

Better Business Workshop

brought to you by



supported by



Free Advice is Actually Free
If You Don't Measure It, You Can't Manage It
Data Speaks Money
Can **YOU** Sell **ME** Your Insurance Risk?
Being Good Costs Less
Nothing Happens in Isolation

Neil Bretherton, Business Development
Manager, TR Group Ltd. Nationwide

Why Road User Charges?

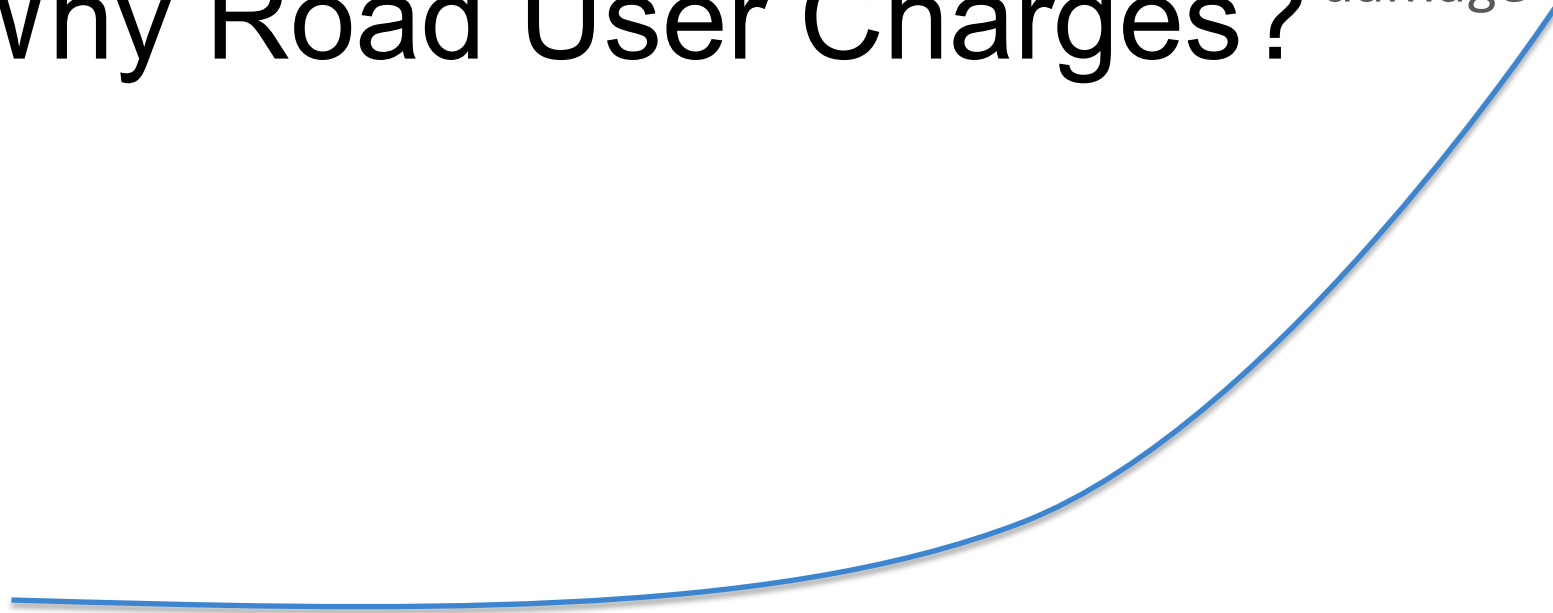


Why is the ORS so focused on driver behaviour?

How to deal with this.....

