

TRANSPEC DIGEST



Winter Edition **2013**



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ENGINEERED TO LAST

BPW TRANSPEC PTY LTD'S MAGAZINE FOR CUSTOMERS, COLLEAGUES AND OTHER FRIENDS WITHIN THE TRANSPORT INDUSTRY.

NO STONE LEFT UNTURNED

Brothers Ray, Ozy and Shane Serin started off in business rescuing stranded motorists in and around the city of Perth.

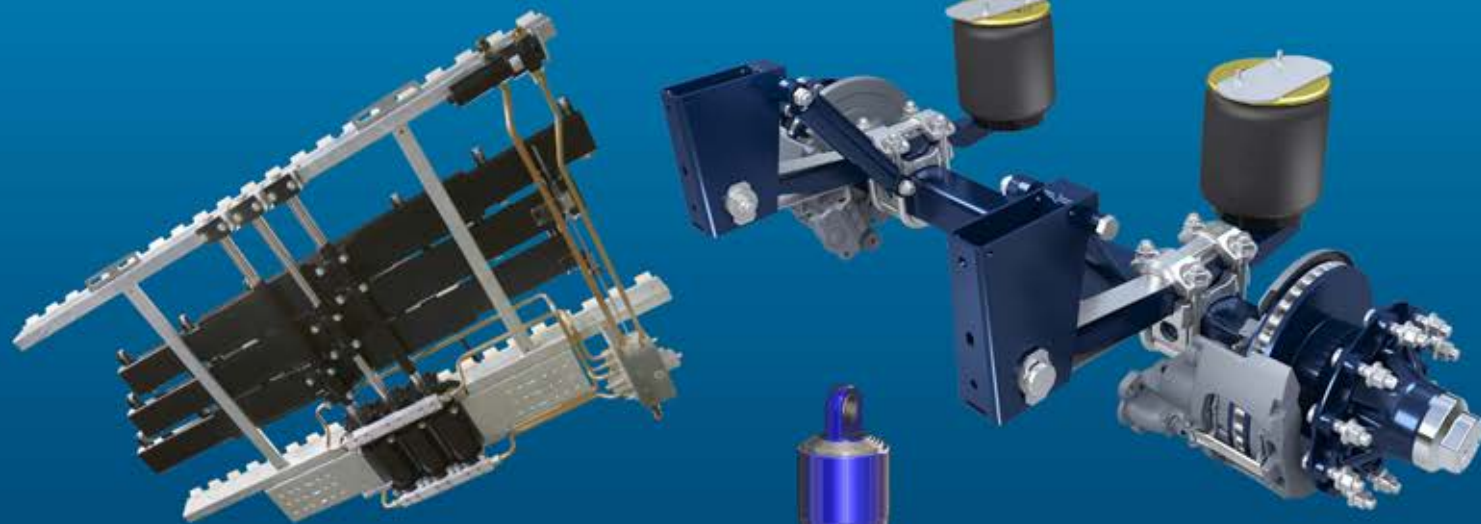
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CHANGE OF PACE

BPW Transpec is very proud of the Transpec Digest. It is a publication that is the dialogue of the transport industry, telling the stories of the manufacturers and haulers that make this industry unique.

AS would be expected of a quality publication, it is a time capsule, capturing the essence of the industry at a point in its history. Instrumental to the success of the Digest is Alan Pearce, author, photographer and manager of the BPW Transpec Digest and the New Zealand Open Road magazines for the past 37 and 15 years respectively. This will be Alan's last Digest/ Open Road, he will finally hang-up his BPW Transpec cap at the end of July this year.

Alan joined Transpec in 1976 as national advertising manager to help market and promote a number of retail products for the company's then, Special Products Division. He also managed the advertising of the company's extensive range of ancillary trailer equipment, which involved designing and setting up the many state and regional industry shows, and of course the Digest/ Open Road, which is today widely distributed to many countries.

In 1983 Alan and his wife, Lorraine, formed A.L. Marketing Services Pty.Ltd. which over the past 30 years has provided a host of advertising and promotional campaigns for the country's truck, trailer and coach manufacturers, equipment suppliers and industry associations.

During that period Alan has also supplied the automotive retail industry, car racing fraternity, IT sector and the Australian rail suppliers market with a host of specialised and innovative services, notably the staging of the Thermo King National Super Boss Truck Racing Series, the establishment of expo's like Ausrail and the VTA Freight Congress, the Freight Industry Awards, Chairing the New Zealand IRTE Conferences and creating the

Melbourne based, International Truck, Trailer and Equipment Show, to name a few.

Alan's service to BPW Transpec encompassed virtually all promotional activities including advertising, PR campaigns, video productions, major truck shows, brochures and special events.

"When I started out as a graphic designer in the mid 1960's for the retail food industry, I had no idea where my career path was headed. As one opportunity led to another, I soon found myself fully entrenched in the world of marketing and advertising, especially for the road transport industry with all of its unique personalities, challenges and complexities – and loved it all.

"It's difficult to realise that my 47 years involvement in developing and managing all those exciting projects will soon be behind me. But you never know, I just might be tempted with a future offer too good to refuse. "In the meantime I would like to thank all the exceptional and dedicated people, many I am proud to call friends, who have worked with me to achieve our collective goals

"Special thanks to all the crew at BPW Transpec and BPW Transport Efficiency (NZ) who have helped make the Digest/Open Road two of the most widely read and enjoyed, privately produced, industry magazines on the market today. And to all of the transport operators that I have had the pleasure of interviewing and reporting on over the years, indeed some many thousands, thank you too for your spirited company and support. The entire experience for me has been incredibly humbling, never dull and extremely educational. Fond memories that I'll treasure. "Colleagues have often asked what has been

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Update ...

