

DAF in action

Magazine of DAF Trucks N.V.

June 2010



*A DAF vehicle
to suit every
transport need:*

'DAF, a World of Applications'



*Customers all over the world
rely on DAF*

DAF

A PACCAR COMPANY

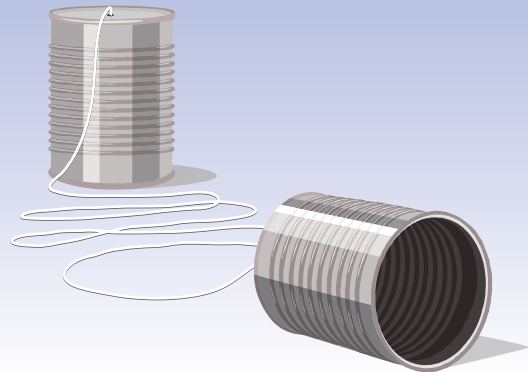


How to save money at work:

Relocate to cheaper premises



Reduce phone bills



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Dedicated Compound



3D Innovative Blading



Latest technology carcass

Max Technology from Goodyear.

This groundbreaking technology offers a variety of new features to help reduce your fleet's running costs. Max Technology is now available on a wider range of regional haul tyres (sizes: 17.5" and 19.5") featuring KMax technology which provides 10% more mileage*. All of which is not only good for your balance sheet, but also the environment. To find out more visit www.goodyear.co.uk



*Based on a test from several customers fleets run between end 2006 and 2008 on 215/75R17.5" and 265/70R19.5" on DAF 55-220.

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Efficiency starts with custom-made products

After a couple of challenging years for the transport sector – both for transport operators and for the truck industry – there are cautious signs of an increase in demand for transport again, particularly in North-West Europe. Stocks which were reduced to minimum levels in many sectors by the economic situation are being replenished once more. In various countries, the development of the Gross National Product is again showing a positive trend. And after a considerable number of purchases had been delayed in recent years for understandable reasons, the demand for replacements is also displaying a cautious increase.

As a consequence of the economic crisis and increased competition, transport rates had dropped significantly in the past two years for many sectors. And they cannot be expected to return quickly to the level they were at some years ago. Efficiency and cost management in the transport sector remain more important than ever before for a healthy business. Together with a network of professional dealers, DAF can significantly help transport operators in this area. With a modern and extensive product range. And with an equally extensive range of services behind the product.

MultiSupport repair and maintenance contracts and the financial services offered by PACCAR Financial provide opportunities for reducing costs and avoiding financial surprises. PACCAR Parts delivers more than 98% of its parts and accessories within 24 hours throughout the whole of Europe, setting the standard in the industry. Another leading service is DAF's International Truck Service for fast and professional help in the event of unplanned downtime. Because DAF dealers know how important "uptime" is. A truck needs to drive and do so as efficiently as possible.

Efficiency starts with specification of the right vehicle, which perfectly matches the customer's requirements. DAF dealers have not only the knowledge and experience to provide the best advice to customers, but they also have advanced computer systems. And last but not least, an extremely comprehensive product range. Tractors, for which DAF is the market leader in the European Union with a market share of around 20%, and rigids. Two, three and four-axle vehicles, either single or double-driven, with day or sleeper cab, LF, CF, XF. "DAF, a World of Applications". Because whether you specialise in distribution transport, municipal tasks, the construction sector, agricultural transport or international road transport, there is always a DAF tailored to your needs. Built for optimum driver comfort and, above all, low costs per kilometre and a high return. In short, a DAF is designed for maximum efficiency.

Harrie Schippers
President



Colophon

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EEV without soot filter

DAF was one of the first truck manufacturers to optionally supply its complete range as ultra-clean EEV models, which it has been doing since the spring of 2008. In principle, a reduction in the emission of soot particles by at least 33%, when compared to clean Euro 5 vehicles, requires the use of an open soot filter. From this summer onwards, DAF's CF85 and XF105 can be ordered as models (265kW/360 hp and 300kW/410 hp) that comply with this extra stringent emission standard without the need for soot filters. Moreover, all versions of the LF distribution trucks with 4.5 litre four-cylinder engines will be delivered as EEV vehicles as standard. These vehicles are frequently used for distribution activities in urban areas, where the need for ultra-clean vehicles is even more important.



XF for young drivers

In a bid to attract the younger drivers (up to the age of four), DAF is offering a sit 'n' ride version of the XF105, DAF's top model for heavy, international transport. This sit 'n' ride model is made from high-quality plastic and is TÜV approved. It has been designed for children between 80 and 110 cm tall and is available in bright yellow. DAF is selling the XF105 sit 'n' ride via its official dealer network, which has more than a thousand sales and service points in Europe. The addresses of the DAF dealers can be found at www.daf.com.

Heavy recovery vehicles for Dutch army



Ron Bensen (left), member of the Board of Management of DAF Trucks N.V. and responsible for Marketing & Sales, hands over the keys for the first heavy recovery vehicles to Rear Admiral Visser, director of Weapon Systems at the Defence Material Organisation of the Dutch Ministry of Defence.

Number one in the tractor market in Europe

In 2009, one of the most challenging years in the history of the transport and truck industry, DAF achieved record market shares. In the heavy-duty category (15 tonnes +) of the truck market in the European Union, it achieved a market share of 14.8%. In terms of volume, this places DAF firmly in third position among European truck manufacturers. DAF is even ranked first in the tractor segment with a market share of 19.8% in the EU. In this segment, DAF is the market leader in the Netherlands, Great Britain, Belgium, Portugal, Poland and the Czech Republic. In France, Spain, Italy, Germany, Finland and Hungary, DAF achieved record market shares in this segment over the past year.

"Our success is the result of a modern product range, first-rate services and a highly professional dealer organisation," explains Ron Bensen, member of the Board of Management of DAF Trucks N.V. and responsible for Marketing & Sales. "With a market share of almost 15% in the heavy-duty segment in Europe, we are well on the way to achieving our medium-term objective of 20%. And of course, we will strengthen our position in the tractor segment even further. We will also need to achieve growth, however, with our broad range of two, three and four-axle rigid vehicles with the most efficient solution for every transport requirement."

In 2004, DAF supplied the Royal Netherlands Army with a total of 102 heavy tractor/semi-trailer combinations (TROPACO) to transport tanks and other vehicles. In addition, ten separate 6x6 tractors were also delivered. DAF was asked by the Dutch Ministry of Defence to convert five of them into recovery vehicles.

The crane body of the recovery vehicles originates from the YBZ vehicles supplied by DAF to the Dutch Ministry of Defence in the late eighties and early nineties. Major changes had to be made to the chassis of the TROPACO tractors in order to fit it. In addition, extra heavy constructions had to be added to the superstructure in order to increase the lifting capacity of the towing equipment. Furthermore, a protection package against roadside bombs was developed by Plasan Sasa in Israel.



DAF wins award during 'Bus World Asia'

During the Bus World Asia Exhibition in Shanghai, held in May, DAF was honored with the prestigious 'Award for the Alternative Plaza 2010'. In 2007, 2008 and 2009, DAF was honoured with the award: 'Best Engine Producer of the Year'. This title has been superseded by the 'Award for the Alternative Plaza' and recognizes suppliers to the bus and coach industry, particularly those that made important contributions in the field of environmental care.

