

CO-DRIVER

ISSUE 1, 2016

**Driverless trucks:
What the
future holds**



**Hino backs
SUPERCARS**



**Aftermarket parts:
Worth the risk?**

**Top 5
Owner-Driver tips**

**Fixed Price Servicing
is here**



**Brake Lining
There's a big difference**

Meet your new CO-DRIVER.

Find your nearest Hino dealer below...

NSW

Illawarra Hino	Albion Park Rail	02 4256 7700
Newcastle Hino	Beresfield	02 4974 7800
Coffs Harbour Hino	Coffs Harbour	02 6651 4665
City Hino	Guildford	02 9681 8111
Adtrans Hino Mascot	Mascot	02 9700 9444
Tait Motors - Moree	Moree	02 6750 7400
Wideland Hino Muswellbrook	Muswellbrook	02 6543 3066
West Orange Motors	Orange	02 6361 1000
Southern Truck Centre	Queanbeyan	02 6299 6433
Adtrans Hino Narellan	Smeaton Grange	02 4648 8800
Mavin Hino	South Kempsey	02 6562 6211
Wideland Hino Tamworth	Tamworth	02 6765 5552
Wagga Trucks Hino	Wagga Wagga	02 6971 8000
Adtrans Hino Gosford	West Gosford	02 4323 3879

NT

Vanderfield Hino	Pinelands	08 8932 4200
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QLD

Pacific Hino	Cairns	07 4052 4777
Sci-Fleet Hino - Coopers Plains	Cooper Plains	07 3722 2888
Hi-Way 1 Truck Centre - Forest Glen	Forest Glen	07 5453 5000
Hi-Way 1 Truck Centre - Townsville	Garbutt	07 4727 5200
Tait Motors - Goondiwindi	Goondiwindi	07 4671 7300
Hi-Way 1 Truck Centre - Gympie	Gympie	07 5480 5000
Sci-Fleet Hino - Kedron	Kedron	07 3361 0037
Hi-Way 1 Truck Centre - Maryborough	Maryborough	07 4190 4190
Sci-Fleet Hino - Gold Coast	Nerang	07 5581 4222
Carlisle Hino	Mackay	07 4842 8888
Vanderfield Hino Toowoomba	Toowoomba	07 4631 4800
Hi-Way 1 Truck Centre - Rockhampton	Rockhampton	07 4924 1155

SA

Barry Maney Group	Mount Gambier	08 8721 3400
Northpoint Hino	Port Augusta	08 8642 3433
CMI Hino Adelaide	Regency Park	08 8243 8100

TAS

FRM Hino Hobart	Derwent Park	03 6272 3822
FRM Hino Devonport	Devonport	03 6424 9855
FRM Hino Launceston	Invermay	03 6334 5877

VIC

Hino Geelong	Breakwater	1800 878 257
Prestige Hino	Dandenong South	03 9212 5555
Bendigo Truck Centre	Golden Square	03 5440 9111
CMI Hino Melbourne	Laverton North	03 9931 6500
Johnson's Truck and Coach Service	Mildura	03 5021 2346
Jacob Hino	Wodonga	02 6055 9800

WA

Bunbury Truck Sales & Service Centre	Bunbury	08 9725 6880
WA Hino Sales & Service	Weilshpool	08 9351 2000

From dusty backblock plains to slick urban highways, in this country the road goes on forever. Of course no one knows this better than a dedicated trucking professional like you.

From the business side to the hours, this can be a trying industry, one in which we can all use a helping hand. The good news is that's what new Co-Driver, your reliable trucking companion, is all about.

Co-Driver is like having a valuable conversation with a trusted mate, someone who knows all things trucking, from business essentials, to the nuts and bolts, to the latest useful industry knowledge and information.

From here on in, that's just what you have to look forward to with the new

Co-Driver magazine. It's the free publication that speaks the language of trucks, specifically Hino trucks, and the people who drive them, providing value for you and your business.

We know you're going to enjoy having Co-Driver along for the ride. Wherever the open road takes you, whatever load

you're carrying and whichever trucking enterprise you happen to be in.

You'll discover business tips, educational articles, technology updates, stories from trucking experts, valuable service and spare parts offers and loads more.

It's set to be a really memorable journey. And it's only just begun.

It's set to be a really memorable journey

Great hints and tips on all things trucking and Hino.