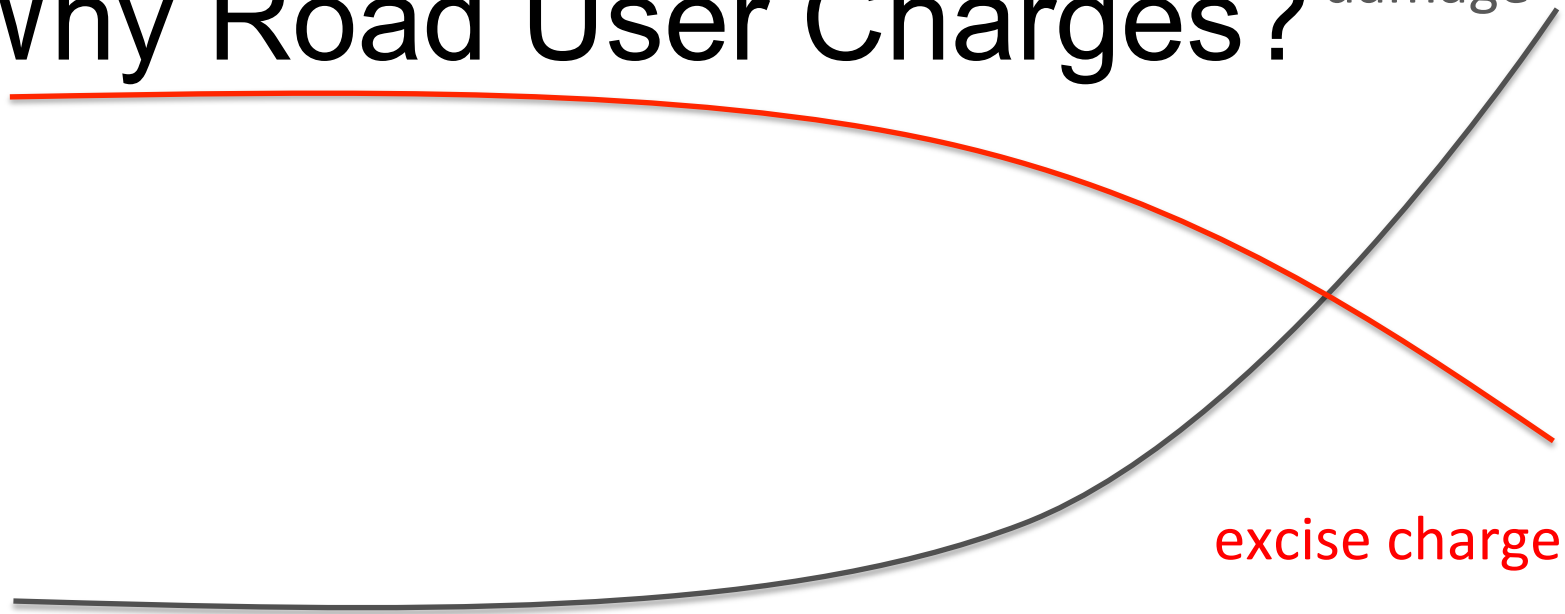


Why Road User Charges? ^{damage}





Why Road User Charges? ^{damage}



excise charge



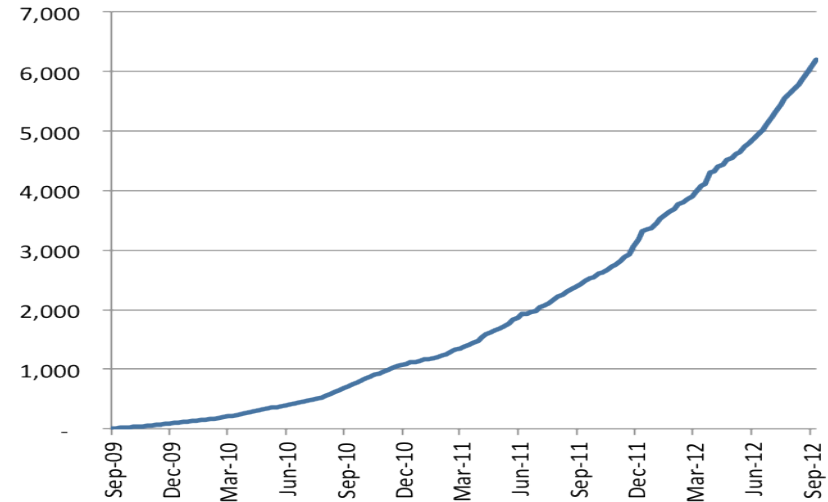
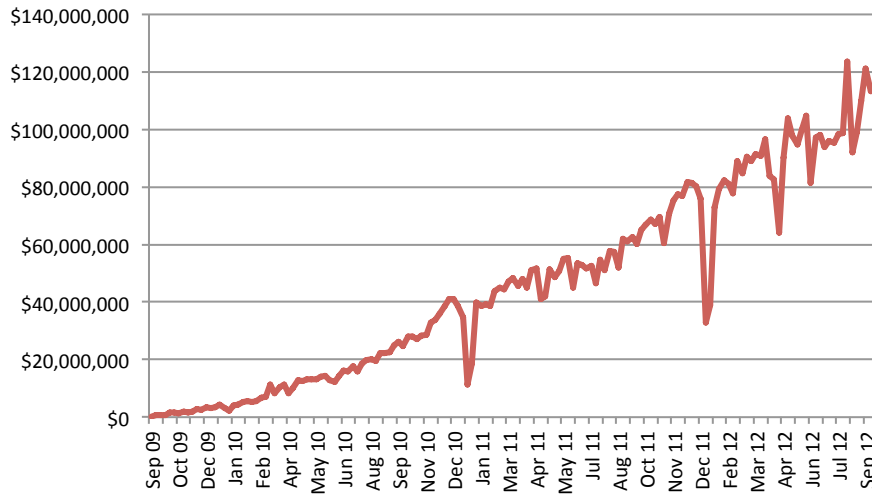
The New Zealand Government has made it clear that

- RUC is here to stay,
- that ERUC is a preferred method of collecting RUC, and
- that it wants to lower compliance costs and improve returns for compliant operators, and focus its enforcement efforts on marginal carriers.

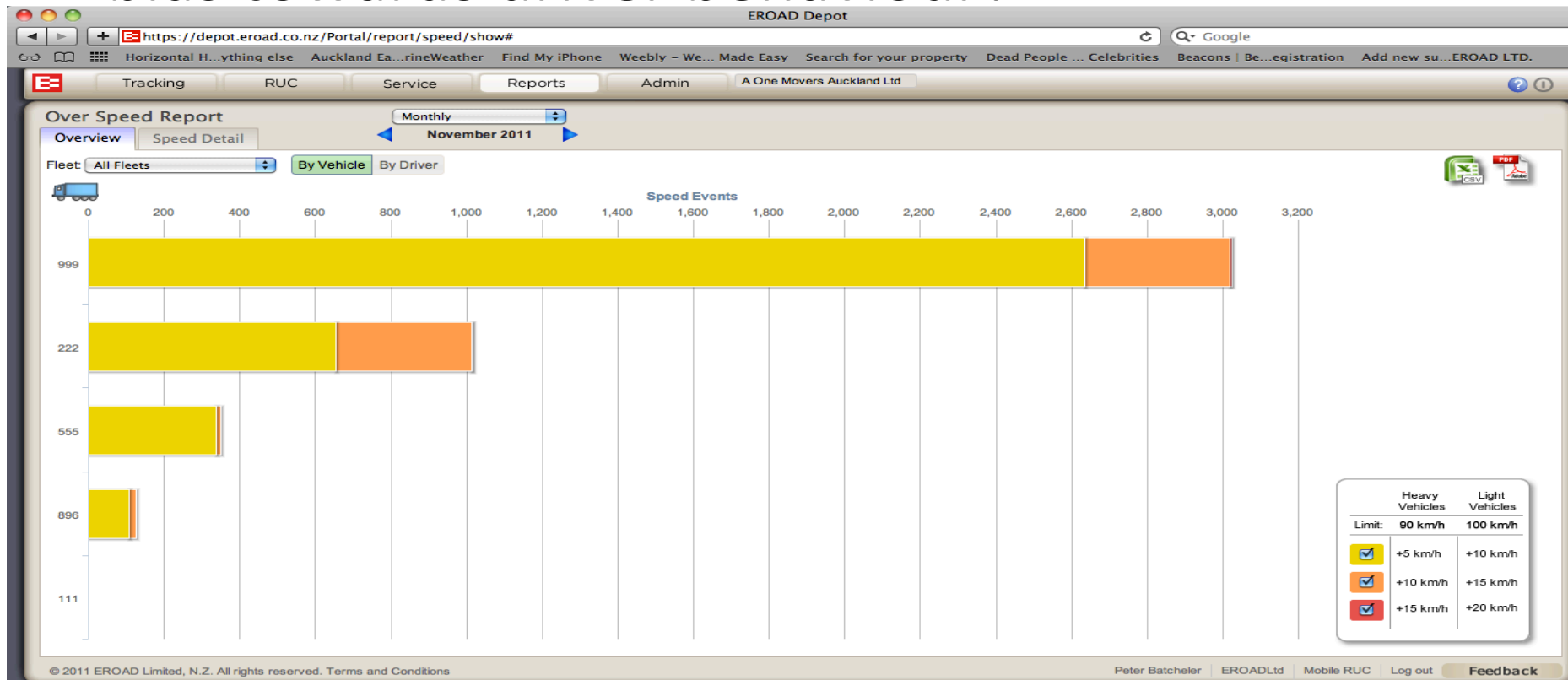
NZ take up of EROAD ERUC has been very fast.



Deloitte.
Technology Fast500
Asia Pacific 2012 Winner



Why does the ORS have such a strong bias towards driver behaviour?



HEAVY MOTOR VEHICLE CRASH STATISTICS

12 Months ending June 2011

Contributing factor	A-Train	B-Train	Other	PSV	T&T	Semi	Truck	Total
Speed	1	5	1	1	40	17	12	77
Alcohol/Drugs	1	1	0	0	3	0	1	6
Fatigue	0	6	1	0	14	7	10	38
FTGW or stop	0	1	0	2	3	0	6	12
Vehicle defect	0	1	1	3	10	5	5	25
5th Wheel/Towing	0	0	0	0	0	0	0	0
Load related	0	0	0	0	10	7	3	20
Instability	0	0	0	0	3	1	2	6
Inattention	1	7	1	7	41	20	29	116
Other	0	4	0	2	11	2	8	27
Outcome: Roll-over	1	9	1	4	60	25	24	124

HEAVY MOTOR VEHICLE CRASH STATISTICS

12 Months ending June 2011

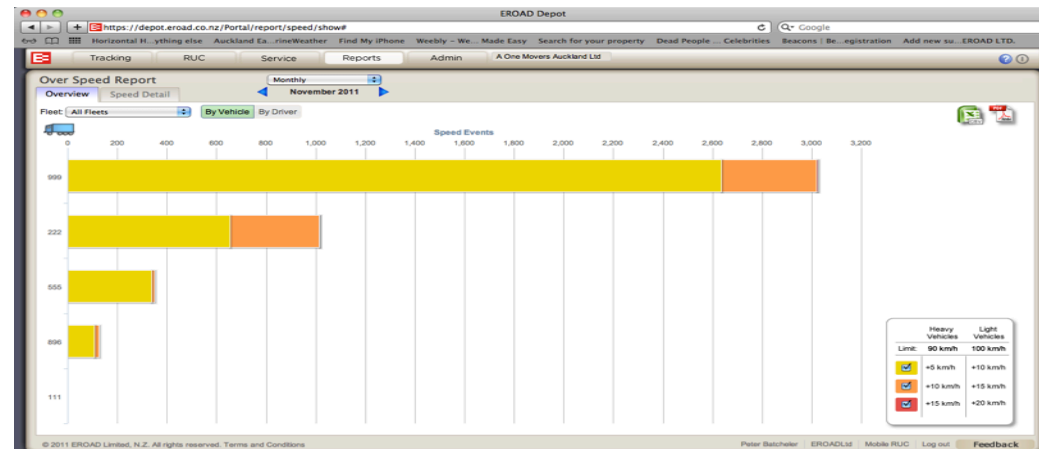
Contributing factor	A-Train	B-Train	Other	PSV	T&T	Semi	Truck	Total
Speed	1	5	1	1	40	17	12	77
Alcohol/Drugs	1	1	0	0	3	0	1	6
Fatigue	0	6	1	0	14	7	10	38
FTGW or stop	0	1	0	2	3	0	6	12
Vehicle defect	0	1	1	3	10	5	5	25
5th Wheel/Towing	0	0	0	0	0	0	0	0
Load related	0	0	0	0	10	7	3	20
Instability	0	0	0	0	3	1	2	6
Inattention	1	7	1	7	41	20	29	116
Other	0	4	0	2	11	2	8	27
Outcome: Roll-over	1	9	1	4	60	25	24	124