"DAF received this prestigious award because of the outstanding reliability and durability and the low fuel consumption of the PACCAR engines", commented jury chairman Martial Benoot. "Furthermore, DAF is the first manufacturer that offers ultraclean EEV-diesel engines in the

Chinese market for use in buses and coaches. These engines emit at least 33% less soot particles compared to the current Euro 5 standard and its Chinese equivalent. Also, because of DAF's pioneering role in the field of environmental care, DAF received the 'Award for the Alternative Plaza 2010'."

New website for PACCAR Parts



To further improve its appearance and, in particular, make it even more user-friendly, PACCAR Parts has completely updated its website www.paccarparts.eu. This also includes the national websites that are available for fourteen European countries. First of all, the new websites incorporate a relatively large amount of white space in their new design, giving them a clear, modern appearance. In order to further increase ease of use, the menu structure has been updated and split into clear categories according to product groups.

PACCAR Parts is one of the world's leading distributors of truck parts and workshop supplies. In addition to supplying DAF Genuine Parts, including an extensive range of original accessories, and PACCAR Genuine Parts for engines in Europe, the

company also offers more than 60,000 universal parts, accessories and workshop supplies for all makes of truck. The operations form part of the TRP programme which is, of course, included in detail on the new website.

Appointments in DAF's Board of Management



With effect from 1 April 2010, **Harrie Schippers** has been appointed President of DAF Trucks N.V. Harrie Schippers joined DAF in 1986 and held various financial positions within Operations, Marketing & Sales, Business Economics, and as Group Controller. In 2003 he was appointed Director of Finance and member of the Board of Management.



Also with effect from 1 April, **Jos Habets** has been appointed Director of Finance and member of the Board of Management of DAF Trucks N.V. Jos Habets joined DAF in 1998 and held various financial positions within the Accounting Department and Operations. In 2008 he was appointed Group Controller.



Richard Zink has been appointed Director of Operations and member of the Board of Management with effect from 1 March 2010. Richard Zink joined DAF in 1999 and held the position of Managing Director of DAF Trucks Vlaanderen from December 2005 onwards.

A DAF vehicle to suit every transport need:

'DAF, a World of Applic

DAF is one of the largest truck manufacturers in the European Union, with a market share in 2009 of almost 15% in the category above 15 tonnes. Furthermore, DAF is the actual market leader in the heavy tractor market with a market share of 20%. DAF is also the ideal partner for rigids and vehicles for special applications. That's why DAF offers a very comprehensive product range of two, three and four-axle vehicles. For distribution transport, construction, local authorities, the agricultural sector and heavy transport over long distances; we have a vehicle to suit every application.



Perfect partners for intensive distribution

The DAF LF with GVWs of 7.5 to 18 tonnes and the DAF CF for total weights of 18 to 50 tonnes and above are the ideal partners for intensive distribution transport. DAF knows what transport operators in this category want: a low unladen weight for a high gross load capacity and, most importantly, ease of use. A low cab floor for perfect access into and egress out of the cab, the largest glass area in the category for good all-round visibility, a wedge-shaped cab for maximum manoeuvrability and an extra powerful heating and ventilation system where the interior returns to a pleasant temperature quickly when a door is opened. But there are also other important factors: an extra large battery capacity, so that frequent use of the tail lift doesn't result in unplanned

downtime, and front axles with the spare capacity to prevent overloading. This is important if trips are frequently made with partial loads. Of course the LF and CF distribution vehicles also offer optimum manoeuvrability; the front wheels have a steering angle of around 50° for an extremely small turning circle. The DAF LF and CF are also available with a steered trailing rear axle for urban distribution transport where even more load capacity and volume is required. This means that an extra 7.5 tonnes of GVW can be achieved without sacrificing manoeuvrability and with maximum ease of use in yards. Ideal for drinks transport, for example. Another important factor for urban distribution in particular is low emissions, and all models are available in ultra-clean EEV versions. The DAF LF with the four-cylinder PACCAR FR engine – which is often used in urban areas – even complies as standard with this extremely strict EEV emission standard.



FA LF45 (4x2)



FA LF45 (4x2)



FA LF45 (4x2)



FA LF45 (4x2)



FA LF55 (4x2)



FA LF55 (4x2)



FA LF55 (4x2)



FA CF65 (4x2)



FA CF75 (4x2)



FA CF75 (4x2)



FA CF75 (4x2)



FA CF75 (4x2)



FA CF75 (4x2)



FA CF75 (4x2)

ations'



Every DAF truck is unique. They are built to customer specifications with a wide choice of cabs, chassis and drivelines, for light, medium and heavy duty use. With two, three or four axles, single or double drive, with a leading rear axle and trailing rear axle, steered or not steered.

DAF construction vehicles: Built for heavy work

Nowhere is there a wider range of transport applications than in construction, and DAF can offer the right transport solution for every application here as well. Light LF 4x2 tippers for distributing construction materials. A sophisticated CF 6x2 chassis with leading or trailing rear axle for transporting waste containers. A double-drive 6x4 or 8x4 chassis for concrete mixers or tippers. XF105 6x4 and 8x4 heavy transport tractors

for gross combination weights of up to 120 tonnes or more. The 6x4 and 8x4 models in the CF and XF105 range use the renowned double-drive DAF 1355T tandem axle with hub reduction and a technical payload of up to 26 tonnes. The eight-rod tandem axle suspension provides a favourable roll centre for maximum stability, particularly important for concrete mixers. The generous articulation also contributes to excellent traction off road. And should it become really difficult, the standard cross and inter-axle locks offer a solution. In addition, the large approach angle (27°) and ground clearance (41 cm) of the CF 6x4 and 8x4 also come in very useful off road, as do the solid steel protection plate under the radiator and the flexible first step – things that make the difference in practical terms to whether damage is incurred or not.



The same applies to the steel bumper that comes as standard with every DAF. And because the driver is responsible for loading and has to be able to look in the body from time to time, a practical step and roof handle can be provided on the driver's side. These may only be small details, but they are well thought-out and very valuable to the driver. Another important detail is that the DAF construction vehicles are easy to clean, both outside and inside. This means that the vehicles quickly look their best again after intensive use, which is also important for the residual value and the company's image.



FA LF55 (4x2)



FA LF55 (4x2)



FAN LF55 (6x2)



FT LF55 (4x2)



FA CF65 (4x2)



FA CF65 (4x2)



FAG CF75 (6x2)



FAN CF75 (6x2)



FAR CF75 (6x2)



FAS CF75 (6x2)



FAT CF75 (6x4)

'DAF, a World of Applications'



The ideal base for cleaning and waste transport

Light LF 4x2 road sweepers. Gully emptiers with a 6x2 or 8x2 CF chassis. Heavy 6x2 CF chassis with a 10-tonne trailing axle with twin mounting for transporting glass collection crates and large waste containers. Vehicles for local authority applications frequently operate in towns. This is why the LF and CF have a friendly appearance,

easy access, excellent all-round visibility and optimum manoeuvrability. They are also available in ultra-clean EEV versions. Superstructures in this category are often complex, so the ease of mounting them is important. This is why the chassis of the DAF LF, CF and XF are completely flat. Air tanks and reservoirs are located on the inside so that maximum space is left for mounting hydraulic systems, supports, compressors or tool boxes. And to power the superstructure, DAF offers a wide range of gearbox, engine and flywheel PTOs with outputs of up to 150 kW. Various engine speed regulators are also available. The unique "DAF Body Builders Module" also ensures that numerous electronic functionalities in the superstructure can be controlled from the cab.