For any changes / deletions or additions to our mailing list, please contact:
AUSTRALIA – Teresa Bosworth
Phone: (03) 9267 2464 Fax: (03) 9360 0184
Email: mdsec@transpec.com.au
NEW ZEALAND – Rose Olliver
Phone: 09-2738084 Fax: 09-2738086
Email: roseo@tenz.co.nz

the secret behind my career. The short answer is, believe in yourself and give more than it takes to do the job at hand, regardless of the personal sacrifice."

Over the years Alan has collectively written over 3000 articles for the Digest and Open Road. He has an excellent first hand perspective of both the Australian and New Zealand transport industries, he has personally taken the photos and has performed all the interviews.

There is no doubt that Alan has earned a rest. BPW Transpec and BPW Transport Efficiency (NZ) would like to take this opportunity to warmly thank Alan for a job well done and to wish both him and his wife, Lorraine, well for the future. ■



Dave Marron

TOUGH AS IT GETS



EVEN though RoadWest Transport has been designing and manufacturing custom built trailers in Western Australia for over 40 years, the company has never stopped innovating. So much so that RoadWest has become one of Australia's leading suppliers of high quality road transport and mining equipment, producing side and end tippers, dollies, low loaders, dog and pig trailers, belly dumpers, water tanks, tipping skeletal and an array of specialised builds.

"Our approach to the business is that the process of designing and manufacturing trailing equipment is evolutionary, that is, we never stop searching for better and more cost effective ways to improve our trailers long term performance and survivability. To come up with those improvements we draw upon the company's historical evidence, experience and expertise of our draftsmen, engineers and our production methods and most importantly our customer feedback so that we can deliver on our company motto, Made to suit – Built to last," says Dave Marron, RoadWest dealer manager.

That being said, we were privy to see RoadWest's work ethic in action with the release of a new 180 tonne C Train 'Hardlite' side tipper combination, specifically developed for the Queensland coal mining industry.

"Having made early models of this configuration for 100 and 150 tonne loads, we went back to the drawing board to produce the large volume version to suit the particular on-site coal transporting requirement. What we eventually came up with, which was delivered on time, was a build that we believe to be almost bullet proof."

So that each A and B trailer could discharge the coal fast and without having to wash the bins after each tip, RoadWest supplied a full 'floating floor' bin design equipped with curved walls.

Because the inner bin wall is not welded to a substructure, it is able to flex to assist with the

discharge process that takes around 70 seconds to complete.

For added strength and consistency of build, RoadWest only use Swedish Steel, Hardox on the bodies and Domex in the construction of their chassis, which in this case is a 'sandwich' design comprising full top and bottom plates. Dave says this feature ensures maximum strength and the best long term performance, even under the harsh coal tipping environment.

"With the combination of the Swedish Steel products, a fully welded trailer, plus our patented designs, we are able to supply our customers with tippers that have tare weight advantages yet are still super strong and with great corrosion resistance."

To again lessen the need for maintenance, the hydraulic system employed on the tippers is of equal quality and trouble free.

"The sequence valves built into the hydraulics system make sure the doors open before the tipping cycle begins. That way the load, when being discharged, is taken off the trailer, producing a very stable and safe side tip. A rotary flow diverter also distributes the hydraulic fluid evenly to both ends of the trailer to prevent bin damage. In all it's a very sound package that delivers a highly productive, low cost operation, with the benefits to the operator of extended service life. Those efficiency gains that Dave has explained eventually all add up as these C Trains work nonstop and around the clock handling a very abrasive cargo.

To top off their commitment to supply a "tough as it gets" product, RoadWest recommend and fit heavy duty BPW drum braked axles, in this case rated at 18 tonnes per axle, and coat the trailers in a 'high build' paint developed to give a lasting, well presented finish. "When all is said and done, our client is very happy with the end result, one that not only gives them the best on-site service and longevity but also is fully fabricated and manufactured in Australia," said Dave. ■

MEGA MOVES

During our most recent visit to New Zealand we were privy to a guided tour of the Hamilton based, TRT, (Tidd Ross Todd) manufacturing and engineering plant, courtesy of company director, Bruce Carden.

BRUCE, along with his father, Dave and brother, Robert, oversee a highly skilled workforce of around 200 staff, all engaged in four integrated business divisions, manufacturing and engineering, multi franchised truck and trailer parts, mechanical service and repairs, along with the world's oldest distribution of a range of truck and mobile cranes from the Grove product range. Prior to the year 2000, TRT designed and built just about everything

for anybody, nowadays it's mainly low loaders and wideners for local and Australian market applications. That, along with the occasional special project, keeps the TRT design department flat out with their innovative 3D Solid Works platform, creating new products and component developments.

"Everything we do nowadays is done in-house so we are the masters of our destiny in both quality and delivery." says Bruce, who exemplified a couple of the company's special builds, like raise and lower extendable house trailers, unique Mid Tipping Deck trailers to huge platform trailers built for the gas and mining industries.

What impressed us most during the factory tour was the extensive technical nature of each of the production sections that have been involved in establishing the business as one of the best of its kind in the industry.

The TRT Service Division, with a fully active 'pre' Certificate of Fitness Centre has been set up to handle both on-road and brake roller testing, minor to major maintenance, even ADR trailer specifications

to suit Australian standards and all of this testing and 'over the pit' service work is available to the general road transport industry.

