

# YORK TALK

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## York announces exciting new deal with Temper Axle Products Corporation

York Transport Equipment has furthered its reputation as a global leader by announcing an exclusive partnership with Temper Axle Products Corporation USA for use of its patented Doctor Preload tools and Temper-Loc spindle nuts. The partnership guarantees a huge opportunity for York customers across the world.

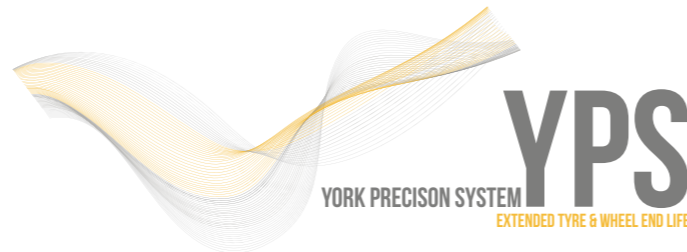
York Transport Equipment's Chief Executive Officer, Mr P V Balasubramaniam, said that the new agreement is yet another way in which York can ensure its valued customers benefit from lowest total cost of ownership.

"Working with the Temper Corporation means we will now be able to offer our customers a far superior axle product compared to our competition. Our end users, the fleets and transport companies, will benefit from seeing an increased life for their tyres, bearings and seals. This, of course, translates to a lower operational cost for all of our customers," Mr Balasubramaniam said.

Doctor Preload tools quickly and accurately adjust wheel end bearings for optimal tyre life for heavy-duty truck and trailer axles, while Temper-Loc spindle nuts securely lock the setting. Each nut has a relief at the backface to allow the load arms of Doctor Preload to squeeze the bearings together with the accurately set value of preload.

It's important to note that preload is not the same as pre-adjusted. Typical pre-adjusted wheel ends come with a cone spacer and are often advertised as having 'close tolerance bearings', many in the range of 0.001" to 0.006" loose. Transport operators in the United States who have re-set these bearings after removing the cone using Doctor Preload are seeing significantly longer tyre life as well as less costly down time.

Loose wheel end bearings can increase your tyre costs by as much as 30 per cent. That represents a huge cost for anyone's fleet – and potentially huge savings for York customers. Other benefits include higher warranties and maintenance-free wheel ends, including fewer wheel seal leaks.



"Working with the Temper Corporation means we will now be able to offer our customers a far superior axle product compared to our competition."



Mr Ray Piascik, Vice President, Marketing and Sales, Temper Corporation, Mr P V Balasubramaniam, CEO, York Transport Equipment, Mr John E Rode, Founder and CEO, Temper Corporation and Mr Sudhir Deoras, Chairman, York Transport Equipment.

### Out of this world

The Temper Corporation is widely revered in the United States as a leading specialist in design and new product development for the automobile industry. Impressively, the company is also a leader in the technologically advanced aerospace industry. Chief Executive Officer Mr John Rode has many patents to his credit and in 2011 was awarded the New York State Entrepreneur Award.

Mr Rode developed and patented the Doctor Preload tools. The 'eureka moment' in the development of this amazing product occurred when Mr Rode measured the axial preload force that bearings experience. These measurements indicated that a new, improved system could be developed and lead to the production of the Doctor Preload system, which is superior to the spindle nuts used by York's European competitors in their premium products.

"The Doctor Preload tools and Temper-Loc spindle nuts give York a distinct advantage over our competitors as York will be able to offer customers a high warranty on bearings and wheel ends at much lower costs," said Mr Balasubramaniam.

"Loose wheel end bearings can increase your tyre costs by as much as 30 per cent."

"But it also means we can help fleets reduce their operating costs by yielding a much higher life for their equipment. This new agreement is further evidence that York is committed to providing the lowest total cost of ownership to our customers."

The Doctor Preload tools and Temper-Loc spindle nuts will initially be available on York 9T and 13T axles. They will become standard fitment in all York axles over the next two years.





