boxloader and its global expansion strategy in emerging countries. And with the transport industry's focus on long-term cycles, this is one partnership with a very bright future.

Major players in the global logistics business rely on the reliable qualities of York running gear.



# York's winning combination

**When your trailers need to stand up to some of the toughest conditions in the world it makes sense to turn to the toughest equipment in the world: York Transport Equipment.**

Some of the harshest conditions on Earth for a trailer to operate in are found in Sudan, the largest country in Africa. Tellingly, when it comes to cargo trailers, only one combination has proven to be the perfect answer to the Sudanese conditions, and that's Al Mutlak Metal Industries and York Transport Equipment.

Jeddah-based Al Mutlak, one of Saudi Arabia's major trailer builders, has developed a range of heavy duty, multi-purpose cargo trailer and dolly combinations specifically for Sudan. The trailers are fitted with either a fixed steel cargo body or removeable body, which gives customers the flexibility of transporting containers or general cargo according to their needs.

Complementing the excellent general trailer design is the finish, which is second to none. The complete

chassis and bodywork are grit blasted and primer and finish painted to the highest standard – as can be seen in trailer with removeable body shown in the photograph on the right.

Sudan is one of the few countries in the world where a tractor can legally pull two triaxle semi-trailers linked by a dolly unit. With a maximum allowable axle load of nine tonnes, the axle wheelbase must be widespread at a minimum of 1,800 mm between axles. To handle these axle loadings, and more specifically to handle the tough conditions, York developed a version of its YTE 75/90 suspension several years ago...purely for Sudan.

This combination of specially tailored Al Mutlak trailers fitted with the York 'workhorse' axle (model 5021) is recognised throughout the Sudanese transport industry as the absolute optimum design, giving long life, excellent reliability and, undoubtedly, the lowest total cost of ownership. Indeed, the fact that Al Mutlak is currently in the middle of a long-term contract delivering a large amount of the York-fitted cargo trailers is proof that in tough conditions only the toughest survive.



Quality finish: Al Mutlak's cargo trailers are constructed and finished to the highest standards.



"The dolly unit linking the two semi-trailers is fitted with a tandem version of the YTE 75/90 suspension and 5021 axle. In addition, the dollies are fitted with York's heavy duty 3.5" Fifth Wheel Coupling (model YC90), designed with a GCW of 100 tonnes and, again, well proven over many years as one of the most reliable pieces of equipment for these difficult operating conditions."



## YORK SOUTH AFRICA

# AFRIT and York: A bigger and better future

**AFRIT is one of Africa's most respected trailer builders. Now its after sales support, which already extends across the whole of Southern Africa, is expanding to offer customers an even bigger and better service.**

AFRIT's impressive after sales spares department in Pretoria, widely recognised across Africa as being second to none when it comes to reliable customer service, recently relocated to larger premises. Months in the planning, the official relocation was celebrated on 20 June 2014.

In many ways, AFRIT has been a victim of its own success. A rapid growth in production and sales has seen the original after sales location simply become too small, with access for a growing customer base increasingly difficult to accommodate. Relocating the spares department to a bigger, more accessible location is part of AFRIT's strategy of offering better, faster and even more reliable service to its valued customers.

"York Transport Equipment was very privileged to be invited to the official celebrations in June. We've partnered with AFRIT for a number of years now and to see them grow so quickly is fantastic," said Mr Willem Brits, Regional Manager, York Transport Equipment.

"Both Sales and Marketing Manager Leon van de Wetering, and the Purchasing and Logistics Manager, Hans van de Wetering, welcomed guests on the day. They revealed that the new premises are just the beginning of expansions soon to happen across the country.

"Responsibility for the expanded spares department in Rossyln, which is in the north of Pretoria, lies in the capable hands of Rialda Pretorius and her talented team, Isak Minnaar, Andrew Von Mollendorf and Gregory Viljoen. Their commitment to first class service for every customer is clear. These new

premises are almost five times the size of the old ones. As such, they have the capacity to hold a great deal more stock, including York Transport Equipment gear, in fact as much as double the current customer demand. And that's the AFRIT way – the very best products and the most reliable after sales service."