HEAVY MOTOR VEHICLE CRASH STATISTICS

12 Months ending June 2011

Contributing factor	A-Train	B-Train	Other	PSV	T&T	Semi	Truck	Total
Speed	1	5	1	1	40	17	12	77
Alcohol/Drugs	1	1	0	0	3	0	1	6
Fatigue	0	6	1	0	14	7	10	38
FTGW or stop	0	1	0	2	3	0	6	12
85%								
Inattention	1	7	1	7	41	20	29	116
Other	0	4	0	2	11	2	8	27
Outcome: Roll-over	1	9	1	4	60	25	24	124

Which is exactly why Electronic Compliance systems focus so much on Driver Behaviour.







Tracking RUC Service Reports Admin

RUC Vehicles

Search: Name or Rego. All Fleets

AutoRUC	Name	Rego.	Distance reading	Type	Start	End	Rem.Kms	Additional
<input type="checkbox"/>	#43	FZD37	M	-	-	-	-	
<input type="checkbox"/> (A)	#61	ZL485	102754	D	100,006	103,006	252	+Wt
<input type="checkbox"/> (A)	#20	EDK16	93737	B	91,004	94,004	267	
<input type="checkbox"/> (A)	#15	DZS9	110705	H	106,010	111,010	305	
<input type="checkbox"/> (A)	#45	DJS3	120595	D	116,000	121,000	405	+Wt
<input type="checkbox"/> (A)	#63	EYG45	162553	D	160,006	163,006	453	+Wt
<input type="checkbox"/> (A)	#502	EBW18	138319	A - 6t	162,500	162,600	47	
<input type="checkbox"/> (A)	#50	ZM965	123202	D	121,006	124,006	804	+Wt
<input type="checkbox"/> (A)	#18	EAS8	138181	D	136,006	139,006	825	
<input type="checkbox"/> (A)	#27	FSZ5	68150	D	66,000	69,000	850	

Page 1 of 3 1 - 28 of 68 Vehicles

[Purchase Distance Licences](#) (For checked vehicles) ?

Licence Detail

#50 [View history](#)

ROAD USER CHARGES **DISTANCE**

ZM965 **CURRENT**

MIN DIST. RECORDER: 121006 HUBODOMETER 50/NZ0030263
MAX DIST. RECORDER: 124006 MAX GROSS WT(TONNES)
VEHICLE TYPE NO.: 014
LICENCE NO.: 365469680 23
SITE: ER9999 16:06:53 06/07/11

[Open Licence as PDF](#)

© 2011 EROAD Limited, N.Z. All rights reserved. [Terms and Conditions](#) [Feedback](#)



Tracking RUC Service Reports Admin

Purchase RUC: Specify licences Confirm details Finish

Specify Distance Licences Merchant ID: 851796 Merchant: **EROAD NZ Ltd.**
P O Box 305 394, Triton Plaza
North Shore 0757, Auckland, NZ.

Vehicle	Distance Recorder	Licence Type	Start Distance	Distance Required	End Distance	
EYG45 #63	162572 Serial: 50/NZ1004003	H Distance ▾	Num <input type="text"/> km	1000 km ▾	123,456 km	<input type="checkbox"/>
DDA95 #47	70330 Serial: 50/NZ1004007	Distance ▾	Num <input type="text"/> km	1000 km ▾	123,456 km	<input type="checkbox"/>
EBW188 #502	138323 Serial: 50/NZ001030	B Distance ▾	Num <input type="text"/> km	1000 km ▾	123,456 km	<input type="checkbox"/>
EAS808 #18	138224 Serial: 50/NZ003025	Distance ▾	Num <input type="text"/> km	1000 km ▾	123,456 km	<input type="checkbox"/>

Please select your payment method then click Next:

Direct Debit
 Credit Card

© 2012 EROAD Limited, N.Z. All rights reserved. [Terms and Conditions](#)



Tracking

RUC

Service

Reports

Admin

Specify Organisation



Fleet Reports:



Fleet Summary Report

Get summary information (e.g. distance travelled) for a group of vehicles over a specified date range



Over Speed Report

View a summary of over speed events



Idle Report

View a summary of idling events



Service Report

Generate reports from your completed service, maintenance and compliance history

General Reports:



Daily Activity Report

View the entire day's activity for a vehicle



Geofence Activity Report

View which vehicles have gone into your geofences and how often



HiRail Utilisation Report

View the HiRail distance travelled as a proportion of total distance



Fuel Report

View the fuel usage and expenditure as a proportion of total distance for each vehicle



Fuel Exception Report

View the fuel transaction exceptions for vehicles.



Fuel Consumption Chart

View the fuel consumption over distance for one or more vehicles.

RUC Reports:



Off-Road Reports

Generate off-road reports to use for your RUC refunds



RUC Remaining Report

Show distance and dollar value of unused RUC at a particular date



RUC Purchases

View RUC purchasing history, bank transactions, download invoices and licences or export a statement



