

IVECO

Medium Range Business Unit



The Future of Distribution

- **It is clear that society is changing**
- **It is changing fast !!**
- **Technology is facilitating behavioural change**
- **What are the implications for Transport Operators in this environment?**

The Future of Distribution

Vehicle Management Issues

- **Traffic congestion**
- **Parking restrictions**
- **New traffic management (or traffic calming) measures**
- **Night time, weekend, holiday and local driving bans**

The Future of Distribution

Environmental & Social Issues

- **Visual intrusion**
- **Noise intrusion**
- **Emissions**
- **Roadspace occupied by Commercial Vehicles**
- **The safety of all road users**

The Future of Distribution

Driver Issues

- **Driver cost and productivity**
- **Three jobs**
- **The physical effort involved**
- **Health & Safety Legislation**

The Future of Distribution

**Productivity
&
Profitability !!!**



The Future of Distribution

The Environmental Issues

Noise Pollution

Gaseous Pollution

Visual Pollution

Noise Pollution

Substantial Progress Achieved

- **In - Cab Noise Levels have reduced to almost car levels**
- **External drive by noise levels reduced to 10% of 10 years ago**

The critical factor now is tyre noise when the vehicle is moving at over 30kph

- **... the only solution left is to resurface all the roads with low noise asphalt**

Gaseous Pollution

Substantial Progress Achieved

- **When we reach Euro 3, gaseous emission levels will have reduced by...**

Carbon monoxide	minus 85%
Hydrocarbons	minus 81%
Nitrous Oxide	minus 72%
Particulates	minus 72%

- **... compared to pre Euro 1 levels**

Visual Pollution

Slow Progress Achieved

- **Van styling has become much softer in the last 10 years**
- **Truck styling still tends to be aggressive**

**We have to respect that pedestrians
and other road users can be
intimidated by trucks**

- **We have to move towards more “soft edged” styling...**

Urban Distribution

Before we can define a solution, we have to know the social, legislative and even political framework which will exist in the future.

We think there are four major scenarios

Urban Distribution - Four Scenarios

- **Scenario 1 - Maintain the Status Quo**
- **Scenario 2 - Improve Vehicle Utilisation**
- **Scenario 3 - Increase Specialisation**
- **Scenario 4 - Infrastructural & Social Change**

Urban Distribution

Scenario 1 - Maintain the Status Quo

- **More Congestion**
- **Increased Costs**
- **More Frustration**
- **Gridlock**

Urban Distribution

Scenario 2 - Improve Vehicle Utilisation

- **Road Rationing / Allocation**
- **Cars by day / Goods Vehicles by night**
- **Distribution Centre relocation**
- **On-Board Telematics**
- **Drivers trained by NASA**

Urban Distribution

Scenario 3 - Increase Specialisation

- **Vehicles Designed for specific missions**
- **Rear Steer for improved manoeuvrability**
- **Faster entry & exit - Low Floor Cabs**
- **Faster loading & unloading - Low Deck Height bodies or vehicles**