The firm's Truck and Trailer Repair and Fabrication Department is pretty much geared to handle just about every contingent, likewise the Paint Section employs state of the art procedures such as steel shot blasting and electrostatic 2 pack oven baked paint applications. Plasma cutters, metal presses, modern CNC lathes and mills, even a horizontal line boring machine ensure each trailer build is exact to the computer modeling. Then there's the Training Department established to up-skill all the manufacturing staff so that the best and latest welding and assembly techniques are achieved.

While we were on site, Bruce gave us a run down on their latest platform trailers built specially to move massive 250 to 580 tonne mining machinery within both the mine site and on the open road.

"This is what we call our 9 line Trailer Platform that has 8 tyres across each of the 9 axle sections, that's 72 tyres in total. Its part of

(Continued next page)



(Left to right) Alan Mathews, TRT master builder in charge of trailer construction and Bruce Carden.

MEGA MOVES

(Continued from previous page)

our 'Mega Mover System' where two of these trailers can be operated in tandem, lined up side by side and connected via special linkage arms. This unit has been built specially for Ian Brown, Pit Ponies Pty Ltd, based in Rockhampton, Queensland. "When placed together and widened, both trailers offer a combined width of 9.3 metres and a length of 18.5 metres so they can carry the ultra heavy excavators. When split, the trailers are free to move smaller machinery so they can be fully utilised," said Bruce. Each 49.5 tonne trailer is equipped with BPW rows of 8 axles, purpose built in Germany to TRT's dimensional requirements. As Bruce Carden says, "We fit these axles as our first choice because they offer extended brake life and whole of life running costs that are lower than other brands.

Bruce commented that the secret to their Platform Trailers is the TRT developed hydraulic suspension legs which are designed strong enough to carry the immense weights.

Each suspension module is compact with double acting cylinders that are engineered to give the most amount of stroke and the lowest possible deck height.

"The suspension is capable of a 650mm stroke which is needed to keep the trailer level over the most undulating terrain. As the distance between the front and rear axle sets is so great, you need that amount of stroke so that you don't have one axle lifting off the road and placing extra weight on another axle. It's a balanced, load sharing system that offers complete travelling stability."

As the hydraulics are so sophisticated and the workings of the trailer so complex, the heavy haulage operator needs to be specially trained to operate the steering, widening and raise and lower functions of the unit. Therefore the driver must know all the mechanics of the trailer's working systems, because if something goes amiss on an outback road hundreds of kilometers from base, he or she has to know how to rectify the problem.

"Each trailer is also fully self contained with a power pack, fire

extinguishers, automatic greasing system, headboards to help secure the load, fully protected hydraulic hoses and 3 rear loading ramps specifically positioned to handle the immense machinery weights, either as a single trailer or when coupled as a tandem set in 'Mega Mover' configuration. Everything about the build is to the rigid mine safety specification," Bruce said.

When coupled, both trailers are steered via sets of master cylinders which receive a signal from the fifth wheel to move in the same direction or angle of the tow vehicles. Four prime mover units, each with 700 horse-power, are needed to push/ pull the two linked trailers when moving a 360 tonne excavator. To control the union of the speed of all 4 prime movers they are linked using telematics.

"The bread and butter of our business is still 30 to 50 tonne deck and axle widening low loaders, but it's comforting to know we have the skills and expertise to innovate complex equipment for difficult projects, most of which the others wouldn't touch.

"Of course none of our builds would be possible without our loyal staff members who, under the guidance of our C.E.O., Kevin Chubb, have an unbeatable work ethic to complete each task to the best of their ability," said Bruce. ■



MIXING IT WITH THE BEST

As the name implies, Ever-Ready Concrete, situated in the Bathurst suburb of Kelso, New South Wales, is geared to handle just about any concrete pour, be it for the industrial, commercial, residential or landscaping industries.



Scott Roy



A business dream of Allan Emanuel, who started with one concrete truck in 1992, Ever-Ready Concrete has flourished to a major fleet consisting of 10 x 6 and 3 x 2.6 cubic metre agitators, 2 dry bulk tankers, 2 concrete pumps and a truck and dog that is relentlessly engaged to restock the vast amounts of sand and aggregates needed to service the very hungry concrete mixing plant. Watching both the concrete materials supply and the end product delivery process 'in action' demonstrates just how professional and experienced the Ever-Ready Concrete team are, which is lead by site manager, Scott Roy.

"It really is a challenge to keep the concrete mix flowing and our customers happy, especially when you are always faced with last minute orders. Yet we always manage to get through each day, due to our systems, people and equipment," Scott said.

Time after time the company's agitators lined up underneath the mixing plant to collect their loads, while in the background, Craig Stewart, in his Sloane-built truck and dog, was busy delivering the 'in demand' mixing materials.

Craig says he does around 8 loads a day to keep pace with the agitators pre-mixed concrete requirements which can exceed 130 cubic metres a day. And with the BPW axles and Airlight II series suspension, with heavy duty D36 airbags and the vertically mounted shock absorbers, the unit handles the job admirably.

"It's a nonstop process refilling the yard bins with sand and stone and as you can see it's hard going on the gear. Thanks however to Fred Marano, who introduced us to the BPW running gear and Edbro hoists, we haven't had an ounce of truck or dog trouble.

"This is our second truck and dog and both are hard working, long wearing success stories, never having to touch the hoists, and apart from the occasional brake pad replacement, never a spot of trouble with the axles or air suspensions," Scott said.

Both the company's Marshall Lethlean and Kockhums designed dry bulk tankers are also equipped with a BPW suspension, on both dual and super single axles and both, according to Scott, are practically maintenance free in the running gear department.

"The chemist" as Scott is called, often takes control of the concrete mix procedure to produce the company's own and highly sought after special blend. That, together with the full cooperation of their enthusiastic driving team, has enabled the company to maintain the lion's share of the local pre-mixed concrete supply. The company is so well positioned that it will add a further 2 cement silos to the equation just to keep pace with the market demand.