RUC Expenditure Report

Summary of RUC expenditure for a vehicle, a fleet or the whole organisation



Tracking

RUC

Service

Reports

Admin

Purser Contracting Ltd



Over Speed Report

Weekly

16 Apr - 18 Apr, 2012

Overview

Speed Detail

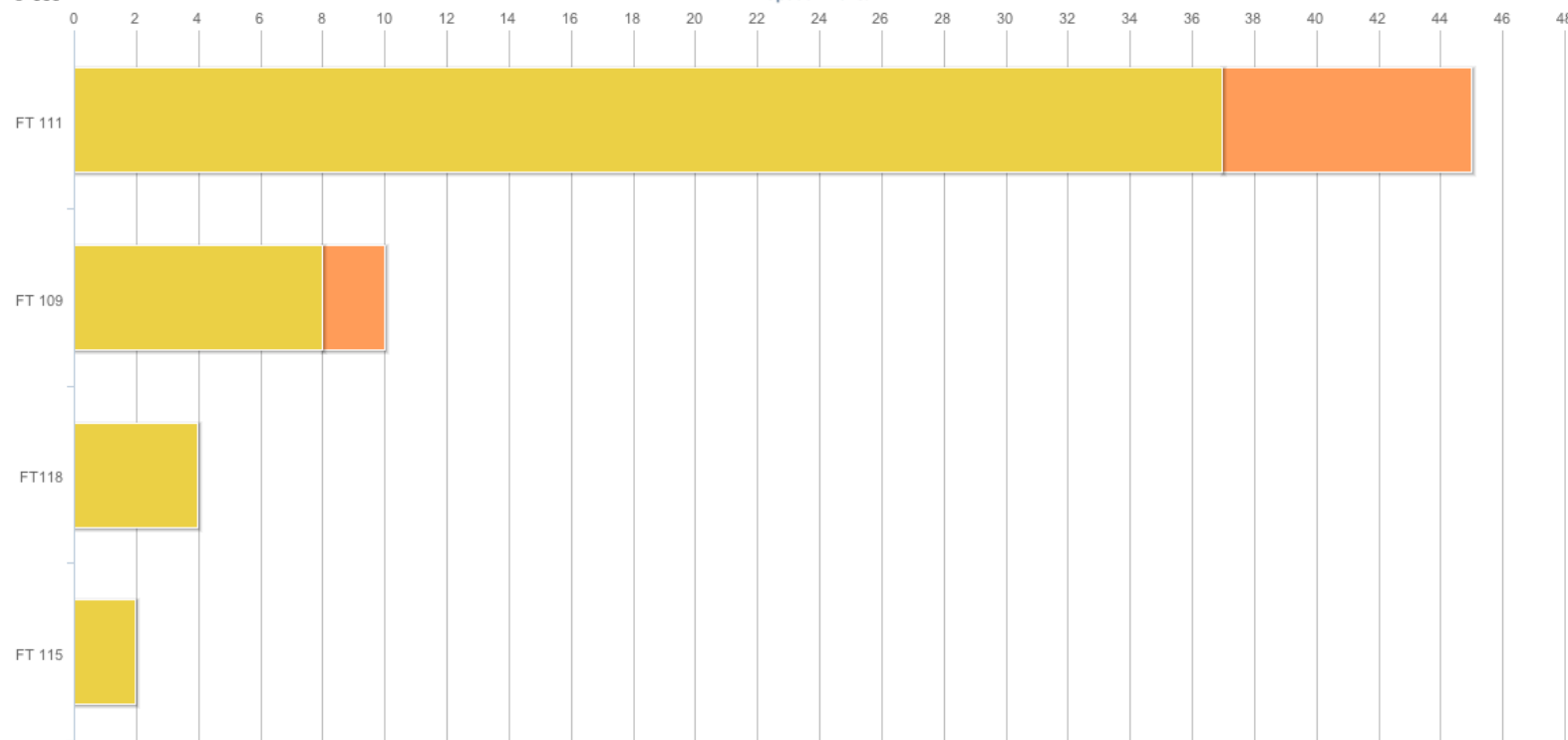
Fleet: All Fleets

By Vehicle

By Driver



Speed Events



	Heavy Vehicles	Light Vehicles
Limit:	90 km/h	100 km/h
<input checked="" type="checkbox"/>	+5 km/h	+10 km/h
<input checked="" type="checkbox"/>	+10 km/h	+15 km/h
<input checked="" type="checkbox"/>	+15 km/h	+20 km/h



Tracking

RUC

Service

Reports

Admin

Purser Contracting Ltd



Over Speed Report

Weekly

Overview

Speed Detail

16 Apr - 18 Apr, 2012



FT 111

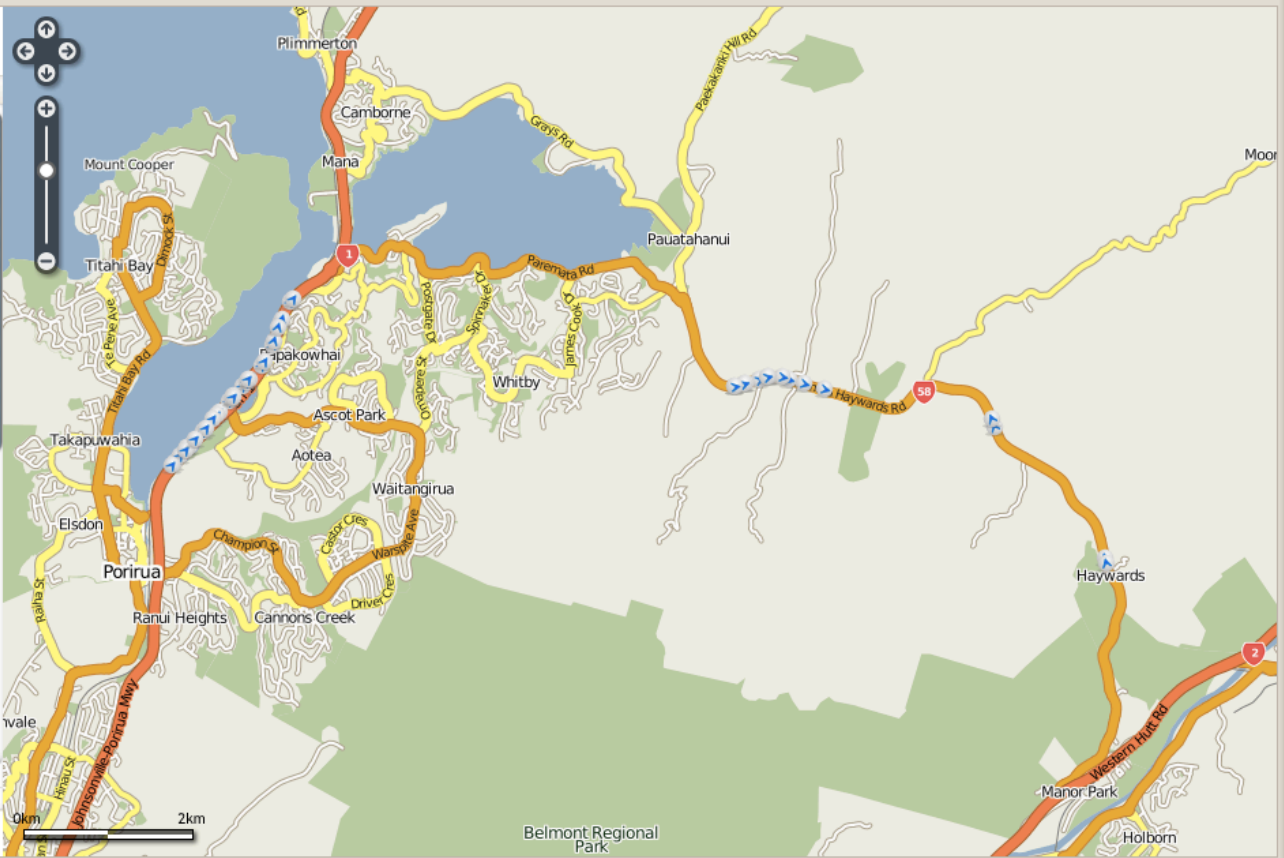
[Back to overview](#)

Speed	Date/Time	Driver	Location
101	18/04 16:42		State Highway 1, Aotea, Wellington
100	18/04 09:05		Paremata Haywards Road, Judgeford
100	17/04 16:10		State Highway 1, Aotea, Wellington
100	17/04 16:10		State Highway 1, Aotea, Wellington
100	17/04 13:42		State Highway 1, Aotea, Wellington
100	17/04 11:09		Paremata Haywards Road, Pauatahanui
100	17/04 11:09		Paremata Haywards Road, Pauatahanui
100	17/04 08:34		State Highway 1, Aotea, Wellington
99	18/04 16:43		State Highway 1, Papakowhai, Wellin
99	18/04 09:05		Paremata Haywards Road, Judgeford
99	18/04 09:04		Paremata Haywards Road, Pauatahanui
99	17/04 09:44		State Highway 1, Papakowhai, Wellin
99	17/04 09:44		State Highway 1, Papakowhai, Wellin
98	18/04 09:04		Paremata Haywards Road, Pauatahanui
98	17/04 16:10		State Highway 1, Aotea, Wellington
98	17/04 11:09		Paremata Haywards Road, Pauatahanui
98	17/04 09:44		State Highway 1, Papakowhai, Wellin
98	17/04 09:43		State Highway 1, Papakowhai, Wellin
97	18/04 09:04		Paremata Haywards Road, Pauatahanui
97	17/04 16:19		Paremata Haywards Road, Pauatahanui
97	17/04 16:11		State Highway 1, Papakowhai, Wellin
97	17/04 16:11		State Highway 1, Papakowhai, Wellin
97	17/04 16:11		State Highway 1, Papakowhai, Wellin
97	17/04 16:11		State Highway 1, Papakowhai, Wellin
97	17/04 16:10		State Highway 1, Papakowhai, Wellin