The most frequent application in the local authority sector is, of course, the refuse collection vehicle. Depending on the use of a side or rear loader, a 4x2 chassis or 6x2 chassis with (steered) trailing rear axle is used for this, or a 6x2 chassis with a steered 7.5 tonne leading rear axle. The latter configuration is particularly suited for use as a refuse collection vehicle with a rear loader, avoiding overloading the driven axle and offering optimum ease of use in yards.



FT CF75 (4x2)



FT CF75 (4x2)



FA CF85 (4x2)



FA CF85 (4x2)



FA CF85 (4x2)



FA CF85 (4x2)



FAN CF85 (6x2)



FAN CF85 (6x2)



FAR CF85 (6x2)



FAR CF85 (6x2)



FAS CF85 (6x2)



FAT CF85 (6x4)



Agricultural sector requires flexibility

Ease of use in yards, the need to be able to clean and disinfect vehicles quickly, compact low cabs to minimise the risk of damage from tree branches; the agricultural sector also has its own requirements for a truck. Flexibility is another important topic, which is why combinations of rigs with trailers are a popular choice. A good example is the milk collection tanker: the trailer and the truck are often not loaded at the same time and at the same location. Another reason for choosing a rigid with a trailer is the opportunity to optimise the yield per kilometre by using the legally permitted combination length of 18.75 metres. And to optimise the revenue, DAF uses a light chassis for high gross load capacities; essential in bulk and tank transport, for example. This offers free space on the chassis so compressors can be located easily. And DAF also offers engine outputs up to 510 hp in the CF series especially for applications where a maximum load capacity is important and no concessions can be made in terms of performance – this is unique in the industry.

A 4x2 LF chassis with a crane and an open body in forestry. A 6x2 CF chassis with a steered trailing rear axle for maximum manoeuvrability for the milk tanker. A heavy 6x4 XF105 chassis for transporting trees, where off-road travel is a frequent necessity. A variety of transport applications also requires a variety of transport solutions in the agricultural sector. This is what the DAF product range offers, supported by a professional dealer organisation that knows that downtime can be catastrophic, particularly in special work.



'DAF, a World of Applications'



Long-distance transport: optimum revenue per kilometre

If the weight of the load permits, rigid/trailer combinations also offer opportunities in international transport to optimise the yield per kilometre. Where a semi-trailer offers a load volume of up to 100 m³, a truck with a trailer can achieve up to 120 m³. No wonder that flowers, for example, are often transported through Europe with 6x2 volume combinations and that this type of combination is also a particular favourite with air cargo. But the truck and trailer is also commonplace in container transport, international refrigerated and frozen transport and transport using swap bodies, such as the well-known German BDF loading systems. Fitted with a trailing axle, the 6x2 rigids from the CF and XF105 series ensure high load capacities. You can choose between a 7.5-tonne trailing axle with single mounting and a 10-tonne trailing axle with double assembly. With axle

loads from 7.8 tonnes, this results in payloads of up to 19 tonnes. And if the highest possible load volume is top priority – for example for transporting insulation materials or household items – DAF even provides the “Low Deck” chassis for an internal load height of around three metres. Maximum revenue also means service intervals of up to 150,000 kilometres for the XF105. This also offers one of the most spacious cabs in the industry and is the benchmark when it comes to working, living and sleeping comfort. A DAF is also the best choice for the driver – whether it's the LF, CF or XF105.

DAF provides vehicles for every kind of transport that are tailored to meet the transport operator's individual requirements. Developed for maximum durability and reliability, with low operating costs and a high level of driver comfort; these are standard on every DAF.



FAD CF85 (8x4)



FAD CF85 (8x4)



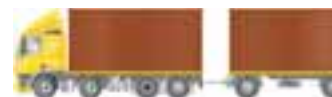
FAD CF85 (8x4)



FAD CF85 (8x4)



FAC CF85 (8x2)



FAC CF85 (8x2)



FT CF85 (4x2)



FA CF85 (4x2)



FT CF85 (4x2)

Efficiency starts with the correct specification

Every transport application puts unique demands on the truck. That is why every DAF is unique; manufactured to customer specifications and put together from a wide range of cabs, chassis, drivelines, PTOs and axle configurations. Efficiency starts with the correct specification for the vehicle, so DAF offers a number of advanced knowledge and advice systems; not just for the dealer, but for the customer and the body builder as well.

To start with, the DAF dealer has knowledge of the product and the market. The DAF sales advisor also has access to TSI, or Truck Sales Information, a unique and comprehensive information system where he or she can access all the information on specifications, functions, advantages of use and legal requirements. The DAF sales advisor can also

make use of TOPEC, one of the most revolutionary systems in the industry for calculating and specifying the correct vehicle. This takes all the important aspects of use into consideration: application, weight and dimensions, turning circles, performance and complete route simulations. TOPEC uses these as the foundation to determine the ideal vehicle specification



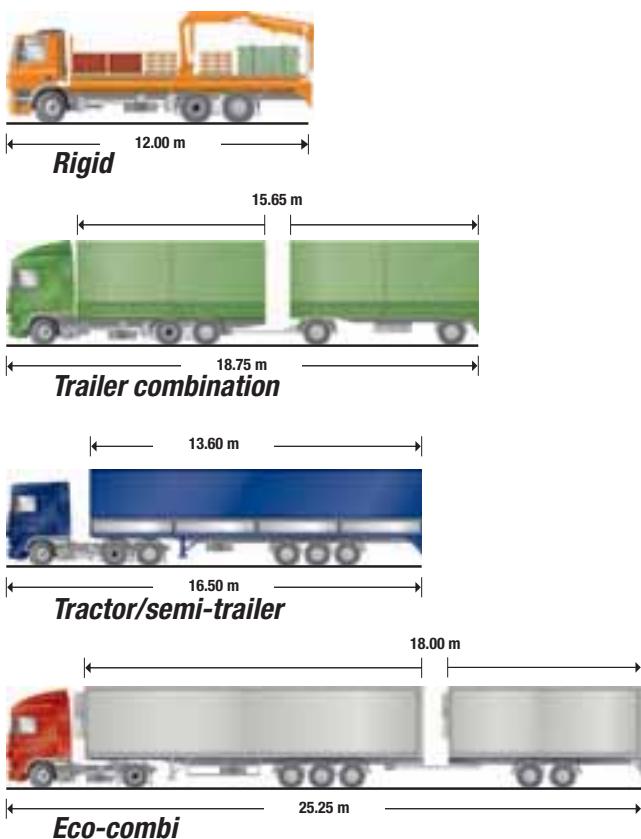
and it can demonstrate clearly in advance how the truck itself will actually perform with any semi-trailer or trailer. TOPEC also provides a complete database with chassis drawings.

In addition, DAF has created a special section for the superstructure industry on the website www.daf.com and on the various country websites. Body builders can use this to find the bodybuilder guidelines with detailed information on, for example, mounting a superstructure on the chassis, cab dimensions, attachment points, PTOs and electrical functions.