"The trick is to keep the mix flowing and being able to supply a constantly good product. For that to happen you need a bunch of good blokes who are willing to work together to be on time, all of the time.

"Behind all the action is our ISO 9001-2008 quality assurance and compliance programs, all in place to keep the business efficient, as our industry is very much safety, price and service driven.

"The customer is No.1, so with all of the right procedures, equipment and people in place, when the pressure is on, we can always deliver the expected outcome. No matter how difficult the time lines are.

"We really are 'Ever Ready' to please," says Scott. ■





CARGO FLOOR STEPS UP TO THE MARK

The hydraulic operating Cargo Floor system has for many years, and in many countries, proven itself as a very reliable horizontal loading and unloading system.

THE standard Cargo Floor drive systems, with a capacity of 40 tonnes net payload, are already the strongest and most well respected in the marketplace. However, the engineering team of Cargo Floor has developed a new drive system which has a capacity of 80 tonne net payload, which is the only drive unit of its kind in the world.

Enter the CF800 HD (Heavy Duty) 80 tonne moving floor system developed for heavy duty commercial trailers.

The CF 800 HD is an extremely strong Cargo Floor 'moving floor' system designed for the toughest applications in the market as it uses six cylinders that are interconnected by a massive piston rod.

The unit premiered its mobile transporting capability in the mining industry in Mongolia fitted to a Russian built trailer. Following on from that exercise the CF 800 HD product was employed on a unique road/rail trailer on a rail line project unloading crushed rock which was used for bedding under the rails.

For these applications the CF800 HD system was fitted with Cargo Floor 'full steel' C-shaped floor profiles and to a hybrid HARDOX floor in order to take the punishment of the loading conditions imposed by the abrasive nature of the materials being handled. As well as Cargo Floor 'steel floor' profiles there are also 'aluminium floor' profiles

available for this system. This system is also used a lot in stationary applications for self unloading storage bunkers in factories. These bunkers often require weights that are double that of the needs of the trailer industry with capacities larger than 150 cubic metres.

The robust CF800 HD system has 3 heavy duty cylinders. Each individual cylinder is assembled out of 2 cylinders that are hydraulically connected to each other. This means that with any movement, the piston is pulled as well as pushed. Each cylinder provides a force of 31.500kgs giving a total of 94.500 kgs, all of which is fully mechanically operated without the use of sensitive electronics.

Thanks to its unique design, the Cargo Floor CF800 HD unit has remained lightweight making the system readily mobile, especially for the mining industry as well as for both stationary and mobile applications on industrial sites. ■





SAFE AND SOUND

Since being founded over five decades ago, Western Australian based, Centurion, has developed into a full logistics solution provider delivering a comprehensive range of distribution, warehouse and project services.

WITH over 800 vehicles and purpose built pieces of equipment, plus a network of strategically located centres, the company services the general freight, express courier, refrigeration, heavy haulage, mining, oil and gas sectors, including specialised projects, with a wide range of flexible, time critical and reliable supply chain solutions. And in their endeavour to uphold their hard won integrity, Centurion will go to any lengths to do it better than most; a prime example is the warehousing and distribution of Heavy Mobile Equipment (HME) tyres for the states mining industry. In the early 2000's there were 2 industry fatalities related to the loading of these oversized tyres, some weighing as much as 4.5 tonnes. Having identified this as a significant potential risk, Centurion, in partnership with trailer builder, RoadWest Transport

Equipment & Sales, devised a unique solution to remove the need for any personnel to physically touch a HME tyre during the loading, unloading and transportation process.

"Centurion manage over 5000 HME tyres a year, so it was vital that we, in association with RoadWest and others, devised a way to eliminate many of the safety risks associated with the movement of these tyres," said Andrew Foster, Centurion plant asset manager. What transpired was truly remarkable in its innovation, a unique tyre trailer hailed by all as a 'world first' in safe handling procedure technology.

After years of painstaking risk assessment, design plans, countless re engineering, trialling and testing, the patented RoadWest specialised tyre trailer went into action. Two years later the 'jury was out', as this clever innovation was deemed a winner for the people who are employed to use the system right through to the end user of the freight, some of the county's biggest mining enterprises.

"The now proven system allows us to safely load and unload a range of tyre sizes directly onto the RoadWest trailer using a purpose built tyre handling forklift. Once in position on the trailer, the tyres are held in place with 'failsafe' hydraulic arms which are operated via a remote control so our drivers can stand up to 30 metres from the action, well out of harms way.

"The motor driven hydraulic arms remove the need for conventional straps or chains to restrain the tyres, therefore reducing all the previous health and safety risks associated with manual handling and working at heights," says Andrew.

During transportation of the tyres the hydraulic arms prevent the load from coming loose, a huge benefit to both the driver and general public. As the tyres are also held vertically, there is no trailer overhang, therefore eliminating the need for expensive pilot or escort vehicle services. Andrew told us, that in the past tyres with a diameter of over 2.5 meters were often transported horizontally on flat deck trailers which required all the necessary expense that comes with an over dimensional load.

Each new tyre trailer is capable of carrying up to 6 HME tyres and for efficiency, Centurion run the trailers under PBS in either double or triple configurations.

"Because we service mine sites as far away as 4000 kilometres, we couple up the tyre trailers to suit each specific customer's freight demand and we are often called upon to haul backloads of damaged tyres to be repaired here in Perth," said Andrew.

Apart from Centurion and RoadWest, development of the tyre handling solution also involved input from Lombardi's, Main Roads and PBS.