5 TIPS

TO HELP YOU BE A BETTER OWNER-DRIVER



It's empowering to become your own boss, do things your way and be responsible for your business.

However, being an owner-driver is not without its pitfalls so we've compiled a few tips to help you stay ahead of the pack and become your own best business asset.

1 STAY UP TO DATE

Be aware of the business environment you operate in. At any given time there may be a change in regulation or new law passed that can affect you, such as vehicle regulations, pay rate regulations and even changes in road rules. Signing up to industry news subscriptions and remaining alert for announcements on road transport and legislation changes will help you function more efficiently in an ever-changing landscape.

2 MINIMISE YOUR DOWNTIME

Keeping your business on the road is crucial for success and you are responsible for maximising every hour within the working day. Plan for any possible outcomes and follow the '5 P rule' – Proper Planning Prevents Poor Performance. Staying on top of servicing, using genuine parts and not putting off any maintenance will also contribute to the profitability of your business.

3 MANAGE YOUR CASH FLOW

Allocating funds can sometime be overwhelming. Even if your servicing costs are capped and any franchising fees are set in stone, costs such as insurance, fuel and other overheads can fluctuate and add unplanned expense. It's highly advisable that all these expenditures, planned and unplanned, are tracked. Even if you are not the best at accounting, developing a budget tracking document allows you to predict, monitor and track your finances to avoid any nasty surprises.

4 SOMETIMES YOU DON'T NEED THE BEST TO BE YOUR BEST

A common mistake many owner drivers make in their early years of operation is the over-specing of their trucks. While you should always factor in some flexibility in case you need to go that bit further with your truck, you also need to be realistic about your needs. Some 'nice-to-haves' might go to waste under your ownership and only come in handy for whoever might buy your truck later – not to mention the unnecessary over-capitalisation for your business. Be sure to consult with your sales person on which chassis, body and attachments will suit your needs.

4 IF IT'S SEEN, KEEP IT CLEAN!

While it's true that first impressions last, lasting impressions count for more. Even if you make the world's greatest initial impression on your clients, a dirty and poorly maintained vehicle looks unprofessional and will stick in their minds. Keeping your truck clean and investing in repairs will help clients respond more positively towards you and help build a better rapport with them. As we like to say, 'if it's seen, keep it clean!'



How to overcome common fleet challenges.

Fleet Managers have a long list of objectives to achieve for their business. These include cost management, improving productivity and generally aiming to drive the business to future success. These objectives come with their own challenges, and it's how you overcome these obstacles in your business that will set you apart from the rest.

Hino Australia's Corporate Business Manager, Government, Tom Ayrtton, helps manage commercial vehicle fleets all over Australia. On a daily basis he helps to assemble and maintain successful fleets with problem solving and advice backed by years of experience. Tom outlines five common hurdles encountered by fleet managers, and advises on the best ways to overcome them.

1. Fuel costs

While global oil prices are currently at record lows, this situation won't last forever. Monitoring fuel usage should still be your number one concern as fuel costs can get out of hand very quickly if not controlled. Efficiencies can always be found by teaching good driving behaviour and reinforcing fuel-efficient driving habits like shifting

to a higher gear earlier, turning off the engine when loading or unloading and choosing the most efficient route to avoid sitting idle in traffic for extended periods.

2. Changes in the business landscape

With companies like Uber shaking up the ride-sharing business, it's only a matter of time before these trends move into the logistics space. Companies like Sendle are already challenging traditional supply chain methods through innovative use of the internet and leveraging off the infrastructure of established transport providers. Make sure you keep up with current trends, as staying ahead of the curve will help your business maintain its presence in an ever-evolving landscape.

3. Environmental considerations

Concerns over global warming and the effects of greenhouse gas emissions have never been more apparent. As a typically high-emissions industry, it will reflect well on your company if you are seen as being environmentally conscious. For example, by adopting hybrid technology you

can make a positive contribution to the environment in line with the move towards greener energy.

4. Increasing productivity

There are many factors that might diminish your fleet's productivity, with vehicle downtime and driver downtime being the primary culprits. It is of paramount importance that your drivers are operating in a comfortable and safe environment. Upgrading to new trucks with features like fully-automatic or automated manual transmissions will assist in reducing driver fatigue and make for a more comfortable and productive workplace.