Chassis drawings are also available here, as well as bulletins with in-depth information about the CAN bus system and connections and communication with the DAF Telematics system, for example, and the DAF Body Builder module.

All systems help to create the ideal level of communication between the customer, the dealer and the body builder, so they play an important role in determining and in manufacturing the best transport solution. Ultimately that is where efficiency begins.

Dimensions in the European Union



The dimensions shown are valid for international transport within the European Union. National legislation applies in several countries, which means the dimensions may vary.

A truck needs to be driven day in, day out

DAF understands better than anyone that a truck needs to be driven and that transport is a matter of optimum efficiency. This is why DAF offers a total transport solution, for the highest returns per kilometre. This objective is supported by a professional organisation and a network of more than 1000 independent dealers in Europe. They provide optimum support, varying from financial services to repair and maintenance contracts. The DAF dealers ensure optimum availability of parts for trucks and trailers and they possess the expertise and technologies required to keep the vehicles in excellent condition. And should anything unexpected occur, then one phone call to DAF's International Truck Service (ITS) is all that is needed to get the vehicle back on the road again with minimum delay. This means maximum vehicle availability, which is what it is all about: in the distribution segment, long-distance transport, the cleaning and waste transport sectors – in every segment!



Paul Maas from Wetrón Weert:

Intermodal transport often

Wetrón's 120 m³ Mega combis consist of a DAF rigid with a centre-axle trailer on which two separate swap bodies are mounted.



“When we first placed trailers on trains in 1995, we did often wonder whether we were doing the right thing”, says Paul Maas, director of WETRON Transport & Logistics in the Dutch city of Weert. “But time has proved us right. Now in 2010, intermodal transport is sometimes quicker than by road.”

The Weert Transport Onderneming, WETRON for short, is a family company that has existed since 1962. Wetrón has been driving DAFs since the very start. “My father started this tradition based on the idea that as a Dutch transport operator he wanted to drive Dutch vehicles. DAF and Wetrón have enjoyed a very good long-term relationship. Naturally, DAF provides an excellent product. But you also need to look at the organisation behind it. People are still involved.”

During the initial years, all transport was done by road, but we saw the financial advantages offered by intermodal transport early on. “And this is only increasing”, explains Paul Maas. “It is not only the fact that you have an extra weight advantage as you are allowed to drive with 44 tonnes during the preliminary and subsequent stages as opposed to the international allowance of 40 tonnes; in recent years,

the rising costs for wages, tolls and fuel are also weighing heavier. Not to mention the digital tachograph. As a result, a load we set on the train in Bettembourg, Luxembourg, for Perpignan in Southern France, will arrive quicker than if transported via the French motorways. This is also increasingly the case in Italy too. You do of course need modified equipment and good logistics.”

Plenty of personal innovation

Wetrón itself drives in the Benelux, Germany, Italy, Austria, Switzerland, France and Spain on a daily basis. The company also drives with tractors and trailers but mainly specialises in volume transport up to 120 m³. For this type of transport, Wetrón uses low DAF rigids with centre-axle semi-trailers with specially adapted lightweight swap bodies. This combines an optimum load area with the maximum possible load

capacity. “We have been driving large volumes for a long time. When we first used the train, mega trailers already existed but they could not yet be used on railways. This is now possible, using separate swap bodies specially designed for intermodal transport. We put a lot of energy into adapting and improving this equipment. For example, we use curtain siders containing upright aluminium profiles. This replaces the wood traditionally used between the stanchions, as it is far too easy to lose these planks. At the moment, we are developing a lifting roof that can be rotated 25 cm upwards so that we can stack loads on the inside up to three metres high. Most of these modifications are made in our workshop, often in collaboration with the customer. This is the only way to achieve an optimum performance in transport. It’s a well-known fact: the lighter the equipment, the more you can carry. Of course, our DAFs score well on this point too.”

Distinction

Wetrón transports large amounts from railway terminals in Genk, Rotterdam, Cologne and Bettembourg. “We will soon also be starting a line from Venlo in the Netherlands to Switzerland and Italy. We are also busy setting up a container transfer department

quicker than by road



for the boat between Weert and Antwerp. This will combine boat, train and truck transport, i.e. trimodal transport. Much of our freight comes from overseas or is carried from our warehouse some distance further by ship." Paul Maas knows you need to be able to distinguish yourself in the transport sector. "You need to be able to add something that someone else does not have or cannot do as well. One of the ways in which we do this is with warehousing and inter-modal transport. However, you cannot be successful just by specialising. You can only really earn the trust of your customers if you are also able to handle their goods in the traditional manner. Swap bodies on trains are great, but they don't always fit and you then need to be flexible."

Multilingual

Placing a body on the train in the Netherlands is one thing. But at the other end of the line there needs to be a driver who will cover the last stage to the customer. "We usually do this with drivers based in the country itself", says Paul Maas. "The advantage of local drivers is that they are familiar with the culture and the country. And of course they speak the language. As the entire logistics process is controlled from Weert, this does mean that all our

Paul Maas: "Low DAF rigids with centre-axle semi-trailers. This combines an optimum load area with the maximum possible load capacity."

planners need to speak several languages as well. And furthermore, all our vehicles are equipped with tracking and tracing, which means we can keep a close eye on the shipments."

Load factor

According to Paul Maas, bundling your freight properly will enable you to maintain your load factor. "On average, we transport around eight tonnes per customer per shipment and our vehicles are used for an average of three customers. This is also better for the environment of course. At the moment, we are developing computer models which we will be able to use to calculate how much CO₂ we are saving, for example. Although we do not, as yet, see any extra money in return for this, when it comes to the freight price, this can be used as added value during negotiations. We must not avoid our social responsibility. This is why, at present, 90 of our 120 DAF trucks are Euro 5 models and 11 of them are even EEV models. Unfortunately, the

latter does not yet count for the German MAUT (toll) as the Dutch Road Transport Directorate (RDW) does not yet report this as a separate class in the vehicle's registration. But they are working on it."

The swap bodies are placed separately on the train. A lot of care is taken to prevent damage when loading and unloading them.



Congratulations

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PACCAR Financial Services



DAF Trucks -
Record Market Share



Information Technology Leader



New PACCAR MX engine



Diesel-Electric Hybrid Vehicles



13 Parts Distribution Centers

2009 Accomplishments

Record Shareholder Equity - \$5.1 Billion
\$112 Million Net Profit, \$8.1 Billion Revenues
Cash Generated From Operations – \$1.4 Billion
Delivered 61,000 Commercial Vehicles Worldwide
PACCAR Financial Services - \$8.4 Billion Assets
PACCAR Parts - \$1.9 Billion Sales, 10.9 Million Lines Shipped
Environmental Leadership – Hybrid and Alternative Fuel Vehicles, ISO14001
Industry Leader, Customer Satisfaction – J.D. Power and Associates
DAF CF85 UK Fleet Truck of the Year 2009
S&P Credit Rating AA- for 20 Years

Thank you to our Employees, Dealers, Customers and Suppliers

PACCAR is a global technology leader in the capital goods and financial service markets developing innovative transportation solutions since 1905.

www.paccar.com



PACCAR announces improved first quarter revenues and earnings

PACCAR reported improved revenues and net income for the first quarter of 2010. PACCAR earned \$68.3 million for the first quarter of 2010 compared to \$26.3 million in the first quarter last year. First quarter net sales and financial services revenues were \$2.23 billion compared to \$1.99 billion reported for the first quarter of 2009.