# Happy, healthy and wise

**While it's true that companies are happy to talk about taking care of their workforce, sadly for many that's where it ends. In Singapore, York Transport Equipment has leaped into action by introducing a program of activities to ensure its staff is very well looked after.**

The benefits of a happy and healthy workforce go beyond just increased productivity. Although many studies have shown that the healthiest employees can be as much as three times more productive than their colleagues, companies also see a reduction in both the frequency and cost of workers' compensation. The types of illnesses and workplace injuries that are caused by unhealthy living are a big cause of workplace absence or disruption.

Workers themselves also benefit from being healthier, both physically and mentally. This includes improved morale and job satisfaction as well as the enhanced ability to enjoy life in and outside of the workplace.

York Transport Equipment Singapore understands just how important a healthy workforce is. A new monthly jogging program is now offered to staff, with the dual aim of boosting team bonding and improving the company's overall performance.

Team morale received another boost recently with a Christmas BBQ at York's new factory at 122 Pioneer Road in Tuas, an industrial zone located in the western part of Singapore. Tuas was first developed for industrial use in the 1970s. In the 1980s, it expanded as more land was reclaimed around the original site for increased industrial development.

"We believe it's important for our staff to be healthy and to enjoy their work. That's why we've introduced the jogging program and organise events like the Christmas celebration. We presented long service awards and exchanged gifts with everyone, it really unites the company," said Mr Charles Yang, York's Regional Sales and Marketing Manager.

"We also believe in bringing our families closer to the company. We encourage our staff to invite their family members to participate in these activities, that's important too."

Perhaps the most exciting event recently was a cruise to the Malaysian region of Penang. The cruise, which went for four days and three nights over the end of January and beginning of February, saw staff and their families enjoy Penang's old world charm.

"The cruise was a delightful event, with many colleagues joining in the fun with their family members. We also enjoyed a cocktail on the last day of the cruise and a few of the team even had a win in the casino! It was a very happy ending," Mr Yang said.



A most exciting event for York staff: a cruise to the Malaysian region of Penang.



"Staying together: York's commitment to its staff is more than mere words."



A new monthly jogging program is now offered to staff, with the dual aim of boosting team bonding and improving the company's overall performance.





## More for less: York's new robust 5811 – Q14 axle

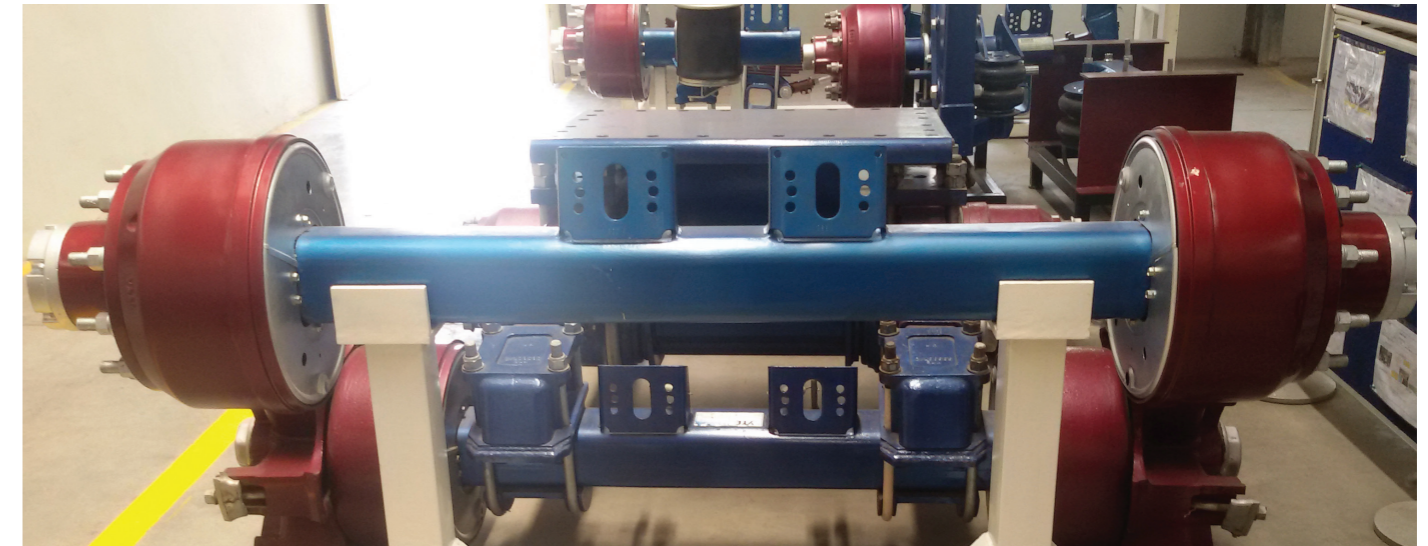
York's new heavy-duty axle, the 5811 – Q14, has been introduced to the Indian market. With its unique strength and agility, the 5811 is the perfect example of York's commitment to delivering lowest total cost of ownership to its customers.