5. Ageing vehicles

Many companies keep their vehicles for about five to seven years before updating with newer trucks. This rate of turnover not only enables you to achieve a better resale value, it also ensures your fleet is taking advantage of the latest in technology, emissions ratings and safety features. If your fleet has an average vehicle age above this you should consider your options, especially with the low interest and finance offers currently available.

FIXED PRICE SERVICING MAKES GOOD BUSINESS 'CENTS'.



No matter how far you travel over your trucking lifetime, you can rely on Hino Servicing and Genuine Parts to get you there, and back again, for less.

Hino Service Technicians are highly skilled, and factory trained to make sure your truck runs and keeps running.

No costly mistakes or breakdowns. Just superior long term performance and productivity.

And to keep you running longer for less, we've recently introduced exclusive Hino Fixed Price Servicing offers, which you can access at your nearest Hino Dealer.

FIXED PRICE SERVICING

There's no better way to manage your business costs than with Hino Fixed Price Servicing. Simply add up the value and head into your local Hino Dealer today.

300 Series

N04C: **\$559***

J05E: **\$569***

Fixed Price Minor Service Includes:

Diagnostic Check
Engine Oil & Filter
Check All Fluid Levels
Fuel Filter

Grease Vehicle
Vehicle Inspection
Tyre Rotation

500 Series

J07E: **\$669***

J08E Bogie & 4x4: **\$729***

J08E: **\$699***

A09C: **\$799***

Fixed Price Minor Service Includes:

Diagnostic Check
Engine Oil & Filter
Check All Fluid Levels
2 x Fuel Filter

Grease Vehicle
Vehicle Inspection
Tyre Rotation

700 Series

E13 – FS, SS, SH: **\$869***

E13 – FY: **\$899***

Fixed Price Minor Service Includes:

Diagnostic Check
Engine Oil & 2 x Filters
Check All Fluid Levels
2 x Fuel Filters

Grease Vehicle
Vehicle Inspection
Tyre Rotation

*Servicing offer applies to all Euro 5 models and available only at participating Hino dealerships. 'Minor' Service inclusions are also listed above and any extra services will incur additional charges. Please refer to hino.com.au or visit your local Hino dealer for additional pricing and information. Items not included (where applicable): Brake & Clutch fluid, Air Filters, Coolant, DPR Hose and SCR Filter. Prices are inclusive of GST.

Cheap aftermarket parts can cost you dearly.



It's very tempting to choose an aftermarket part, but is it worth the risk?

Aftermarket parts are cheaper, they are available through multiple outlets and their makers claim their quality is equal to that of genuine parts. While it might be tempting to choose the cheaper option when you're in a hurry and need to get back on the road quickly, the question is how long will you actually be on the road?

Purchasing genuine parts is an easier option as you only have one type to choose from and you can be confident that it will fit right the first time, but it needs to be viewed as a package. It's not just about buying a genuine part; it's also about the benefits and added value you get from that first purchase that will support you for the long haul.

Better warranty

You won't find a better warranty than one provided by an original equipment (OE) manufacturer. Most aftermarket companies will only offer the standard 12-month

product warranty, with very limited support.

Better performance

It should go without saying that if the manufacturer of the original part also makes the replacement, you can be confident it will perform exactly as the manufacturer intended it to. Not only will it be reliable, using the same materials ensures the part will not warp or

While the aftermarket part & packaging may look correct, its ability to perform can't be relied upon.

distort over time. This saves you money in the long run as you will not have to replace the same part over and over. For example, a genuine OE clutch disc will almost always provide smoother engagement, easier shifting and greater durability than a non-genuine item simply due to the use of higher quality materials and a more stringent assembly standard.

Staying safe

Using non-genuine parts could compromise the safety performance of your vehicle. Common aftermarket replacements include brake drums and linings, which are critical for the safety of the vehicle's driver and passengers and also other road users and pedestrians. Genuine brake linings are guaranteed to fit better and are tested to withstand repeated heat cycles with lower fade characteristics. Some non-consumable aftermarket parts may be salvaged from a crashed vehicle or compromised in some other way, so you can't be certain they'll perform as intended. This is critical if the part houses sensors or triggers relating to the safety and crash performance of the vehicle.

The right part for the right market

If you're buying a part from anywhere other than an accredited dealer, it's likely it has come from another market outside Australia. This raises problems as the design or functionality of parts in different regions may differ, leaving you with a part that's not intended for use in

Australia's demanding conditions. You want to be confident that the part you are purchasing has been tested on every road condition imaginable to ensure it will perform as intended.