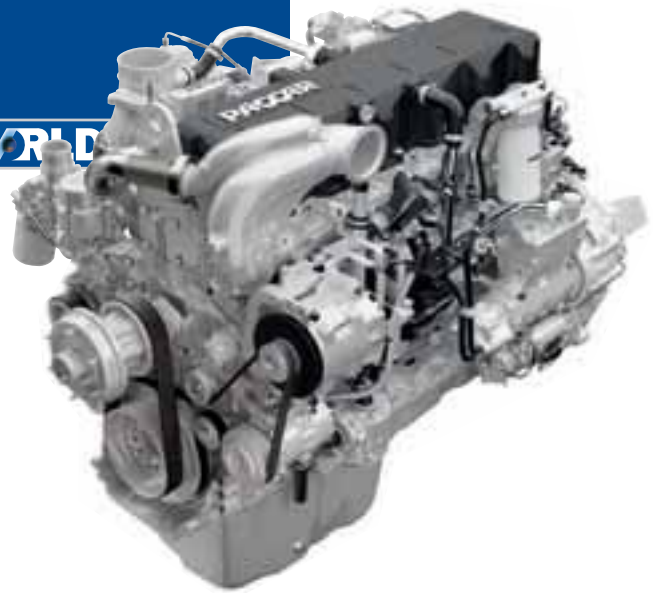
“PACCAR’s results reflect the benefits of stronger truck sales in North America and an improvement in financial services profits and parts revenues worldwide”, according to Mark C. Pigott, chairman and chief executive officer. “PACCAR’s excellent performance in profitability, shareholder return and new product development, against a backdrop of a very difficult global automotive industry, is remarkable.”

“PACCAR’s strong balance sheet and positive cash flow have enabled the company to maintain ongoing investments to enhance operating efficiency and develop innovative products such as the PACCAR MX diesel engine and introduce many new truck models. These investments contribute to the company’s long-term growth,” noted Pigott.



PACCAR MX engine for Kenworth and Peterbilt

PACCAR announced the introduction of the PACCAR MX engine to be installed in Kenworth and Peterbilt trucks this summer. The PACCAR MX engine is designed to deliver industry leading performance, reliability, and fuel efficiency to Kenworth and Peterbilt customers worldwide. “PACCAR’s 50 years of engine development and manufacturing expertise have established the company as one of the leading diesel engine manufacturers in the world,” said Jim Cardillo, PACCAR president.



The PACCAR MX engine is available in Kenworth and Peterbilt trucks with outputs from 380 hp to 485 hp and with maximum torques up to 2400 Nm.

“Over 125,000 PACCAR MX engines are successfully operating in DAF trucks globally,” Cardillo added, “The PACCAR MX is designed to meet the Environmental Protection Agency’s (EPA) 2010 emissions regulations and has accumulated over 50 million test miles in rigorous and severe conditions in North America. PACCAR is pleased to be launching this proven, industry-leading engine in Kenworth and Peterbilt trucks.”



Peterbilt introduces Model 587

At the Mid-America Trucking Show, Peterbilt introduced its new Model 587, which sets the new standard for fuel consumption, technology and reliability in the heavy segment.

The Model 587 can be supplied with the new PACCAR MX engine, which complies with the stringent EPA 10 emission requirements. Furthermore, the truck has been awarded the Environmental Protection Agency (EPA) SmartWay certificate, which recognises the efforts made by the engineers at Peterbilt to achieve the lowest possible fuel consumption and the lowest possible environmental impact. “The new Model 587 offers customers fuel savings and a lower emission of greenhouse gases, NO_x, soot particles and other substances that pollute the air”, explains Bill Jackson, general manager of Peterbilt and vice president of PACCAR.

DAF trucks worldwide:

An efficient solution for

Every transport application has its own specific requirements. Which is why every DAF truck is unique. Built to customer specifications with a wide choice of cabs, chassis, drivelines and axle configurations. Customers all over the world rely on DAF.



Aeropower specialises in the maintenance of electricity cables attached to pylons. Helicopters are used to carry out minor repairs and clean cables. In order to work efficiently, even in remote and isolated areas, a mobile folding helicopter platform was developed on the basis of this four-axle, double driven CF85. The sides of the superstructure can be folded out to provide room for the helicopter and there is space for fuel and water underneath. "We looked at almost every other make before choosing DAF", says Roy Conomos, director of Aeropower. "We were impressed with DAF's technological advantage."



The company Thumbs Up, situated in North-West England, delivers a broad spectrum of plastic garden and household products from its factory in Bury to supermarkets in the UK and on mainland Europe. They use this 44-tonne large volume DAF XF105.510 6x2 with trailing axle for the purpose. Thumbs Up opted for this vehicle because of its driver comfort, the possibility of carrying more than 1000 litres of fuel and the excellent relationship they have with the dealer.



This Polish DAF CF85.410 8x2 is used for milk collection tankers (RMO). The truck can transport 20,000 litres of milk in a tank with four compartments. Jerzy Laguna, the owner, is enthusiastic about it: "The operating costs are extremely low and thanks to the truck's low own weight it has a very high load capacity. The driver thinks it's the most comfortable truck he has ever driven; good ergonomics are essential when working 14 hours a day and getting in and out of the truck hundreds of times. My customers are also pleased – the co-steering rear axle makes my DAF highly manoeuvrable and easy to use in yards."



ROVA-Mix delivers concrete directly to end customers from seven locations. The company has been driving DAF trucks since 1991. Nineteen of its thirty vehicles are DAFs: concrete mixers based on 6x4 and 8x4 undercarriages. One of these vehicles has already clocked almost 3,000,000 kilometres. An order for another five DAFs has been planned for 2010. Reliability, ease of use for drivers and the service offered by the dealer are the reasons why ROVA-Mix has chosen to drive DAF trucks.

every application



This eye-catching DAF FAN XF105.460 6x2 Ecocombi owned by Tholu B.V. is used to transport IBCs (Intermediate Bulk Containers) and barrels, for which the steered trailing rear axle provides maximum manoeuvrability. The 25.25-metre long combination can transport 84 IBCs or 480 barrels. In comparison, a regular tractor/semi-trailer combination can transport 56 IBCs or 320 barrels. The LHV combination with a capacity of 166.5 m³ has a double-axle dolly with three-axle semi-trailer.



The city of Bordeaux recently put three LF 45.160 EEV vehicles into service. The vehicles, which are fitted with tipplers and cranes, will be used for municipal tasks. As the vehicles will often be deployed within built-up areas, Bordeaux chose the DAF LF because of the low emissions from its EEV engine, its manoeuvrability and its driver comfort. The vehicle's low own weight was also an important factor in the purchase.



The family business Braspenning specialises in laying concrete floors. The DAF XF105.460 8x2 shown in the picture is delivering raw materials to the building site. What makes this four-axle vehicle so special is that it has been fitted with two liftable axles. This enables the truck to be used as a 6x2 or even 4x2 when it is not fully loaded, which has a positive effect on the turning radius, fuel consumption and wear and tear of the tyres. In Belgium, the maximum GVW is 32 tonnes.