BPW Transpec supplied the trailer airbag suspension and axle technology designed to cushion and protect the load whilst on the road, as some of the largest HME tyres can cost up to \$35,000 each.

"When you consider the previous method of loading each tyre via a standard fork lift, then manually restraining the tyres, the RoadWest tyre trailer's hydraulic arms now secure the load at the flick of a switch, reducing both the hazard and time taken to load and restrain tyres by up to 45 minutes per trailer.

"It's a win/win for everyone, especially knowing everyone involved in the process is safe in their place of work," concluded Andrew. ■





ADAPTING TO THE TIMES

It was just 11 years ago when Brent Loader, then as a company driver, stepped into the competitive and challenging road transport arena as an owner driver. He had eyed-off an old 1980 Volvo truck which was owned by a local fruit growing, packing and exporting company, asking if it was for sale.

“I approached Kelvin Taylor, owner of Taylor Corporation, to see if their Volvo was for sale and surprisingly got an immediate response of yes! As part of the sale I also picked up some of the work of transporting the company's produce and processed juice fruit, which we still cart today, using five of our trucks,” said Brent. With his father, Gary, driving a digger and his wife Robyn in administration, Brent and his team operate a highly successful and very diverse haulage business known as, Loader Transport Limited, which is based at Hastings on the east coast of the New Zealand North Island. Services range from freighting bins of fruit and packaged juices using curtainsiders and truck and trailer configurations to transporting

pre-cast concrete panels and structural steel. Then there's both 20' and 40' containers to be moved for export plus tipper and earthworks works to do, all using just a single digger and 6 prime movers. “Because we are a small company we can't afford to run a whole range of different types of trucks and trailers. So to achieve a profitable, fully utilised transport service, even though our business is seasonal and highly diverse, we run trailers that are specially designed and engineered to handle a variety of freight,” said Brent. No better example of this is Loader Transport's newest acquisition, a highly productive, Roadmaster constructed quad axle, step deck, skeletal semi trailer which runs on BPW drum braked 17.5” axles, the rear axle being self steered. “I had Roadmaster build this versatile 15.6 metre skel, when fully extended, to carry fruit bins, general freight, containers, as well as pre cast concrete panels. To achieve the range of freight we need to carry, the quad has three removable deck sections which are secured to container twist locks, and full length rope rails, certified to 2.5 tonnes to tie down and tarp the freight. Four fabricated steel bolsters, with screw down twist locks secured to the trailer chassis, allow us to carry 4 metre high concrete panels. Then there's a rear pull-out

and front section designed to carry more apple bins and longer length freight when required. Likewise, we have a flat deck trailer which also converts to a tipper, again to achieve maximum utilisation, all year round.” The low tare Roadmaster quad is mainly employed carting fruit from the orchard to the processing plant and containers for export which are transported to the nearest port at Napier. It's a busy schedule that Brent says is the backbone of the business. “Our success has been hugely based on our relationship with our customers, like Kelvin Taylor, who has supported us from day one. Conversely we treat our clients' businesses as if they were our own, going the extra distance to support their every need, such as small things like securing their perimeter gates at night. If you constantly do the right thing by looking after the people whose freight you carry, then it becomes a lifelong experience. “It's no different with our suppliers, like BPW. Because their gear is no drama to operate and their people look after us in every way, you form a tight and lasting relationship, one you can come to trust and rely on – that's how it all works,” said Brent. ■



WIDENING THE HORIZON

It was 2005 when we last reported on the SRH Haulage operation, run by husband and wife team Scott and Regina Harvey, which is based at Rutherford, New South Wales, a short half hour trip north west from Newcastle.

BACK then, the very the hands-on and personalised business collected milk from the local dairy farmers to service the large corporates, such as Dairy Farmers, Hastings Valley Dairy and Norco Foods. Since then the family milk haulage firm has literally doubled its operation by moving its collection points to Sydney and further a field into Queensland and now transports over 300 million litres of milk each year using 80 company drivers and 46 trucks. According to Scott, the business is to again expand its haulage services through the engagement of new cartage contracts based in Western Australia. "Twelve months ago we took over the Lion Nathan milk run and later this year the Brownes Dairy contract, to collect from over 70 dairy farms located in the south west regions of the state, will come into play," said Scott.

As part of that new deal, SRH Haulage has acquired 3 new Tieman, 27.5 metre pocket road trains, created especially for the Brownes contract. "We've always been an end user of Tieman tankers because the company builds a great product and to our specification, such as these new road trains. "First off, the Tieman product gives us significant tare weight savings for the best payload. With these latest pocket road trains, the suspension is 'point mounted' which enables Tieman to eliminate the rear chassis rail to further help reduce tare weight. "The 'point mounting' also gives us greater access to the trailer for maintenance and better visual inspections of the running gear, which is again the BPW airbag suspension and disc brake axles. We've also gone for the BPW, EBS, for added on road stability due to the roll-over pre-warning system," said Scott.

Preventative maintenance is a high priority for SRH Haulage and so the company has invested heavily in a fully equipped in-house trailer workshop with large service pits, brake roller testing... the works! The company is also keen to look after and keep its loyal and experienced driving team with on-site, over night sleeping quarters, so that everyone is well rested for the demanding and often double shifted milk runs.

"Tieman is always keen to please by building what we need for specific runs such as the Brownes contract which requires lots of flexibility during the milk collection process. For instance, we start off by filling the lead tanker only, that way we can achieve the necessary manoeuvrability to access the smaller farms. We then connect up the dolly and rear tanker when we are ready to access the larger farm sites. We had Tieman install the pumping system so we could fill the pocket road train from the front to the rear and using return valves, so there's no spillage. All up we can legally transport 53,000 litres of milk using these latest 27.5 metre tanker configurations."