Unparalleled factory support

OE manufacturers have put a lot of time and investment into developing and engineering each component of your truck, and as a result, the manufacturer is well versed in what a part does, and why it does it. An aftermarket manufacturer simply cannot afford to undertake the same level of development, generally taking measurements and simply copying what the OE manufacturer has created. While the aftermarket part and packaging may look correct,

its ability to perform correctly can't be relied upon. In the event of a quality issue arising, you can be confident that purchasing genuine parts from the dealer network means it will quickly be resolved.

Better range

Any good manufacturer's parts division should be able to source any part you need for your vehicle, helping eliminate downtime spent looking for a suitable aftermarket item. Many aftermarket suppliers will only stock commonly used parts.

Better support for older vehicles

Many aftermarket companies will produce only late model

replacements or popular parts for an older model. Many OE manufacturer's parts catalogues will not only include older models, but the range for those older trucks will also be more expansive. If you need to find a small item for a 30-year-old truck, your first point of call should be the OE manufacturer.

For a part that needs replacing, it's hard to see the long-term worth in purchasing an aftermarket part.

For a very comparable price, genuine parts provide the peace of mind that you have purchased the best possible quality part for your vehicle.





HINO GENUINE PARTS



BRAKE LINING: THERE'S A BIG DIFFERENCE, FULL STOP.

We compare genuine and aftermarket.

Hino Genuine Brake Linings have been developed for specific models and applications. Aftermarket parts place emphasis on cost and do not provide the levels of performance, life time, or quality found in genuine parts and may not be a good match for your Hino truck operating environment.

Heat Resistance	
Genuine	Aftermarket
More resistant to heat making it less prone to degradation or sudden deterioration in performance	Less resistant to heat

Stability of braking force	
Genuine	Aftermarket
Stable, because it matches the model and operating environment	May not be a good match for Hino Model or operating environment

Life time	
Genuine	Aftermarket
Less wear <Longer life time>	More Wear <Shorter life time>

Screeching	
Genuine	Aftermarket
Less prone	More prone

Drum aggressiveness	
Genuine	Aftermarket
NO drum damage	Causes drum damage

REDUCTIONS FOR YOUR BUSINESS

Chassis, engine, the whole truck... are manufactured to last, so naturally the same principal is applied to Hino Genuine Parts. Every single one has been designed, calibrated, and engineered to fit your truck and never let you down, no matter what you put it through.

300 Series
300 Wide Cab 6.5T / 7.5T / 8.5T Euro5 Models.

Brake Rotor Kit

Front
300 Wide Cab (excl 5.5t): **\$500***

Rear
300 Wide Cab (excl 5.5t): **\$549***

Brake Pad Set - Front & Rear

300 Wide Cab (excl 5.5t): **\$219***

Shock Absorbers - Front

300 Wide Cab (excl 5.5t): **\$111***

500 Series

Euro5 Models.

Shock Absorbers - Front

FD 1024: \$139#
FD 1124: \$126#
FG/FM/GH/GT: \$167#



Brake Drum - Front & Rear

FC/FD: \$292#
FG/GH/FM: \$421#



Wheel Cylinder - Front

FD: \$200#



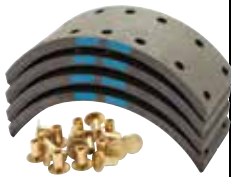
Brake Reline Kit

Front

FD: \$224#
FG/GH: \$317#
FM1A/FM8J: \$323#

Rear

FD: \$293#
FG/GH: \$442#
FM1A/FM8J: \$442# (Per axle)



Hub Bolt Kit

Front

FD: \$18#
FG/FM/GH: \$25#



Rear

FD: \$27#
FG/FM/GH: \$28#



Wheel Cylinder - Rear

Foot Brake
FD: \$257#

Park Brake
FD: \$827#



700 Series

FS/FY/SS Euro5 Models.

Shock Absorbers - Front

\$321#



Brake Drum

Front: \$520#
Rear: \$538#



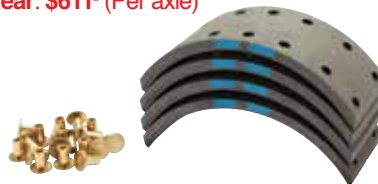
Hub Bolt Kit

Front: \$24#
Rear: \$26#



Brake Reline Kit

Front: \$453#
Rear: \$611# (Per axle)



*All parts are only applicable to the Euro 5 models listed above. Please refer to hino.com.au for full terms and conditions on 3 Years Unlimited Kilometre Parts Warranty. Prices are inclusive of GST.