The Israeli company Zemach Ltd specialises in the production of cattle and poultry fodder. The company is owned by 47 cooperative farms, located in the Beit She'an Valley and on the Golan Heights. Zemach's fleet largely consists of four-axle vehicles; one of which is the DAF CF85 shown. In Israel, the maximum total GVW for this truck is 32 tonnes. As the vehicle will often need to be driven on unpaved roads, a double-drive tandem axle was chosen.



Former English professional footballer Paul Ince was looking for a truck to transport his daughter Ria's show jumping horses to competitions. The choice fell on this handsome DAF FA LF45.160, fitted with a custom-made body that can accommodate three horses and also furnished as a camper van. Driveability, comfort and the ease with which superstructures can be attached were the decisive factors behind the purchase.



In Morocco, DAFs are being used to extract the minerals from which phosphorus is obtained. This places heavy demands on the equipment – difficult terrain and dust are the order of the day. This is why SRT in Morocco recently purchased four 8x4 CF85s.



H Brown & Son (Recycling) Limited, a British family business, specialises in recycling metals and sorting waste. Their years of experience with DAF and the excellent relationship they have with the dealer resulted in them purchasing this impressive DAF CF85.410 8x4 with hook lift. "It provides great flexibility and its running costs are extremely low", says Brown.



Five years ago, the truck fleet owned by Foodinvest, the food wholesale trader, still consisted of different makes. The company has since switched to one make only: DAF. Foodinvest has more than 25 CF75s, both 4x2 and 6x2 models, in order to achieve an even higher net load capacity. "Our main criteria when purchasing these trucks were the environment, safety, and maximum vehicle availability", says Olivier Swolfs, CEO of Foodinvest. "The CF meets all our requirements."



To remove oily substances from roads, Support Clean B.V. uses this DAF CF85. Road surfaces made from "very open asphalt concrete" (ZOAB) are often particularly difficult to clean due to their open structure. When constructing the "ZOAB cleaner", a conscious decision was made to choose a vehicle with steered trailing rear axle. "This prevents excessive axle load and provides greater manoeuvrability and a tight turning circle", says Carel de Jong from Support Clean. "This vehicle enables a four-metre wide stretch of road surface to be cleaned. We have 15,000 litres of clean water on board, which is sprayed onto the road surface at a pressure of 250 bar."



The salvage company Motor FR recently put a DAF FAT CF85.460 6x4 into operation. The vehicle, which has a 9-tonne front axle and 26-tonne double-drive tandem axle, is used to salvage trucks. The DAF is fitted with a hydraulic crane and a spectacle lift for this purpose. Motor FR has seven salvage vehicles, including some LFs for salvaging passenger cars. "We chose the DAF CF85 because of our positive experience with the LF and the perfect service provided by the dealer", says Juan M. Sañudo, manager of Motor FR.



In Warsaw and Mokotów, the municipal police forces use mobile police stations based on the DAF LF45 at large-scale events and special campaigns. These function as a command centre and operating base for police officers. They provide space for conducting interviews and recording statements and are also used for information campaigns.



Low maintenance costs, good price/performance ratio and a perfect relationship with the dealer spanning thirty years are the key reasons why the Swiss company F. Murpf AG has no fewer than 95 DAFs in its fleet. F. Murpf AG specialises in the transport, logistics and storage of food products, both nationally and internationally. The DAF LF55.280 rigs are fitted with a cooling body, cooling unit and tail lift.

Europe's most frequent express coach service

The 'Oxford Tube'



Question: Is it a coach? Is it a bus? Is it a train?

Answer: it is a super luxury coach that operates on an inter-city service between Oxford and London as a viable alternative to the train.

That was the concept back in 1987 when parent company Stagecoach launched Oxford Tube, a concept that was soon realised with a steadily expanding fleet and a growing customer base.

A landmark development was reached last summer with a £9 million investment by Stagecoach for 26 DAF powered Van Hool Astromega double deck coaches with state-of-the-art features such as wi-fi, GPS tracking and CCTV.

Oxford Tube runs a 24-hour service every

day of the year with coaches running between Oxford and London up to every 10 minutes at peak times. As such, it is Europe's most frequent express coach service.

The new greener coaches are fitted with DAF EEV (Enhanced Environmental Vehicles) 460 hp engines that have even lower emissions than those required by the Euro 5 standard.

A Selective Catalytic Reduction (SCR) system uses a constant feed of urea solution to destroy the harmful Nox, delivering a more efficient operation of the engine, reduced diesel consumption and lower running costs. Combined with a passive soot filter, it means the vehicles are even cleaner than those fitted with compressed natural gas engines. Passengers are able to email and access the internet on the move through the wi-fi system on the coaches.

The 14.2 metre 87-seater vehicles, which have two staircases, are also equipped with toilets, air conditioning, reclining seats, generous legroom, seatbelts, power points

for laptops and mobile phones, GPS tracking, and CCTV for personal security.

Martin Sutton, Managing Director of Stagecoach, said: "These new coaches, which are fully wheelchair accessible, are among the cleanest and greenest on the road in Europe.

"The Oxford Tube fleet covers 3.4 million miles every year and we want our customers to continue to experience high quality, greener smarter travel.

"This is the third complete fleet replacement for the Oxford Tube we have undertaken in 10 years and it is evidence of our commitment to investing in Europe's premier express coach service."

The Oxford Tube fleet travels the equivalent of nearly three times around the world every week and has the capacity to carry more than 6,000 passengers a day.

Oxford Tube services run up to every 10 minutes between Oxford and London – stopping at Lewknor, Hillingdon, Shepherds Bush, Notting Hill, Marble Arch and Victoria. Customers can book single, return and period tickets online as well as access timetable and service information. Oxford Tube also supplies complementary newspapers on its early morning commuter services.



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Daniel Magyar, President of the CLCCR:

“LHVs will stay on the agenda”



Daniel Magyar is the chairman of the ‘Liaison Committee of the Body and Trailer Building Industry’ (CLCCR), the European interest group for body builders and manufacturers of trailers. “Not everyone is aware of the fact that no money can be earned by a truck with no body or trailer.”

“The CLCCR represents the interests of more than 1000 European body builders and 50 manufacturers of bodies for buses and coaches”, says Daniel Magyar, who, in his everyday life, is the director of G. Magyar, a leading manufacturer of tank bodies, trailers, semi-trailers and wagons. “Our members jointly employ more than 100,000 people and have an annual turnover of more than €20 billion. Around three-quarters of the trailers registered in the EU are built by a member of the CLCCR. We would like to focus more attention on this

– after all, it is a sector of importance. In addition, we are working on our public image: a truck can only earn money once it has a body or trailer. Without bodies, no supplies can be delivered to shops or industries, for example.”

Partnership

Naturally, close ties exist between the (members of the) CLCCR and the truck industry. “We cannot exist without one another”, continues Magyar. “One of our spearheads is the exchange of information

Daniel Magyar. “Truck manufacturers offer an infinite number of different chassis specifications and our industry must develop and produce bodies for these; from mass-produced products to highly specialised ‘one-offs’.”

and specifications. Truck manufacturers offer an infinite number of different chassis specifications and our industry must develop and produce bodies for these; from mass-produced products to highly specialised ‘one-offs’. A uniform method of information exchange could significantly improve efficiency for both industries. We are working hard to have a uniform ISO code system ready for this in a couple of years’ time.”