The York 5811 – Q14 axle has restated York's commitment to introducing innovative products that revolutionise the global transport industry – while once again guaranteeing customer satisfaction.

York has a vision of providing its customers with the lowest total cost of ownership through its robust axles. The 5811 – Q14 axle comes with a rugged design, perfectly suited for mining trailers, thanks to its remarkable strong beam – three piece construction 150 square and 14 mm thickness – constructed of High Tensile steel with its inherent long endurance life and resistance to bending.

With regard to that all important braking, the 420 x 180 in-board brake drum, which has proven popular throughout the world for its guaranteed reliability, ensures spare availability for an even longer run.

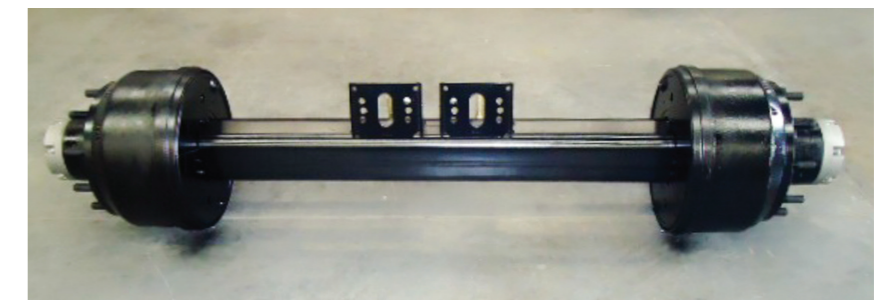
"York has a vision of providing its customers with the lowest total cost of ownership through its robust axles."



### Other special features of the 5811 – Q14 axle that set it apart from its competitors include:

- A robust tempered steel solid spindle which has been induction hardened to address critical stresses
- Larger bearings (100 mm inner and 90 mm outer) capable of taking higher loads and thus enhancing the already well proven York axle life
- The short axle and wheel ends are structured for 16 tonne load capacity
- Standard HUB wheel stud PCD 10 x Ø335 with M22 thread size
- York standard aluminium hub cap for extra aesthetic appeal.

"The axle's larger bearings are capable of taking higher loads and thus embracing the already well proven York axle life."



The York 5811 – Q14 axle is available with premium features that ensure a very high wheel end life for lowest total cost of ownership.





YORK INDIA



YORK INDIA

## Rags to riches: York and Vasant Fabricators show off their best

**From manufacturing acid and cement tankers to offering one of the widest product ranges in India, the remarkable success story of Vasant Fabricators is a textbook example of how one company can grow from rags to riches.**

Established in 1983, Vasant Fabricators has spent the last 30 years working hard to establish itself as one of the leading transport manufacturers in the whole of India. Not content with manufacturing world-beating chemical tankers and pressure vessels, Vasant's product list now covers the automobile, construction and engineering industries, among others.

In addition, Vasant Fabricators' expertise in manufacturing special purpose trailers and transport solutions is becoming increasingly well known among India's transport professionals. Equally well known is the increasingly strong relationship between Vasant Fabricators and York Transport Equipment.

Current Chairman and Managing Director, Mr Jagdish G Panchal, often referred to as the 'Brainchild' of the company, said that York Transport Equipment's reliable product base is the perfect match for Vasant Fabricators.