York also set up a display area on the day, which attracted conversations from old customers and introductions to potential new clients. York was proud to once again partner with AFRIT in another successful day.

AFRIT's new spare parts sales outlet is located in Rezelman Street, Rosslyn, Pretoria. AFRIT support technicians can now also be found in various other locations across South Africa, including Kwazulu-Natal and the Western Cape.



Faster service: Relocating the spares department to a bigger, more accessible location is part of AFRIT's ongoing commitment to customer service.





## Best of both worlds

**Trailer builder CTV-DOLL may have its head office firmly located in Thailand, but it also draws on the best of German technology. This ability to think globally makes CTV-DOLL right at home in its partnership with York Transport Equipment.**

With more than 20 years' experience in the trailer industry, CTV-DOLL can certainly lay claim to earning its reputation as one of the best names in the game. The company is actually a joint venture between Thailand's Khon Kaen Cho Thavee and German firm DOLL Fahrzeugbau. Over the years, this unique partnering of pure Thai workmanship and cutting edge German technology has proven to be a popular one with customers from the government and private sectors alike.

CTV-DOLL is headed up by its Chief Executive Officer, Mr Suradech Taweesaengsakulthai. Back in 2012, Mr Taweesaengsakulthai made the important decision to begin recommending York Transport Equipment, another company that combines the best attributes of many countries, for his customers. The first major success was the sale of 307 units to DHL, which are used on triaxle trailers delivering goods across Thailand for Big C department store (127 units), Makro (90 units), Pepsi (60 units) and DHL itself (30 units).



Solid Partnership: York's Mr Siam Tanon (left) with CTV-DOLL's Service Centre Manager Mr Nikon Polsungneun (right).

Since that momentous occasion, the relationship between CTV-DOLL and York Transport Equipment has gone from strength to strength thanks to some very impressive orders.

"Other large CTV-DOLL orders that have benefitted from York running gear include 75 York axles being included on trailers built especially by Linfox Company to deliver goods for hypermarket chain Tesco Lotus," said Mr Siam Tanon, York's Assistant Manager – Sales, Thailand.

"In 2013, York really showed how well suited our products are for the Thai market when our axles and landing gear were chosen for 20 CTV-DOLL trailers built to cart sugarcane. Some of these trailers are hauling payload up to 40 tonnes. Carrying weight like this on the sorts of tough roads found in parts of Thailand really highlights any flaws in your equipment. To date, the York Transport Equipment products are passing every test."

If you want to know how a piece of equipment is performing, you simply head straight to the workshop. CTV-DOLL's after sales service centres, located in Rayong and Ayuthaya, are full of praise for York's axles in particular, including the level of support available at all times from York's professional sales team in Thailand.

CTV-DOLL is continuing its exciting trajectory from its factory and head office at the Gateway to Indochina, in the north-eastern city of Khon Kaen. Offices are also found in other cities across Asia and Germany and more evidence of CTV-DOLL's global presence can be seen in the fact that over 80 per cent of its trailers are exported outside of Thailand.

"The unique partnering of pure Thai workmanship and cutting edge German technology has proven popular with CTV-DOLL's customers."



## A world of local support

**Two strong business partnerships in Sri Lanka and Indonesia are exciting evidence of York Transport Equipment's leading role in the global transport industry.**

Sri Lankan-based manufacturer Dutch Lanka Trailers (DLT) was established in November 1992 to cater to the growing demand for trailers and trailer equipment across South Asia. York Transport Equipment has been partnering DLT since the early days, working together to support local customers and transport operators in Sri Lanka and the surrounding region, including the demanding conditions of Bangladesh.

DLT has been so successful in its home market that its Kelaniya plant, which has a capacity to produce at least 1,400 trailers per year, is now exporting to around 30 countries. With the trailers built to international standards and supported by a highly professional repairs and maintenance service, customers in the Middle East (via a DLT subsidiary in Oman) and even as far afield as Africa are proving eager purchasers of the reliable Dutch Lanka Trailers.

India is another country with roads filled with the DLT name, thanks to a 2005 joint venture with Tata International, owners of York Transport Equipment. Production facilities in Pune and Colombo have been running red hot with no signs of business slowing down.