Export

Page 1 of 1

1-45 of 45





Tracking

RUC

Service

Reports

Admin

Purser Contracting Ltd



Idle Report

Weekly

16 Apr - 18 Apr, 2012

Overview

Idling Detail

Fleet: All Fleets

By Vehicle

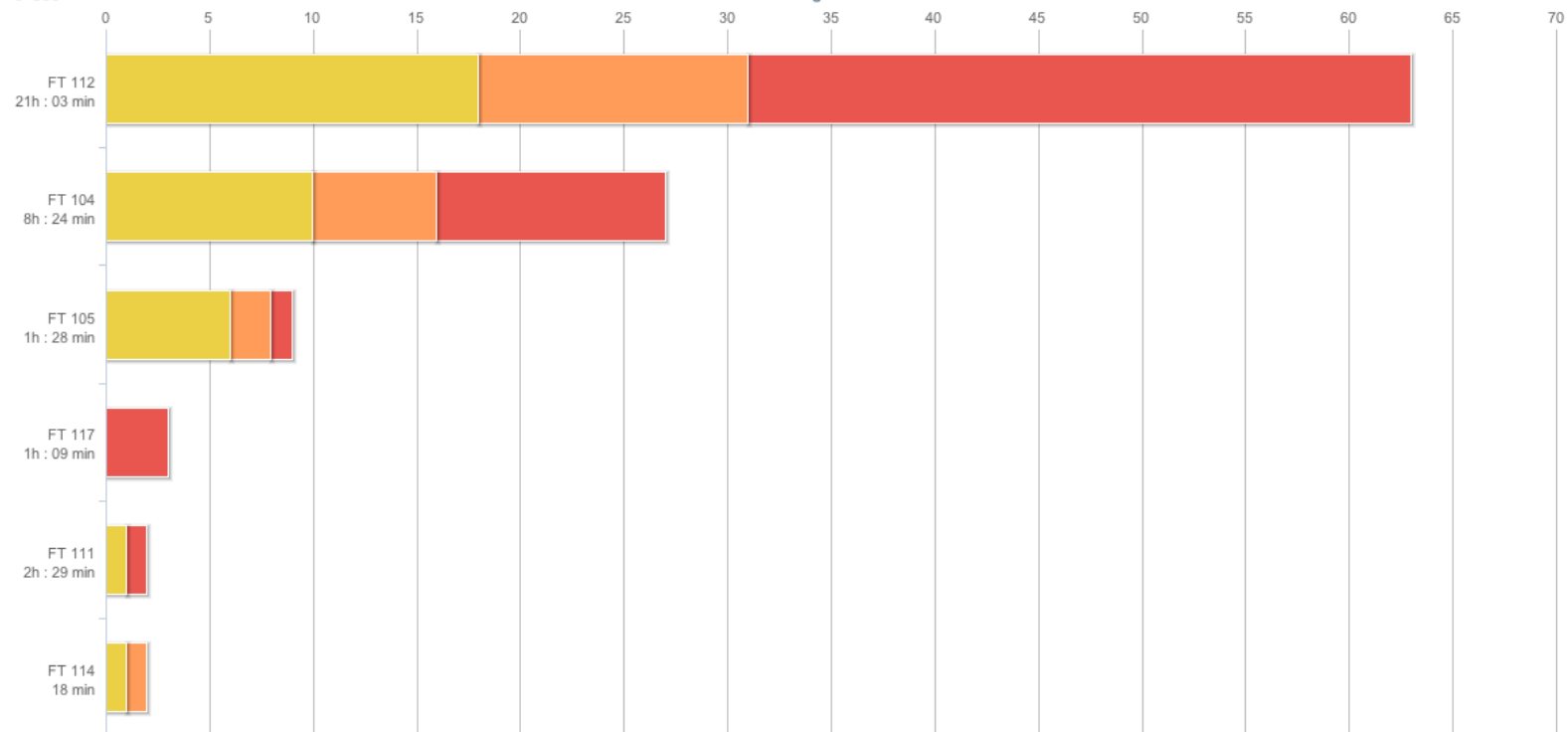
By Driver

By Idle Events

By Total Time



Idling Events



- 5 - 10 minutes
- 10 - 15 minutes
- Over 15 minutes
- Total Time



Tracking

RUC

Service

Reports

Admin

Purser Contracting Ltd



Idle Report

Weekly

16 Apr - 18 Apr, 2012

Overview

Idling Detail

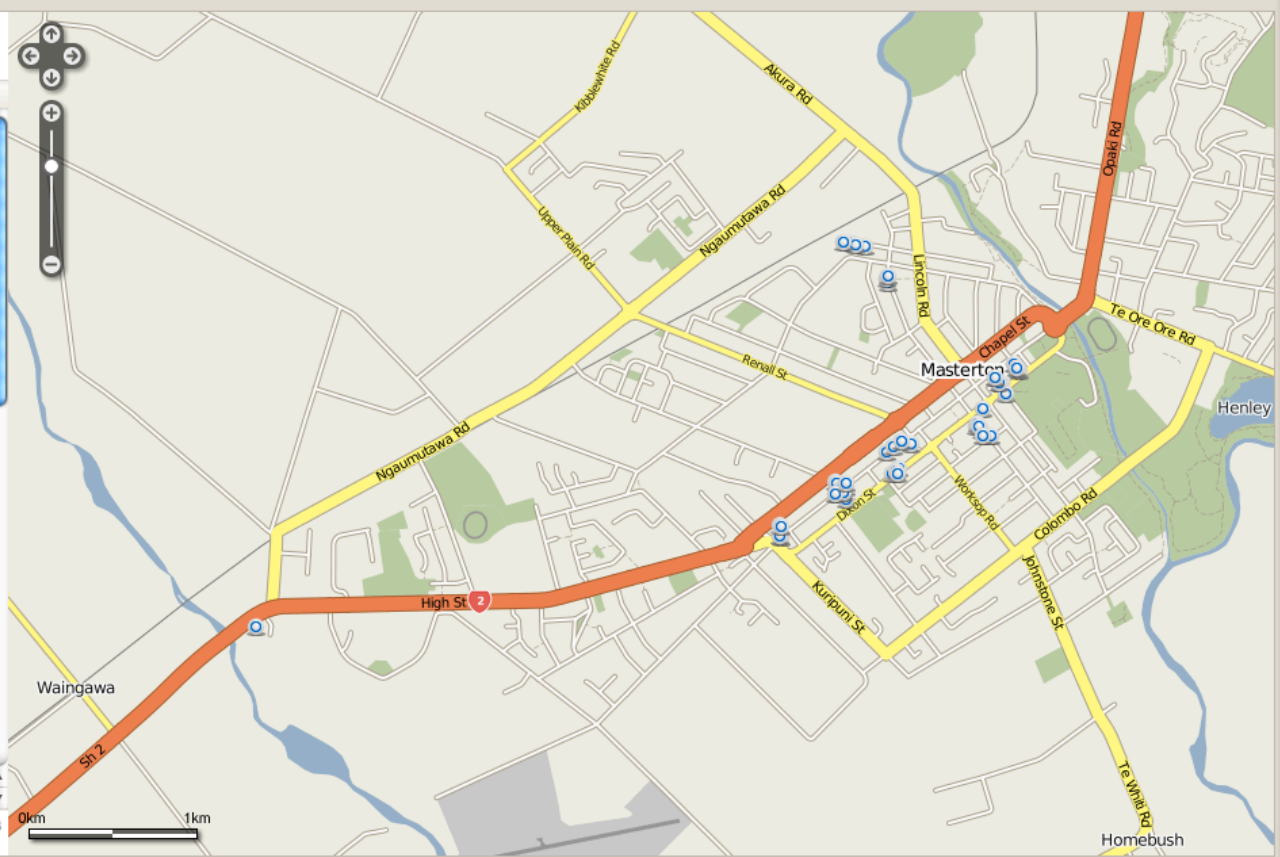


FT 112

[Back to overview](#)