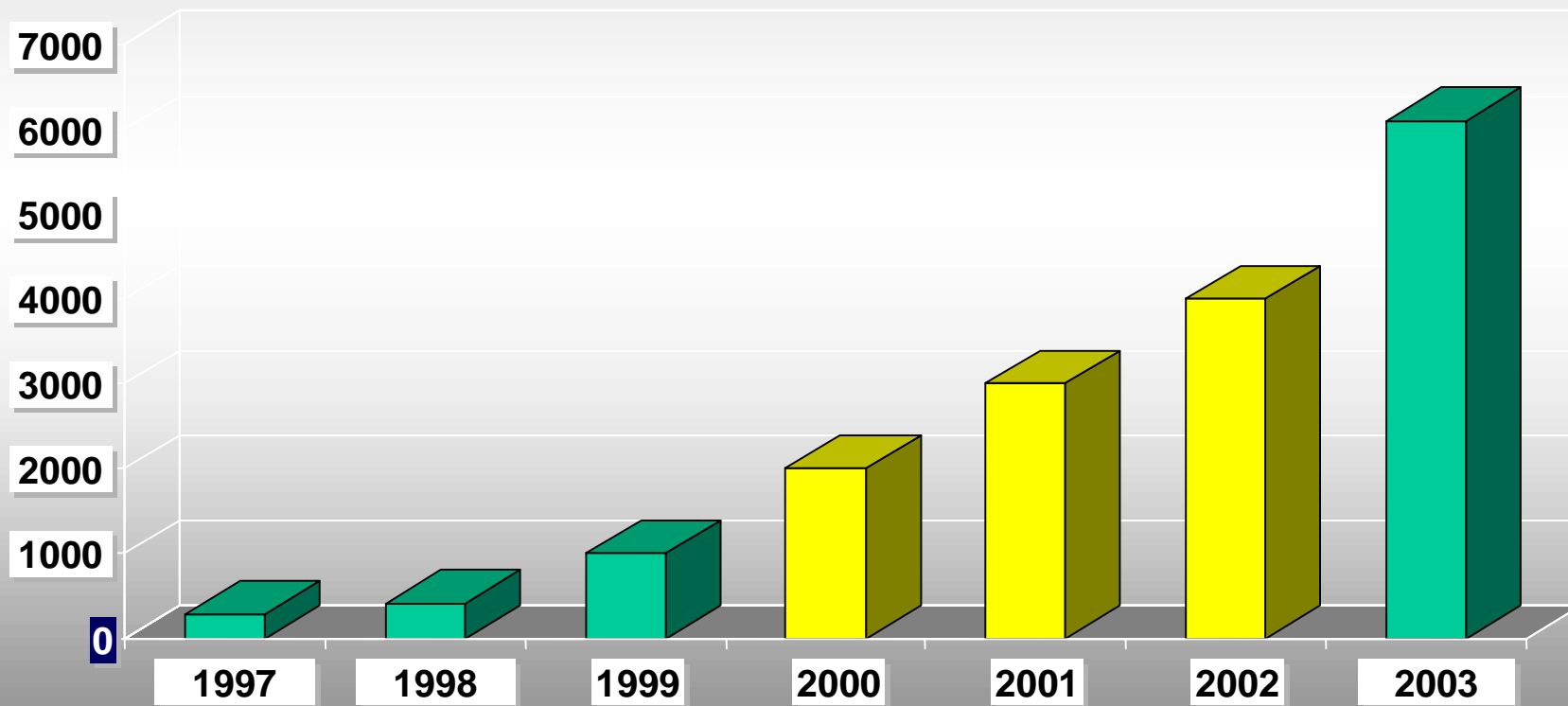
Urban Distribution

Scenario 4 - Infrastructural & Social Change

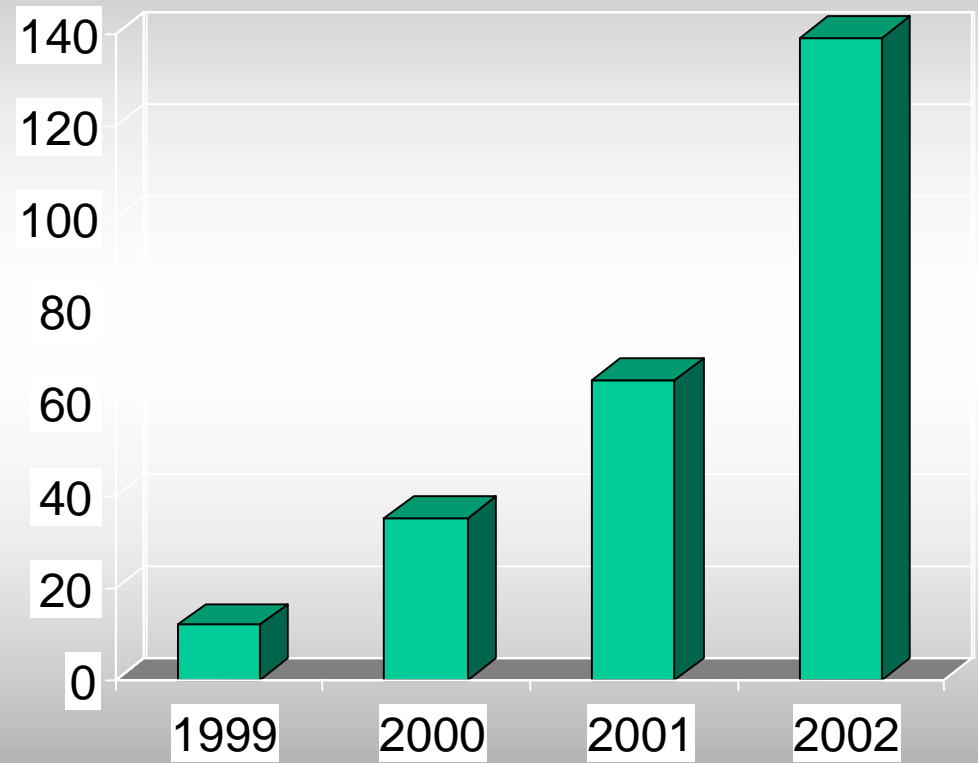
- **Wider Roads**
- **More Roads**
- **Separate roads for Cars & Goods Vehicles**
- **Create the non car dependant society**
- **Remember - 25 million Cars but only 450,000 trucks (in the UK)**