How will driverless trucks affect our industry?

Recently, a fleet of driverless trucks rolled through Europe like something from the movie *Bladerunner*. The event was marked as a major win for technology, but for truck drivers and the Australian economy, it means big changes and even bigger worries.

Safer, cheaper, faster

Driverless trucks have a slight advantage on us, they don't need to eat, drink coffee, or sleep. This makes getting from A to B suddenly faster, cheaper, and more efficient. This, plus the rise in safety standards that the technology gives, makes for a strong case. According to the Road Policing Assistant Commissioner in Victoria, this year alone, we may see up to 300 lives lost due to road accidents involving trucks. That's 300 lives too many for a robot truck.

Big changes all around

Like anything to do with change, a lot of businesses will feel

the effects. Just think, every business that props up our industry will also run into trouble – convenience stores, service stations, road cafes and motels; these small businesses will all struggle without drivers powering

We don't see this taking any jobs in the near future

their sales. With a \$200 billion transport and logistics industry, it's not just us valuable drivers that'll take a hit, it's the whole Aussie economy.

Technology gets better, but so do we

Last November, our friends in South Australia hosted the country's first trial of self-driving cars on public roads, while WA's Pilbara mines recently implemented driverless technology in their mining trucks, with workers controlling them

from 1200km's away. The cool technology we saw in films as a kid is right around the corner. Change isn't easy, but it also isn't all bad. Humans have evolved through so many developments in technology since the beginning of time – when the car was first invented, horse-carriage drivers fell out of a job, but landed other opportunities. Thankfully, we currently see trucks evolving for the benefit of the driver, with greater communications and better technology around comfort and safety.

There are enormous costs associated with adopting driverless vehicles into the Aussie market from government and business, plus huge new risks around safety coupled with the sheer size of our country (have you ever driven to the back of Bourke and tried to get reception!). We don't see this technology taking anyone jobs in the near future, so let's keep on keeping this country's economy moving!

HINO BACKS SUPERCARS

This year, Hino announced a major partnership position with the Supercars to benefit fans across Australia.

It is one of the most all-encompassing support packages signed in the sport by a commercial vehicle distributor.

Hino has confirmed it will continue its prominent position throughout the next three seasons to magnify its presence in the sport as the Official Light and Medium Duty Truck and Bus Sponsor of Supercars.

The newly named "Hino Hub" (previously known as the Tech Centre) will provide regular race information and statistical updates throughout the extensive Network Ten free-to-air and Foxtel TV broadcasts of the Supercars. The Hino brand and Hino Hub is prominent at all 16 annual events in 2016, of which 15 are championship rounds.

Hino celebrated 50 years as a brand in

Australia just three years after the iconic Bathurst track celebrated 50 years of racing in 2012. The first Supercars Championship race was held in 1997.

"Both Supercars and Hino operate in a fast-changing business environment and I'm certain that Hino will learn from the

involvement with Supercars over the next three years," said Mr Lotter, Hino Motor Sales Australia Chairman and CEO.

Stay tuned to Foxtel and Channel 10 for all the action!




SUPERCARS
OFFICIAL LIGHT &
MEDIUM DUTY TRUCK

WIN
THE ULTIMATE
BATHURST 1000
EXPERIENCE*

ORDER ANY **HINO TRUCK** BEFORE **AUG 31** &
YOU COULD BE TRACKSIDE WITH **3 OF YOUR MATES!**

*Offer applies to models ordered between 1 July and 31 August 2016. Excludes Government, fleet or rental customers. See website for full terms and conditions.

 **HINO**
A BETTER CLASS OF TRUCK

SPEND MORE TIME ON THE ROAD, AND LESS TIME OFF WITH HINO.



XAVIER_HINO34961_0616

On road, working hard is where you'll find Hino trucks. That's because every single one is built on enduring principles of Quality, Durability and Reliability. And remember when you buy a Hino, you've got an expert team behind you to keep you on the road. No matter what. It's what makes them such good partners for your long road ahead. **Hino - A Proud Sponsor of Supercars.**