Tieman has also provided a larger operational with an equally large swing door designed for easy maintenance access and to protect both the metering equipment and the driver from inclement weather conditions.

"We're big fans of both the Tieman and BPW equipment as its proven to be the only combo for us that will handle the punishing milk runs, and believe me, our business is really tough on gear, no matter which brand you use," said Scott. ■



Scott Harvey





NO STONE LEFT UNTURNED



(Left to right) Ray and Ozy Serin

Brothers Ray, Ozy and Shane Serin started off in business rescuing stranded motorists in and around the city of Perth.

WORKING under accreditation and contract for the RAC, (Western Australia) Serin's fleet of modern tilt tray tow vehicles, although kept busy, are only part of the family's operational profile, as heavy duty road transport tipping trailers, and plenty of them, are today the main thrust of this growing firm's service activity. "We decided to get into the big transport tippers back in 2000 and since then have grown the fleet substantially, looking after the likes of Holcim Australia carting quarry products to their network of Readymix concrete plants located throughout the state," said company director, Ray. Holcim operate more than 200 concrete plants around the country plus a large number of quarry sites, mining aggregates, gravels,

natural sands and road pavement materials for their range of concrete products and road building materials for mining and infrastructure projects. Serin has 14 trailers constantly on the go, mainly semi and some road train configurations servicing the Holcim account, plus a few other road building activities, and to keep pace with the demand the business has recently added a Road West built 'Steelite' 6 wheeler truck and 5 axle dog trailer to their stable. "Since we've been in the tipper market it's been easy for us to keep going back to Roadwest for new equipment because their trailer design features, attention to detail, the use of Hardox steel on their bodies and the beefed-up trailer ancillary gear they fit, altogether keeps us on the road," said Ray.

Just as easy was Serin's choice to go for a truck and dog set-up for their latest purchase, Ray explains. "Being both lightweight and super strong we get far more load capacity out of the 'Steelite' truck and dog combination, as opposed to a semi trailer, and the new unit handles the required tipping cycles equally as good." Apart from presenting a good looking fleet, the Serin brothers insist on running the best and latest in trailer gear to take full advantage of all the newly introduced technical and safety features. "We went the whole hog with this truck and dog to give us complete operational piece of mind, particularly in regards to safety and affordability over the operating life of the unit," says Ray. Manager, Ozy Serin, who is also responsible for the vehicle maintenance, gave us a run down on the mechanical anatomy of the dog and why they ended up with the current specification. "In collaboration with the Road West engineers, we again went with the BPW disc braked axle/airbag suspension combination because we operate in the maximum time zone and fully loaded, so we need proven equipment we can rely on," Ozy said. As the entire rig runs on disc brakes, changing pads is quick and simple, saving Serin Transport valuable time and money says Ray. The dog is also equipped with heavy duty 'vertically mounted' shock absorbers, the newly released BPW landing legs and the big BPW D36 air bags... all included for maximum in-service life. For extra stability, the BPW EBS was added, as too was the Edbro CS series tipping hoists. The dog trailer for instance features an outer cover CS-5 stage Edbro hoist arrangement to provide maximum safety during the discharge tipping process. "We also went for the Ringfeder automatic 5055-AUS coupling, that's specced for Australian operating conditions, as the job calls for countless hitching and unhitching. Being automatic our drivers are spared the physical effort and it again saves us valuable time on the site," said Ozy. Fully accredited to all industry required standards, Serin Transport is committed, whatever it takes, to add value to their professional services, whilst keeping safety at the forefront of their agenda to protect both the company and clients' staff and financial interests. ■





PAYLOAD PAYOFF



'Innovative Tipping Solutions' is Muscat Trailers corporate stance, one that is backed by years of designing and manufacturing custom built trailers for heavy duty applications within Australia, in particular their home state of New South Wales.

SINCE its creation, back in the late 1970's by Maurice Azzopardi and Paul Muscat, the manufacturing business has demonstrated its ability to invent new transportation methods for operators within the heavy duty trailer industry, like the first B double to be built in New South Wales, the Bat Wing Trailer, side tippers and many more time and cost saving road freight haulage methods.

When Paul Muscat and Maurice went their separate ways in 2004, Maurice took over the business and today, with his son, Troy Azzopardi, operate a much sought after aluminium trailer building enterprise.

"Our product range is so diverse because we only custom build to suit the specific application, which is what our clients appreciate. The fact is that we listen to our customers and provide what is asked for, like trailers that are durable yet lightweight, all sorts of configurations which are built to outlast most others and all designed to return the best possible economy of operation," said Maurice.

The introduction of Performance Based Standards (PBS) to the Australian road transport industry many years ago, whilst not new to Muscat Trailers, has meant that much of its client base has had to rethink the way they transport their cargo.

"Since the scheme was put in place, we have built dozens of units operating under PBS permits, such as our first ever quad axle semi tipper produced for local operator, TRN Haulage," said national sales manager, Troy Azzopardi.

The TRN Group is a civil engineering and haulage company that

specialises in equipment hire, earth moving, quarrying and haulage. As a proud family run business, TRN has a long tradition of personal service and maintains a large fleet of high specification vehicles designed to perform tasks with the utmost of safety and productivity in mind.

"TRN came to us to look at ways to increase payload when carting aggregates for the cement industry so we came up with this quad axle semi trailer concept capable of carrying a 34 tonne payload on dedicated HML, B double routes," Troy said.

BPW Transpec provided the latest Airlight II suspension kit with non alignable hangers and disc braked axles, the rear axle being self steering. To reduce tyre wear during the unladen trips, a BPW lift axle was also fitted. An Edbro C Series 4 stage hoist tips the unit that Muscat Trailers has named the 'Quad Chariot'.