Travelling equally well is the Korindo name in Indonesia. Part of the wider Korindo Group, well known in Indonesia for producing high-quality steel products across the archipelago, Korindo has recently developed a new product line for one of its customers. The logistics company asked Korindo to design a new wingbox trailer as an answer to the customer's need for a bigger volume capacity carrier. The wingbox is running strong and sturdy on York Transport Equipment tandem axles and suspensions, ensuring customer satisfaction in those all-important areas of quality, reliability and, of course, York's guaranteed lowest total cost of ownership.



## YORK SOUTH ASIA

“Korindo and York Transport Equipment have enjoyed a long relationship, working together in developing new product lines for their trailers. Korindo is well known in Indonesia for enhancing their products and using York axle technology to provide better products for their customers,” said Mr Frederick Tay, York’s Chief of Sales, Asia.

The latest product development running off the Korindo production line is a custom made low bed trailer. The trailer is a special achievement for Korindo, being the first row of eight axle application in Indonesia. And of course, York Transport Equipment was there with Korindo all the way.

“The new low bed trailer complements Korindo’s high-quality production line perfectly,” Mr Tay said.

“York’s commitment to Korindo and their customers is to be there at all times, supporting the wide range of products and the customers’ need for quality builds and professional service. That’s what York is known for and that’s exactly what we do.”

“Korindo is well known in Indonesia for enhancing their products and using York axle technology to provide better products for their customers.”



Local matters: DLT and Korindo turned to York to help them support local customers.

## Walking Beam Bogie Underslung Suspension for 6" Round Beam

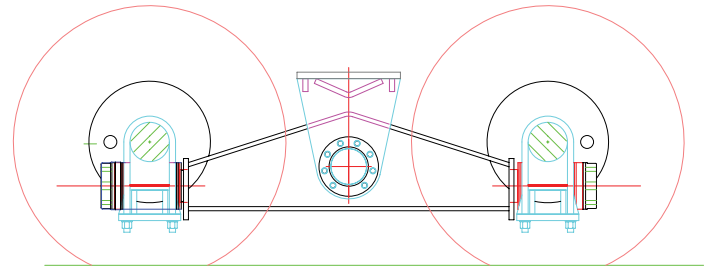
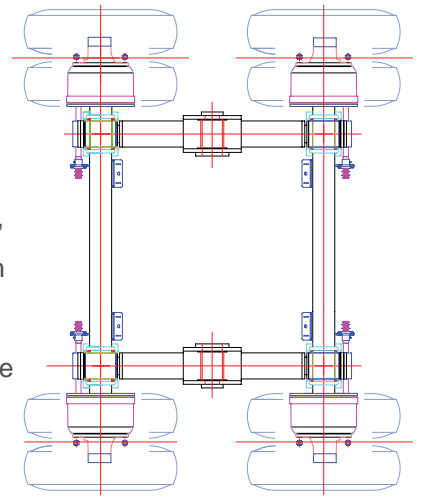
**York's walking beam suspensions are well known for their reliable operation in heavy-duty applications in uneven outback terrain. Now, our walking beam suspensions are capable of handling loads of up to 40 tonnes at 30 km/h.**

York's newest addition to the range is the underslung walking beam suspension suited for 6" round beam axles. This walking beam is capable of handling a 40 tonne load at 30 km/h and a 50 tonne load at 20 km/h. Like other models in the walking beam suspension range, this product has standard 1540mm axle spacing, with other axle spacing also available depending on the customer's requirements. The centre pivot pedestal height can also be modified to suit specific trailer design needs.

This walking beam was designed to operate in arduous operating conditions with maximum stability. The beam was fabricated with reliable materials to create a strong equalizing structure. As a case in point, a recent order is using this underslung suspension variant on a shipside trailer transporting logs. The walking beam also provides exceptional traction in uneven terrain and equalizes the load to provide uniform tyre wear. Nylon bushings used

in the beam perform an excellent job in absorbing braking and driving forces experienced in harsh environments.

Designed for use with 6" axles, this walking beam is recommended for pairing with York's 8021 axle. The 8021 axle is a variable track axle (1850 track length is standard), which uses M24 wheel studs on a 10x335 PCD drum. The brake drum has a 420x220 brake shoe.



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