Future developments

What are the most important trends within the superstructure industry? “On the one hand, the desire to optimise load capacity results in the use of lighter materials, such as aluminium, in many transport segments”, replies Magyar. “In addition, customers want to be able to use their vehicle as quickly as possible and, for this reason, it is so important for us to take the next step in further improving the exchange of information in the truck industry. And from a conceptual perspective, the EcoCombi is one of the most important trends in our sector. As far as we are concerned, it will stay on the agenda. The initial results of field tests in various European countries and experience with longer vehicles in Sweden, for example, speak for themselves: when using truck/trailer combinations with a length of 25.25 metres, the amount of fuel saved is between 15 and 30% for each tonne transported. The tests have also shown that we do not have to worry about any negative effects in terms of traffic safety. From the point of view of more efficient road transport, with fewer traffic jams, less fuel consumption and lower CO₂ emissions, the discussion in Europe relating to longer combinations should be conducted in a more objective and less ideological manner. We too will continue to request consideration for this matter.”



The EcoCombi is one of the most important trends in the body and trailer industry.

The Italian company ECONORD is active in the entire waste chain

“We go much further than the



ECONORD, based in the North Italian town of Varese, is a well-known waste service provider. With thirteen locations and 900 employees, the company is predominantly active in the provinces of Varese, Como, Milan and Lecco and supplies its services to around 250 municipalities with a total population of 1.2 million people. In the summer months, this total swells to one and a half million. However, ECONORD does much more than just process household waste.

The ease with which superstructures can be attached also plays an important part in the choice for DAF – the totally flat chassis and the space for extra components make the work far easier for the bodybuilders.

“We are active in the entire waste chain”, explains Chiara Milanese, the company’s purchasing manager and daughter of the owner. “For example, we build and manage stations for separate waste collection and processing installations for urban, special and hazardous waste. In addition, we are engaged in energy recovery and landscape repair. After all, waste can form the basis in many cases for the production of raw materials and energy. We must prevent things from becoming waste. Sustainability is our creed.”

The fact that these are not just empty words from ECONORD can be illustrated, for example, by the former waste disposal

site at Mozzate in Como. “This is no longer being used now”, explains Chiara Milanese. “We are going to reintegrate the area into the landscape by planting vegetation typical of the area. The responsibility we take as a company often goes much further than the legal requirements.”

Leachate

After a waste disposal site has been taken out of use, it is often monitored for decades. “Leachate collects at the bottom of the waste disposal site”, explains Milanese. “This is the liquid that comes from the damp components of the waste and the sediment that seeps downwards. To prevent this leachate from ending up in the ground-



Chiara Milanese: “Waste can form the basis in many cases for the production of raw materials and energy. We must prevent things from becoming waste. Sustainability is our creed.”

legal requirements”



water, it is drained away via a pipe system, after which it is collected in special basins and reservoirs. At our waste disposal site in Gorla Maggiore we have built a special pre-treatment installation for this leachate. The addition of oxygen and bacteria further reduces the impact on the environment, which also results in fewer nasty odours. The liquid is transported by truck to the end station, where it is purified biologically.”

Biogas

Another reason to continue monitoring a waste disposal site is because of the build-up of biogas. “The formation of gas can continue for decades in waste disposal sites”, says Chiara Milanese. “The gas is caused by the fermentation of decomposed waste and consists of 50% methane and 45% carbon dioxide. During the period of decomposition, each tonne of urban waste can produce up to 300 m³ of biogas on average, from which around 66 m³ of methane can be extracted. This corresponds to approximately 500,000 kcal. Collecting it can therefore be extremely useful. This reduces the environmental impact and provides a valuable source of energy. Together with the energy company ENEL S.p.A., we have developed

ECONORD's fleet also includes vehicles with double-drive tandem. Some of them are used to transport heavy dump containers, but the company also has refuse trucks on an 8x4 CF chassis.

Photos: Artissti Dream

a combined heat and power station that supplies energy to the electricity grid.”

Fleet

Naturally, logistics plays an essential role in a company such as ECONORD. The company therefore has a sizeable truck fleet which contains a considerable number of DAFs. To collect household refuse, the North Italian waste processor uses 6x2 CF vehicles with steered trailing rear axle for maximum manoeuvrability. However, the fleet also includes vehicles with double-drive tandem, which are used, for example, for transporting heavy dump containers, often off road.

“We purchased our first DAF in 2004”, says Chiara Milanese. “Last year we had more than 20 in our fleet. We are so pleased with them that we will be ordering another 24 DAFs this year. Eight of them are LFs;

the others are CFs. Why did we choose DAF? First of all, because of their reliability. In all these years, we have never had any problems with the DAFs, despite the often heavy conditions in which they need to operate. Their performance is excellent and their fuel consumption extremely favourable. Naturally, these are Euro 5 vehicles; we owe this to our customers. The drivers speak highly of the comfort and drive performance of the trucks. The ease with which superstructures can be attached also plays an important part in our choice for DAF – the totally flat chassis and the space for extra components make the work far easier for our bodybuilders. And don't forget the relationship with the dealer. Our vehicles are by no means standard trucks and our dealer successfully manages to specify vehicles that precisely match our wishes and requirements. Customised products, just like we offer our customers.”

European road transport in need of safe parking spaces

“A truck at rest, is a truck



Each truck is first screened in a sluice with double gates and the driver is issued with a pass.

Barten. “It’s a start, but still only a drop in the ocean compared with the 1200 stops deemed necessary by the IRU.” There are two main reasons for this according to Barten. “8.2 billion euro worth of damage seems like an enormous amount, but this needs to be divided across 2,000,000 trucks in Europe.” This, according to Barten, explains what he calls “the rather schizophrenic attitude” of the parties involved. “If you want to reduce this amount, it involves costs. And everyone then looks to one another. The shipper is quick to say that the insurance companies need to pay for this. They already contribute a lot to crime prevention, which helps, of course. But otherwise they just increase the premiums, as the crimes are also still on the increase. The driver looks to his boss who is responsible for providing good working conditions. The transport operator thinks he already pays enough tax and looks to the government who is also responsible for imposing the Driving Hours Act. And the government is often dependent upon local political will. But transport is not sexy enough; you can’t win elections with it.”

The damage caused by transport crime in Europe amounts to about 8.2 billion euro per year. More than enough reason therefore to take firm action against this. For example, with more secure truck stops. However, these are slow in being implemented.

Heroes

Barten considers this objectionable. “The driver is our logistical hero. He carries no less than 72 percent of everything that is transported over land in Europe. But the fact is that en route, so to speak, no decent toilets are being built for him. The schedules are so tight that he really can’t make much of a detour in order to spend the night somewhere safe. He therefore has to stick to the motorway. And this then leads to the second problem: the space needed to park 300 to 400 trucks. As these parking areas need to be located close to junctions and near industrial estates and ports, the ground is expensive. In actual fact, local authorities throughout the whole of Europe prefer building office parks to truck stops. Everyone wants safe transport. Just ‘not in my backyard!’”