"York products are a mixture of reliability and suitability. We use York products in our trailers for one simple reason: we want our clients to be satisfied. We've found the YTE 75/HD suspension with 12 tonne rated axle (5625 model) to be particularly good for bulker trailers running in off-road conditions. York products deliver the best class of performance supported by the best class of after sales service in the industry," he said.

York's 5625 axle, a relatively new addition to the York family, has quickly been recognised for its ability to make life on the Indian rough roads just that little bit easier. The axle, which has been performing extremely well across the globe, is based on research carried out over a number of years and has been highly appreciated for the ease of maintenance and superior bearings life.



Mr Panchal, who has overseen the business since its inception three decades ago, is well supported by a team of 100 well-qualified and technologically skilled employees, who together bring years of invaluable industry experience to Vasant Fabricators. The company's 14,000 m<sup>2</sup> manufacturing facility in Chhapi, which was opened in 2005, has the capacity to produce up to 50 tankers and trailers each month.

A striking attribute that distinguishes Vasant Fabricators from many others is that the whole workforce clearly understands the critical role of technology in the transport industry, an understanding that is reflected in the significant research in the company's R & D department. The entire range of products that rolls off the Chhapi production line is engineered to provide the absolute best performance and cost-effectiveness to customers, no matter what market they are in.

"For Vasant Fabricators, choosing York Transport Equipment for their trailer componentry is a further reflection of the company's commitment to delivering the best solution for its clients," said Mr Gurumukh Singh, Head (Service, Product Application and OEM Marketing), India.

Best in class: Vasant Fabricators turn to York for the best products and after sales service.

## Vasant Fabricators – vision and growth

Vasant Fabricators has a vision of producing the lightest commercial vehicles that can still handle the maximum volume possible. Equally important is that each vehicle provides a long working life at top quality.

In essence, the company has a zero tolerance policy for sub-standard quality. Core to this belief is the realisation that for customers to make Vasant Fabricators their number one choice in the market, Vasant Fabricators must manufacture products of the highest quality – each and every time.

None of this would be possible without the expertise of the Chairman, Mr Jagdish G Panchal. His long-term vision and deep knowledge of the industry has helped Vasant Fabricators cleverly position itself in such a way as to enhance both its market share and reputation.

Vasant Engineering's wide range of products includes: bulkers; bulker semi-trailers; chemical semi-trailers; flat and low beds; side-wall semi-trailers; chemical storage tankers; tipping tanker semi-trailers; fuel tanks; and tip trailers.







YORK THAILAND



YORK AUSTRALIA

## York and Heil: another challenge met

**York Transport Equipment's partnership with Heil Trailer International, the world's largest aluminium, petroleum and dry bulk tank trailer manufacturer, has met some challenges in the past – none more so than the latest batch of fuel tankers put to the test in Laos.**

Heil has served the Asian markets since 1985 from its factory located in the Thai city of Bang Pa-in, just north of Bangkok. The state-of-the-art 12,500 m<sup>2</sup> manufacturing facility was set up along the lines of Heil's flagship factory in the United States, where it has been making trailers for over 100 years.

Heil's latest run of four semi-trailer fuel tankers was built specifically for Nanon Inter Freight (Thailand) Co. Ltd, one of Thailand's leading freight carriers. Nanon Inter Freight was established in 2000 and services both Thailand and overseas markets. The company is best known as carriers of cars and automotive products, but it also carries a wide range of dangerous and chemical cargo.

These Heil 48L tankers run on tri-axle full air suspension (Tecair 1 with 400 mm ride height) with one lift axle (Axle model 5626) and York's Thailand's new Outboard drum axle.

"The trailers will have to endure some bad road conditions in Laos, but York's Tecair suspensions are suitable for every road condition, as our customers know very well. The Nanon fleet will also benefit when they need to service the axle in future thanks to the Outboard drum," said Mr Siam Tanon, York's Assistant Manager, Sales.

York's Outboard drum guarantees ease of assembly and maintenance. Inside the axle, Timken/Orbit bearings provide higher load capacity and York's unique self-retaining single locknut arrangement increases the life of the axle. Plus the axle's innovatively designed Outboard drum not only makes hub greasing possible without opening the hub, it also results in longer bearing life. This reduces the down time of maintenance.