Society is changing and fast! fast! fast... !

UK Electronic Home Shopping Forecast by “Verdict” Retail Analysts (£ M)



Society is changing and fast! fast! fast... !



WE Internet Sales £Bn

The consumer is changing...

Therefore , the questions are easy....

- **Do manufacturers have to change?**
- **Do customers have to change?**
- **..... and, if so, in what way**

Multi-Drop Distribution

Some of the Issues

- **Some applications require up to 60 drops a day**
- **Unloaded & re-loaded by the driver**
- **Vehicle stationary for up to four hours a day**
- **Difficult to park near delivery points**
- **Congested traffic environment**
- **Vehicle needs expensive tail lift?**

Multi-Drop Distribution

Some of the Issues

- **There are limits on the weight of packages the driver can manhandle**
- **In the emerging Home Delivery market, some Delivery companies have started to use a “Driver’s Mate” to assist with unloading**
- **The typical Home Delivery load contains packages of different sizes**
- **In the “standard” truck, the driver is remote from his load**

Multi-Drop Distribution

If the Multi-Drop truck is stationary for nearly 50% of the working day, can we improve the productivity of the truck whilst it is stationary ?

Multi-Drop Distribution

Can we increase the productivity of the driver, whilst reducing his energy output?

Yes, we can.....

- **We can reduce the 1st step height by 33% to 320mm**
- **We can reduce the 2nd step height by 30% to 286mm**
- **We can reduce the cab floor height by 25% to 606mm**
- **We can reduce the load platform height by 60% to 350mm**
- **We can provide walk-in access to the loadspace from the cab**

Multi-Drop Distribution

Can we create a more cost effective truck for our customers?

Yes, we can.....

- **We can reduce the average time taken to stop, access the load, deliver the load and restart from 435 seconds to 285 seconds per drop**
- **In a 50 drops per day application, this offers almost an extra hour per day of driving time**

Multi-Drop Distribution

Can we create a less visually intrusive truck?

Yes, we can.....

- **We can provide a smooth sided vehicle from a ground height of 320mm upwards**
- **We can reduce the overall height of the truck by almost three quarters of a metre**

Multi-Drop Distribution

Can we create a safer truck for the Urban Distribution environment ?

Yes, we can.....

- **We can eliminate all sharp protrusions that might injure pedestrians, motor cyclists or cyclists**
- **We can provide higher mounted rear lights to improve the ability of the truck to be seen**
- **We can reduce the energy expended by the driver, making him more relaxed and a safer “road citizen”**
- **We can eliminate the need for the driver to exit into passing traffic streams**