Idle Time	Date/Time	Driver	Location
1h:36min	16/04 09:44		Dixon Street, Masterton, Wellington
1h:15min	18/04 06:28		Queen Street, Masterton, Wellington
50min	18/04 07:31		Smith Street, Masterton, Wellington
48min	16/04 10:58		Dixon Street, Masterton, Wellington
47min	16/04 06:12		Queen Street, Masterton, Wellington
43min	17/04 14:51		Bentley Street, Masterton, Wellington
41min	18/04 08:59		Queen Street, Masterton, Wellington
33min	18/04 10:35		Bannister Street, Masterton, Wellington
31min	16/04 07:39		Russell Street, Masterton, Wellington
29min	17/04 09:17		Park Street, Masterton, Wellington
28min	18/04 14:23		Bannister Street, Masterton, Wellington
28min	18/04 12:23		Bannister Street, Masterton, Wellington
26min	16/04 13:28		Cricket Street, Masterton, Wellington
24min	18/04 14:48		Masonic Street, Masterton, Wellington
24min	18/04 09:24		Queen Street, Masterton, Wellington
24min	17/04 09:43		Park Street, Masterton, Wellington
23min	18/04 11:00		Bannister Street, Masterton, Wellington
23min	17/04 06:34		Russell Street, Masterton, Wellington
23min	17/04 06:09		Russell Street, Masterton, Wellington
22min	17/04 13:35		Bentley Street, Masterton, Wellington
21min	18/04 11:54		Bannister Street, Masterton, Wellington
21min	16/04 14:26		Perry Street, Masterton, Wellington
19min	18/04 09:44		Queen Street, Masterton, Wellington

Export Page 1 of 2 1-50 of 63





Tracking

RUC

Service

Reports

Admin



Fuel Report

Fleet:

Fills in Month

December 2011



Fuel Transactions

Total distance: 61149 km
Total litres used: 34162.4
Total cost: \$53967.43
Total CO2 kg: 91897
(for reported fills)
Average litres/100 km: 52.17
Average \$/km: \$0.82
Average CO2 g/km: 1403

Vehicle Name	Make / Model	Distance (for reported fills)	Litres	Consumption Litres/100km	Cost \$	Cost \$/km	CO2 kg	CO2 g/km	Transactions	Exceptions
3309 DPD41	ISUZU / FVR	3,180 km	1,326.5 L	41.7 L	2.40 km	\$2094.59	\$0.66	3568.34 kg	1122 g/km	
3388 ECR52	ISUZU / FVR	3,296 km	1,165.2 L	35.35 L	2.83 km	\$1839.80	\$0.56	3134.31 kg	951 g/km	
2278 DGD1	NISSAN / CW4	8,451 km	4,686.5 L	55.45 L	1.80 km	\$7399.95	\$0.88	12606.63 kg	1492 g/km	2
2394 EWD32	MERCEDES- /	9,239 km	4,989.3 L	54 L	1.85 km	\$7929.76	\$0.86	13421.24 kg	1453 g/km	1
2393 EWD3	MERCEDES- /	9,485 km	5,124.4 L	54.02 L	1.85 km	\$8137.40	\$0.86	13784.56 kg	1453 g/km	
2701 FEG76	SCANIA / R	12,830 km	7,679.0 L	59.85 L	1.67 km	\$12125.19	\$0.95	20656.59 kg	1610 g/km	



Tracking

RUC

Service

Reports

Admin

Fuel Consumption Chart

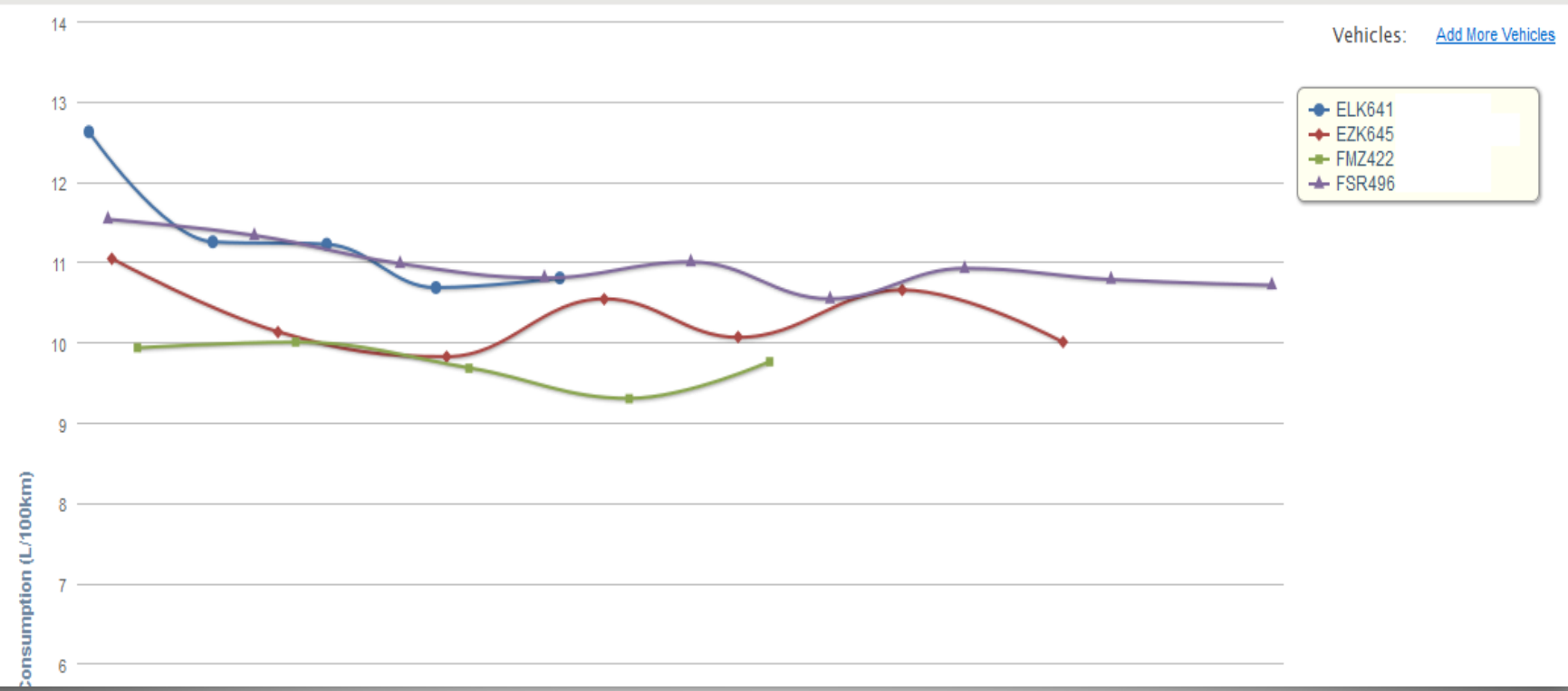


Yearly

Year: 2012

Average Fuel Consumption: 10.62 L/100km
Average Distance Per Fill: 501 km
Average Litres Per Fill: 52 L

Total Distance: 13039 km
Total Litres: 1363 L



Vehicles: [Add More Vehicles](#)

- ELK641
- EZK645
- FMZ422
- FSR496

When it comes to dealing with compliance related issues, we are very serious about getting this right. As owners and directors we have a clear view of the benefits - for both the business and our employees - of implementing the best available compliance technology.

Peter MacAuley - HHTL



Luke Lee, Managing Director
PCL Contracting Ltd, Region 3



Case result: PCL – Explore the potential

savings based on Idle time reduced from 30 hrs to six hours a week. = saving of \$720/ week = \$37,000.00/ year.

lowered average speed by 10-15km/hr, fuel saving/ day 10-15% around \$35,000.00/yr

When a truck is Idling it is doing 20% more damage to the motor and is emitting twice as many emissions than normal running.

TOTAL SAVING: \$80,000 per year

Lumley



ORS, ACC reforms and RUC Act 2012 all significantly increase scrutiny and risks around commercial transport but provide opportunities for compliant operators:

- more stringent regulations around hubodometer and odometer tampering;
- distance-based evasion will be main focus of enforcement;
- requirement to create and keep RUC, fuel and service records for up to 6 years;
- updated offences and penalties;
- separate penalties for corporate and individuals;
- experience rating for ACC premiums based on claims history;
- increased chain-of-responsibility exposures; and
- driver offence notices given a weighting of 39%-63% by ORS.