"The benefits of this quad set up, apart from more payload, is that you can operate on general access roads with a gross mass combination of 43 tonnes or 50 tonnes under permit. Building under the PBS scheme is very detailed and unless you are on top of the process, pitfalls can be plenty. However, when you do it right the benefits of PBS are many, as was the case with this TRN quad," said Troy.

To achieve the end result, Muscat Trailers worked in unison with the engineering firm, Mechanical Systems Dynamics, the various road transport authorities and BPW Transpec, to produce the desired TRN configuration which went into action this June. ■



ROAD TO RECOVERY

On Tuesday 22nd February 2011 at 12.51 p.m. (local time) New Zealand's second largest city, Christchurch, was struck by a 6.3 magnitude earthquake. This powerful natural event followed a magnitude 7.1 earthquake six months earlier on September 4th 2010, which at the time caused significant damage to both Christchurch and the Canterbury region.

THE February earthquake, which was centered 2 kilometres west of the port town of Lyttelton and 10 kilometres south east of the centre of Christchurch, with a population of around 370,000, caused widespread damage to both the city and eastern suburbs.

With buildings and infrastructure already being weakened by the September quake, the February event was the country's costliest natural disaster and the third costliest earthquake (nominally) worldwide, with an estimated 40 billion in damages.

Sadly 185 people were killed, with nationals from more than 20 countries amongst the victims.

The 6.3 magnitude was part of a year-long swarm of earthquakes affecting the Christchurch area and it was followed by a large aftershock on 13th June, which caused considerable additional damage. As a result some economists have estimated it will take the

New Zealand economy 50 to 100 years to completely recover.

In the immediate moments following the February quake, ordinary citizens and those emergency services on duty, responded and initiated rescues. Within two hours a full emergency management structure was in place.

As per the protocols of New Zealand's Coordinated Incident Management System and the civil Defence Emergency Management Act, the Civil Defence became lead agency with Air Vice Marshal John Hamilton as National Controller. John and his alternate Steve Brizier, Director of the Security and Risk Group at the Department of Prime Minister and Cabinet, were fully supported by the New Zealand Police Force, Fire Services, Defence Force and many other agencies and organisations.

Christchurch police were supplemented by resources around the country, along with a 300 strong contingent of Australian Police.

The New Zealand Fire Service coordinated Urban Search and Rescue (USAR) with teams from Australia, UK, USA, Japan, Taiwan, China and Singapore.

The New Zealand Defence Force provided logistics, equipment, transport, air bridges, evacuations, supply shipments, including meal, and humanitarian aid, particularly to Lyttelton. Over 100 soldiers from Singapore assisted in the cordon of the city.

The Royal New Zealand Air Force provided an air bridge between Christchurch and Wellington using a Boeing 757 and two C-130 Hercules to bring in emergency crews and equipment, as well as evacuating both residents and tourists from the stricken areas.

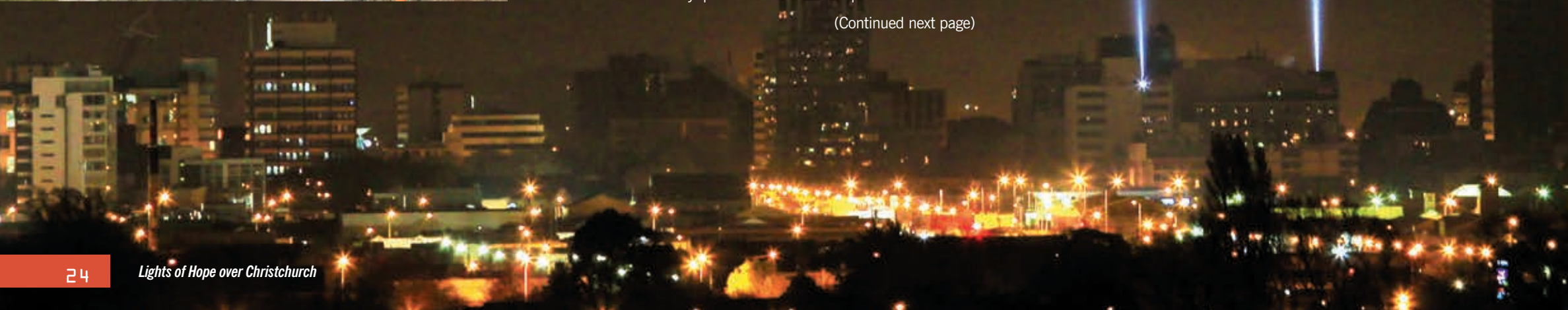
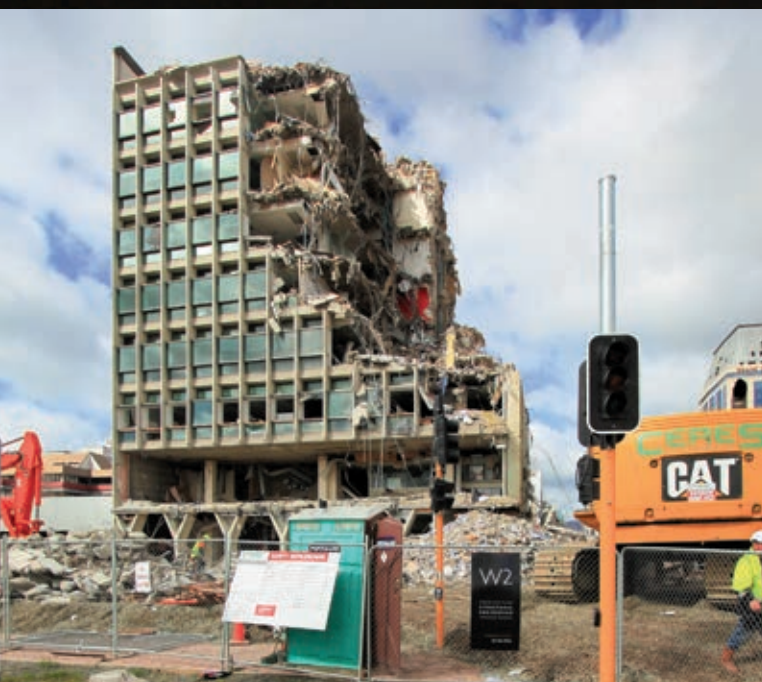
St. John Ambulance provided and coordinated the emergency medical response with the aid of medical staff from around the nation and Australia. Humanitarian support and welfare were provided by various agencies including the Red Cross and the Salvation Army.