Multi-Drop Urban Distribution

The Iveco Proposal

EUROTRAN

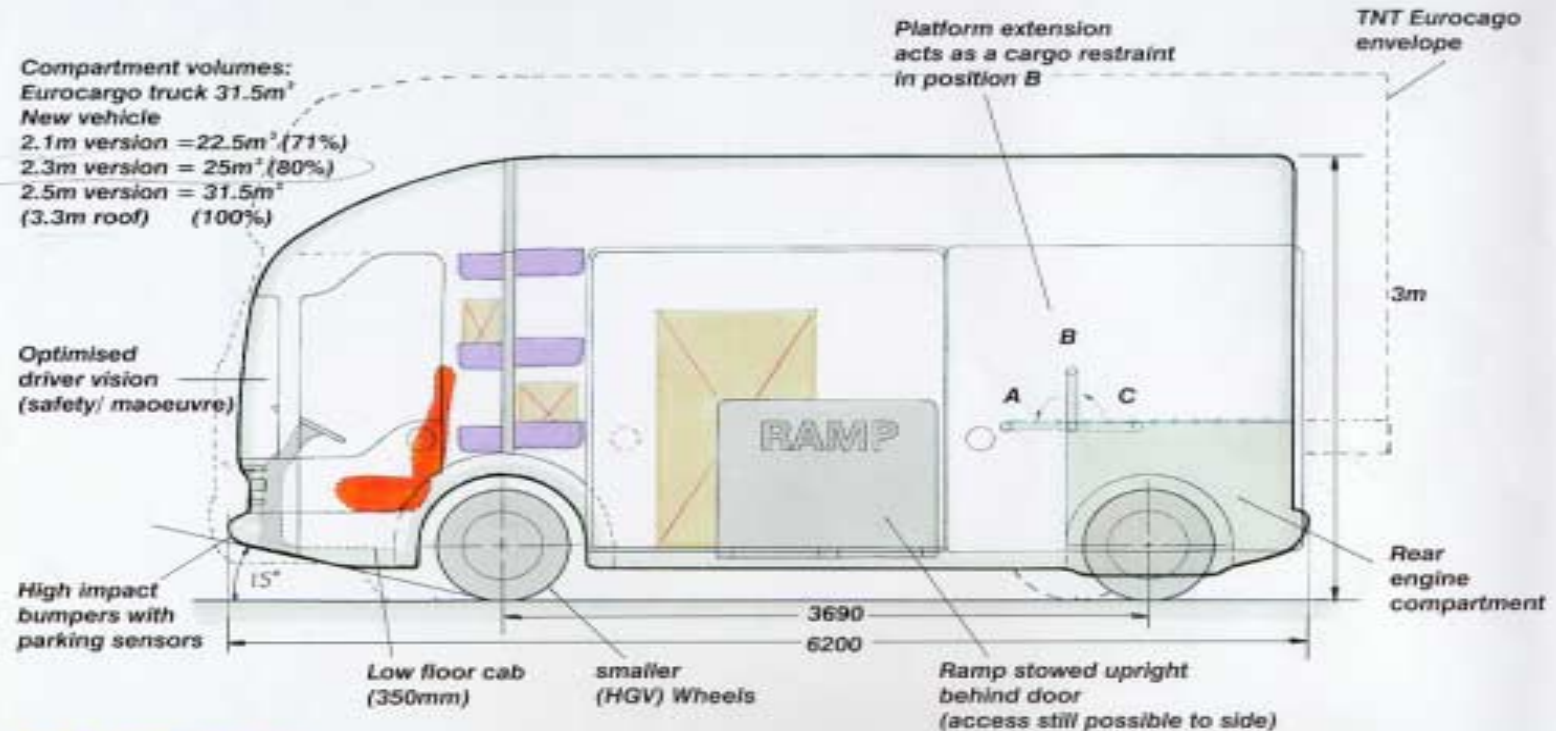
Multi-Drop Urban Distribution Eurotran

**The Iveco Eurotran is not a vehicle - it is
.....An “ideas platform”
Which we will only engineer after extensive
research with customers battling for multi-
drop productivity**

Multi-Drop Urban Distribution Eurotran

REVISED CONCEPT

Multi-drop urban distribution vehicle



IVECO

ogle

MEDIUM RANGE BUSINESS UNIT EUROTRAN ROLLING PROTOTYPE SIX CUBIC CAPACITIES





Multi-Drop Urban Distribution

Is this the Product Range of the Future ?