Tracking

RUC

Service

Reports

Admin



Service Vehicles

Search: Status: All

Fleet: All Fleets Type: All service types

Display Name	Rego.	Next Service Item
JU5228	JU5228	COF
C0LD4U	C0LD4U	A Service, C Service, B Service
TST-999	TST999	B Service, COF, A Service, C Service
ASH812	ASH812	
TW1474	TW1474	

Scheduled Completed JU5228

3004

[Schedule New Service](#)

[Add Completed Service](#)

Scheduled service item	Next Due	Frequency	Supplier		Remove
COF	On 10 May 2011	Every 6 Months	VTNZ	Edit	Complete
Intrinsic Certification [custo	On 20 May 2011	Not repeated	VTNZ	Edit	Complete
Change Spark Plugs [custo	On 20 Jun 2011	Not repeated	Colvins Garage	Edit	Complete
REGO	On 5 Nov 2011	Every 6 Months		Edit	Complete
Fifth Wheel Inspection [cus	On 6 Nov 2011 Or At 50,000 kms	Every 6 Months Or Every 5,000 kms	NZ Trucks	Edit	Complete
B Service	At 5,000 kms	Every 5,000 kms	Workshop	Edit	Complete
A Service	At 4,000 kms	Every 1,000 kms	Workshop	Edit	Complete
C Service	At 3,500 kms	Every 10,000 kms	Workshop	Edit	Complete

Glenn Blair, General Manager,
JPM Contracting, Region 4

“20 years ago OSH was considered a cost imposition in many New Zealand workplaces.

Now it is widely recognised that safe workplaces are good and profitable businesses – long term.

In many ways the transport industry is only just catching up....ORS is the OSH of our industry.”

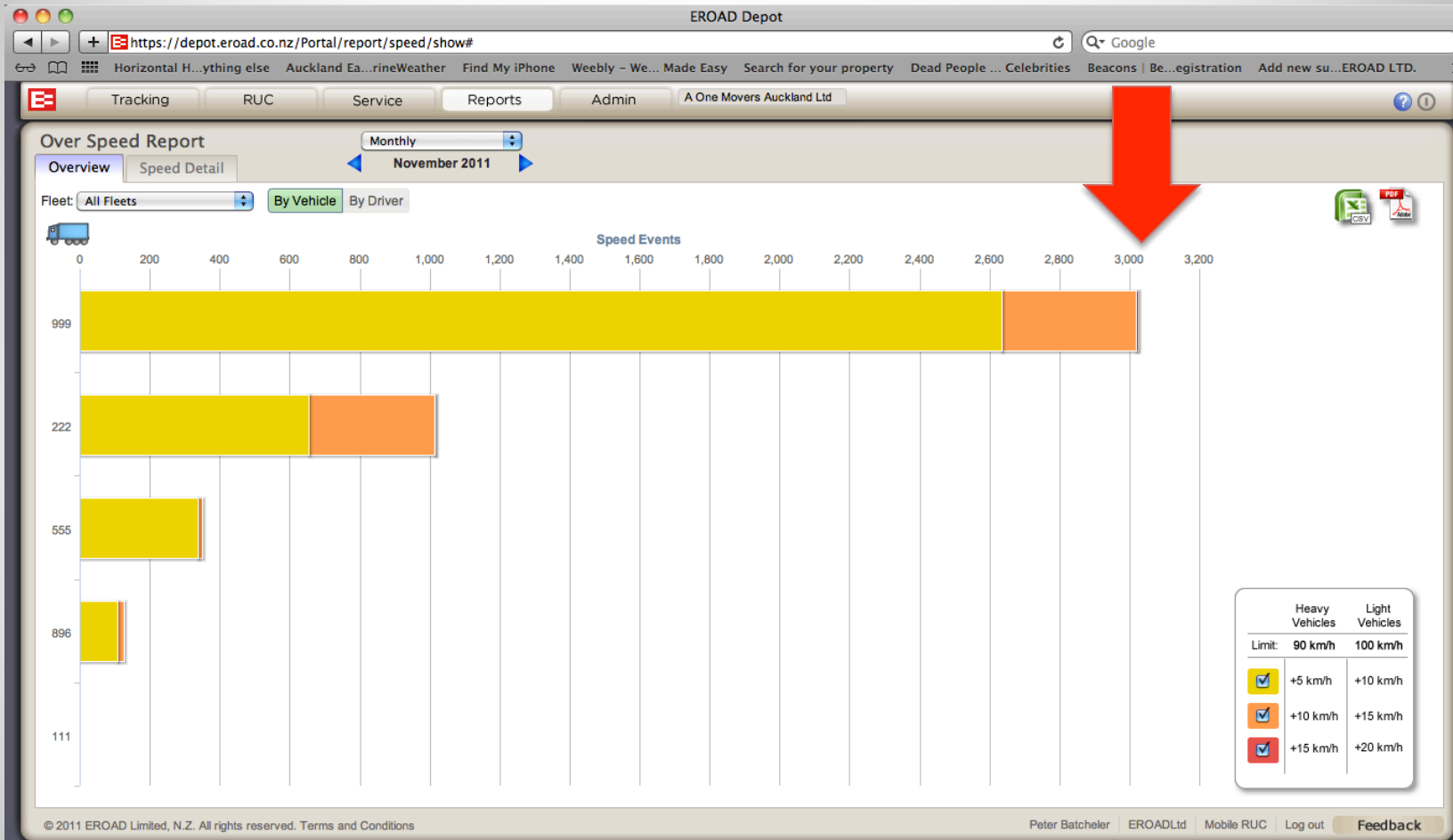
John Murphy, Editor, NZ Trucking

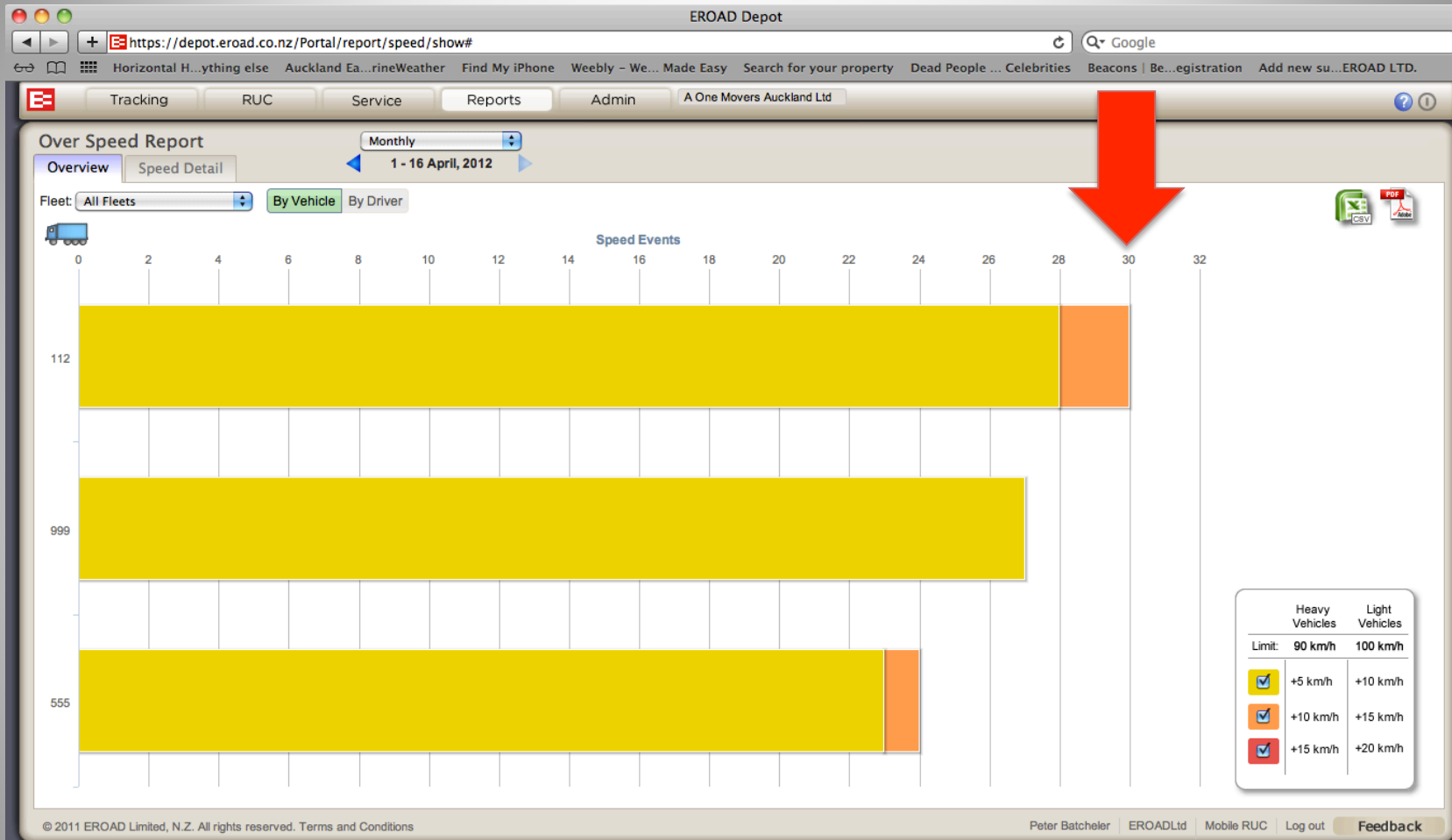
“Ask the question:

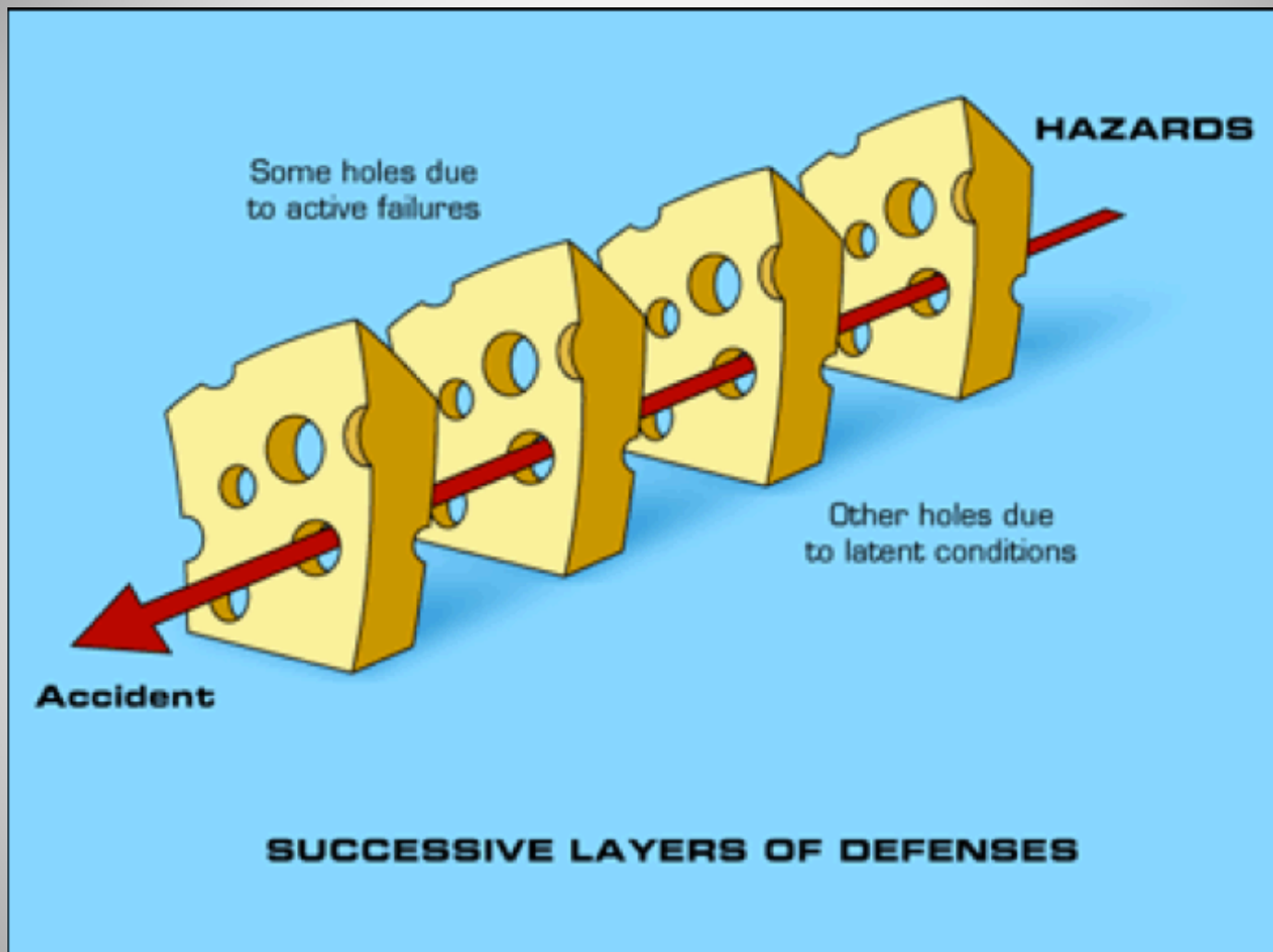
Would you (as a responsible Company Director) employ a three star operator if you could be held liable for their actions.”

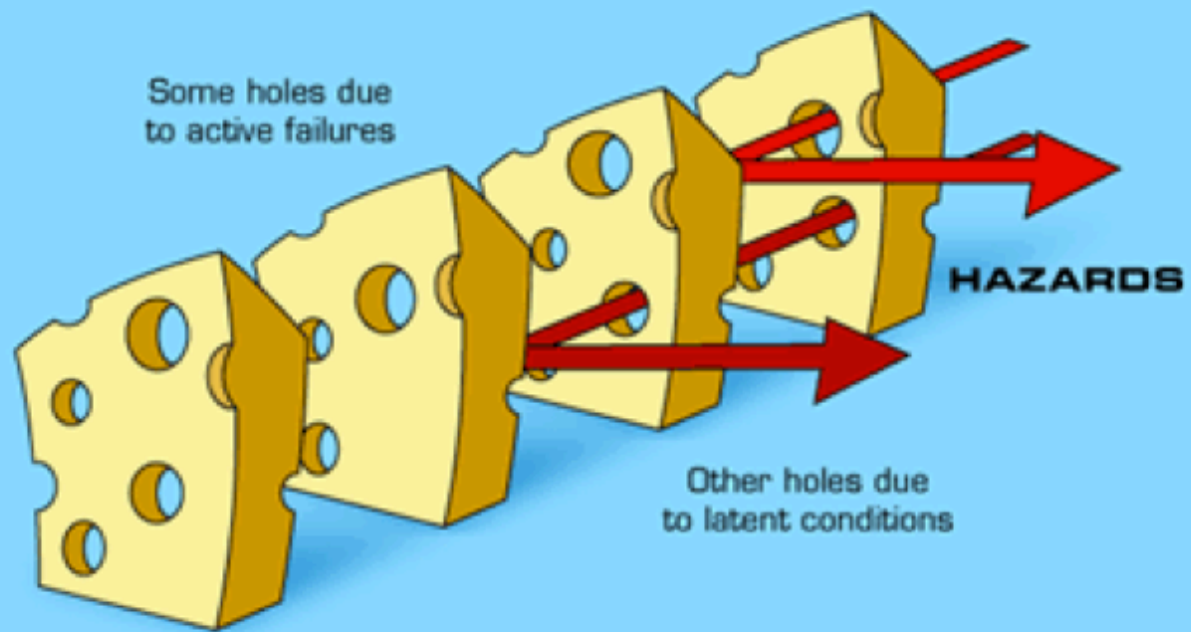
Institute of Directors, New Zealand, March 2012

Tony Milham, Managing Director,
AOne Movers, Region 1









SUCCESSIVE LAYERS OF DEFENSES



**Work out
where you
want to go in
this new
world.....**

Free Advice is Actually Free
If You Don't Measure It, You Can't Manage It
Data Speaks Money
Can **YOU** Sell **ME** Your Insurance Risk?
Being Good Costs Less
Nothing Happens in Isolation