"The match with Heil works so well because Heil is globally respected for the way it develops custom solutions for its trailer design through region- and load-specific engineering," Mr Tanon added.

The ability to build region-specific equipment is particularly relevant in Laos, thanks to its thickly forested landscape, consisting mostly of rugged mountains, and rainy season from May to November that sees the country drenched by seemingly endless deluges. The world famous Mekong River forms a large part of the western boundary with Thailand, while mountain ranges make up most of the eastern border with Vietnam and the north-western border with the Thai highlands.

"Heil does business with many of the world's major and regional oil companies in over 85 countries. They could work with anyone, but they partner with York because they know York and they trust us," said Mr Tanon.



Ready for anything: the Heil tankers will be put to the test on the roads of Laos.

## More than just business

**Today's busy and competitive world can make it easy to forget that there are others worse off than us. In a touching story, a group of people, including representatives from the Australian transport sector, is reaching out to help the people of Thailand.**

The 'Gift for Children' group has been travelling to Thailand for around 20 years now, with the aim of providing much needed goods to help out villagers living in remote parts of the country. In January, the group made another trip Thailand, this time to the Chang Mai region – around 12 hours north by train from the capital Bangkok – and from there to Omkoi, a small village that sits a further 50 kilometres up in the mountains.

The group included Mr Dan Van Duyn, York's State Manager in Western Australia, and Mr Graham Knox, Head of Sales and Marketing at Boomerang Engineering, one of Western Australia's leading suppliers of mining and transport equipment. The convoy of 12 four-by-four vehicles made its way through the slippery and treacherous tracks that cut through the beautiful jungles of northern Thailand. Six hours later the Australians arrived a little shaken and exhausted at Omkoi, greeted by the children and families who were intent on playing host for a weekend of cross-cultural generosity.

"We could see all the gifts that had already been donated from many people: blankets, toys, shoes, clothes and school goodies such as rulers, pencils, sharpeners, and rubbers," said Mr Knox, whose wife is Thai.

"These people in the remote villages live very basic lives and appreciate any help that we can give them. This year we raised \$4,000 and used the money to buy 400 back packs that the children can use when they go to school. We go to Thailand every year and visit a different village each time, but at the end of the day, it's all about helping the children. They're the main objective with our project.

"They say that it is better to give than receive and this was never more evident than after what we just experienced in Omkoi. Boomerang Engineering has worked with York for a long time now. Dan's a great representative for York because The Tata Group is not just a business, it's also interested in people."



"They say that it is better to give than receive and this was never more evident than after what we just experienced in Omkoi." York paying it forward with the help of Boomerang Engineering.



## Perfect logic: why PTC sticks with York

**A company needs a lot of skill to maintain a long-term relationship with one of Singapore's biggest companies. York Transport Equipment's relationship with PTC shows that York is just that company.**

Poh Tiong Choon Logistics (PTC) was established back in 1950 in Singapore. With 65 years of history, PTC has grown to become one of the wealthy island state's largest home grown transport and logistics companies.



The sheer reach of PTC's business capability gives an idea of its importance in the region. PTC's air freight and logistics arm is now a major player in the logistics sector in Singapore and as a major bulk cargo handler it handles more than two million tonnes of bulk cargo annually, dealing with everything from raw sugar to scrap metal.

At last count, PTC had over 2,000 trailers and 600 prime movers on its books. That's a lot of axles and suspensions to take care of, which is why PTC has maintained its long-running working agreement with York Transport Equipment. Indeed, in 2014, York and Yeo Trailer International were awarded a tender to manufacture 230 trailers for PTC, with the potential for a deal to continue into the future producing as many as 50 new trailers each year.

"Mr Ng, who manages service and maintenance of the PTC fleet, has chosen York Transport Equipment due to his good experiences with York running gear in the past. Some of his trailers with York gear are still in good running condition even after more than 20 years of operation. He is exceptionally satisfied with the reliability of York," said Mr Charles Yang, York's Regional Sales and Marketing Manager.

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