Calais

The fact that his All4Trucks truck stop in Calais did get off the ground can be attributed, says Barten, to the unusual

Cargo theft is nothing new and it is still increasing every year. Fortunately, the safety of loads and drivers has become a top priority internationally in recent years. It starts with a safe place to stop and take a rest. After all, most crimes take place whilst vehicles are stationary: “A truck at rest is a truck at risk”. Drivers should therefore always be able to rest and sleep at a properly monitored truck stop. Unfortunately, there are more square metres of paper for research and reports than there are of safe tarmac for the night... And yet there is hope.

Slow

Ton Barten is the manager of All4Trucks in Calais, one of the three new-style truck stops in Europe. “There is also a subsidised pilot scheme in Valenciennes in France, and another similar private truck stop at Alblasserdam in the Netherlands”, says



Ton Barten: “The transport operator thinks he already pays enough tax and looks to the government who is also responsible for imposing the Driving Hours Act. And the government is often dependent upon local political will. But transport is not sexy enough; you can’t win elections with it.”

at risk!”

local circumstances. “Calais is the spring-board to the UK, and has around three million trucks thundering through its centre each year. The UK attracts a high number of illegal immigrants. And, each day, many Brits travel to Calais to go shopping. There was no infrastructure for this at all. This resulted in so much inconvenience that the local government had to implement measures. Calais therefore wanted to move all trucks and the associated traffic to outside the city. All4Trucks fits in with this policy.”

Safe

All4Trucks covers an area of eight hectares and has a restaurant with TV and Internet, toilet facilities and a launderette. “We are well protected”, says Barten. “We have a double fence, and the inner fence is electrified at night-time. We have video surveillance, a direct line with the Gendarmerie and also three teams with dogs. But the main barrier is at the gate. Every truck that comes in has to go through a security sluice. The registration number is also recorded, and the driver is given a pass with a barcode. This not only prevents drivers from parking outside the fence and coming inside to use the showers but, in particular, it stops strangers from entering the site and taking vehicles. And it works! At present, 2000 trucks use the site each week and we haven’t had any thefts at all.”

The future

Is this what the future will look like? Drivers who drive from one “safe haven” to another? Ton Barten is convinced it is. “For many types of transport, what we do sets a precedent for what happens elsewhere in Europe. Eventually, some sort of chain of these types of stations will be introduced across Europe. But this will happen slowly. Partly because of fundamental discussions concerning the certification of safe truck stops. And there is a considerable gap between how it works in the transport sector and what an official working group can think up. Like the plan from Brussels for every truck driver to register via the Internet beforehand if he wants to stop at a certain truck stop. What can I say?”



Three surveillance teams with dogs guard the site.



A double fence, in which the inner fence is electrified at night, prevents unwanted guests.

DAF Night Lock

To protect drivers from breaking and entering and robbery in the cab, DAF is the first truck manufacturer to supply a night lock for the cab doors. It can be installed quickly and easily on every DAF XF105. The lock is installed on the side wall of the cab. A tempered-steel pin is pushed into the armrest of the door. The necessary reinforcements are fitted at the factory. When the DAF Night Lock is bolted, it is impossible to open the door, even with a crowbar.



Richter Triga in Germany:

“DAF is fantastic”



The demolition business of the company Richter Triga needs robust heavy trucks that can handle difficult conditions and also make a good impression in economic terms. This is why the number of DAFs at the company's site in Saxony has been increasing for almost the last twenty years.

In order to bring heavy machines to their destinations, one of the three-axle DAFs is fitted with a reinforced tow bar, to which a four-axle flatbed trailer can be connected.

“I can't think of any reasons why I should look at other suppliers”, assures Steffen Richter, manager of the waste processing company. “The new truck models are fantastic and so is my DAF dealer.” Richter Triga was sold its first DAF by the dealer in

Richter Triga's trucks and construction machinery are used throughout the whole of Saxony. The DAF trucks cover a distance of between 200 and 400 kilometres each day.

1991. This was the start of a relationship which is still going strong today.

Independence

It was with this first DAF 2700 with dump container that Richter started his own business after the reunification of Germany. As a newcomer, the former miner offered transport and waste transport services to companies in the area. The two-axle vehicle with dump container was used to collect and dispose of scrap, used paper, household and business refuse and construction waste. In the mid-nineties, the politics at the time triggered a veritable “building boom”. Factories, office buildings, houses and roads – all had to be renovated or built as new. This led to a significant demand in the construction industry for gravel, sand, grit, road metal and bricks. If Richter was going to play a considerable part in transporting these types of bulk goods, a heavier vehicle was required. His choice fell on the DAF 95. This four-axle vehicle with long wheel base and tipper body was soon joined by even more DAF tippers. “On our





Steffen Richter and his wife Steffi Viertel take care of coordinating and planning the activities.



peak days, fifteen four-axle vehicles were busy working for me almost twenty-four hours a day”, says Richter with pride. Each year he purchased around three to five vehicles.

Turn of the century

Around the turn of the century, the amount of construction work started declining. Fortunately, Richter had changed tack in time and had started specialising in demolition and scrap. From then on, his trucks transported excavated earth, building rubble, construction site waste, scrap wood and bulk refuse. At the same time, Richter adapted his fleet to suit the changed market conditions. His motto became “Quality instead of quantity”.

Today, the fleet has an additional seven trucks, all DAFs. These include five CFs with container loading system or tipper, in two, three and four-axle models and with an output of 360 hp or 460 hp. Add to this an 8x4 CF85 tipper and a DAF XF95 tractor. The various DAFs complement each other perfectly with their different axle configurations and engine outputs. “We recently had to remove contaminated earth from a six-metre deep excavation. The 20-tonne tipper was carried up a 45-degree slope by the 8x4. Our 6x4s were then used to carry

the full tippers by road to the end processing station. With the weight of a full trailer, these combinations weighed around 40 tonnes.”

In order to dispose of hazardous waste and contaminated earth in a professional manner, Richter needed modern, well-equipped vehicles. “We are one of the few companies in this sector to be allowed to transport almost all types of waste. From contaminated earth and building rubble to asbestos waste”, explains Steffen Richter. Naturally, stringent rules apply to the transport of this type of waste. The employees have been specially trained for this. Each year Richter Triga needs to be re-certified. Part of this is the inspection of the vehicles, the superstructure and the swap bodies. For this reason alone, everything needs to be in tip-top condition. Richter Triga has around 100 dump containers and thirty portal arm containers with load capacities from five to thirty tonnes.

Demolition

In addition to the transport and disposal of waste, Richter is also engaged in demolition activities. From houses to factory buildings, everything comes under the demolition hammer at Richter. This is why he has three

excavating machines – 15, 24 and 29 tonnes – and a wheel loader. In order to bring these heavy machines to their destinations, one of the three-axle DAFs is fitted with a reinforced tow bar, to which a four-axle flatbed trailer can be connected. Richter Triga’s trucks and construction machinery are used throughout the whole of Saxony. The DAF trucks cover a distance of between 200 and 400 kilometres each day. Each year, the fleet transports around 100,000 cubic metres of earth, building materials and rubble and 10,000 cubic metres of waste.

No company workshop

He cannot afford to stand still for long; the market is sensitive and competition is fierce. Most of Richter’s DAFs are delivered together with a maintenance contract. “The people working at the dealer company are very alert. They remind me well in advance when a truck needs to be taken to the workshop for an oil change, a service or statutory safety tests. I don’t have to remember it myself.” The company does not have its own workshop. “There’s no need; the dealer is always ready for me. What more can I ask for?”

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