The scale of the disaster meant that many people went days without official contact, so neighborhoods were encouraged to look after those who needed support. Official visitation teams were organised by the Civil Defence with the aim of contacting every household.

Business and organisations also contributed massively to the initial rescue recovery and emergency infrastructure such as Orion, the Christchurch electricity supplier.

Generators were donated, Fonterra used their milk tankers to bring in water and the Army provided desalination plants. Thousands

(Continued next page)





ROAD TO RECOVERY

(Continued from previous page)

of portaloos and chemical toilets were made available, portable showers were established and community laundries were set up by Fisher & Paykel.

Many companies assisted with transport services, particularly Air New Zealand. Fundraising and support efforts were established. Thousands of people helped with the clean-up efforts involving the removal of over 200,000 tonnes of liquefied silt, with support coming from the Canterbury University's Students Volunteer Army, the Federated Farmers "Farmy Army" and the "Rangiora Earthquake Express".

Everyone available pitched in to get Christchurch out of the 'munted' state it was in.

One thousand of the 4,000 buildings within the Four Avenues of the Central city are expected to be demolished. Half of the buildings more than 5 storeys tall are being or have been demolished, including the 26 storey Hotel Grand Chancellor and Carlton Hotel, a

heritage listed building.

Churches, many heritage listed, were destroyed along with almost 10,000 houses. Sixty percent of the buildings in the main street of Lyttelton were severely damaged, including the town's historic Timeball Station.

Major landslides occurred in the suburb of Sumner crushing buildings and at Redcliff, the surrounding hills were deemed unstable, some collapsing on the houses below.

On 29th March 2011 New Zealand Prime Minister, John Key, announced the creation of the Canterbury Earthquake Recovery Authority (CERA). It, along with government, local councils and residents, under chief executive John Ombler, began the arduous task of the recovery process, such as the supply of moderate term housing to replace over 100,000 damaged dwellings.

SCIRT (The Stronger Christchurch Infrastructure Rebuilding Team) which is made up of local people from many organisations, is

now responsible for rebuilding the horizontal infrastructure in Christchurch. The head contractual agreement within SCIRT is an alliance between non-owner participants and owner participants, the later being, CERA, Christchurch City Council, NZ Transport Agency, City Care, Downer, Fletcher, Fulton Hogan and McConnell Dowell. The main quake on 22nd February caused significant damage to the city's local road infrastructure, as well as some damage to State highways.

Repairs began immediately and within a week most of the State Highway network in the city was open and repairs to the badly damaged local roading network, including a massive liquefaction clean up, were underway. The road transport industry was also engaged in the removal of countless tonnes of rubble left by collapsed buildings and the many demolition teams.

The New Zealand Transport Agency (NZTA) was and is focused on doing everything it can to support the recovery effort in Christchurch and to help get the city back on its feet.

In the days after the quake a transport hub was established at Fulton Hogan's Canterbury headquarters comprising staff from the NZTA, the City Council and a raft of other contractors. The focus of the team

was on assessing the roads and recording the data using web-based mapping data to prioritize the road repairs.

The road to recovery will be long, and it is likely to be some time before there are any decisions on how the cost of the quake recovery might impact on other transport funding priorities or other state highway projects around the country.

The NZTA has been able to influence early thinking around earthquake recovery planning and continuing to work on the land use and transport planning strategies that will take Christchurch beyond the rebuilding phase.

With a long term recovery strategy for the rebuild of greater Christchurch now in place, the NZTA is entering a new phase of working with their partners in the Client Governance Group and the SCIRT to develop a 'one network' approach to transport programmes and investment strategies across the region.

To all the men and women involved in the road to recovery of Christchurch and the surrounding affected regions – hats off to you all for your efforts which have been executed under extreme, and at times, impossible circumstances. ■

Photos courtesy of Ross Becker.



HISTORY IN THE MAKING

Like so many regional centres, the township of Katanning, located approximately 3 hours drive south east of Perth in Western Australia, is dependant for its growth and survival based on the strength of the local business and farming communities. That is one of the main reasons why Ben Byrne and his newly formed trailer building firm, Byrne Trailers W.A., has been welcomed with open arms.



(Left to right) the current Byrne Trailers W.A. team, Sheldon Obst, Ben Byrne and Brad Willas

“IT’S the place to be if you’re servicing the livestock industry because Katanning is central to Western Australia’s cattle and sheep farming industries. So much so that a state-of-the-art sales yard, capable of handling over a million head of sheep a year, has been recently built here,” says Ben, who moved into the district two years ago. Ben is in the West to establish his own company using the highly successful and proven Byrne family manufacturing experience in Wagga Wagga, New South Wales, which was created by his parents, Mick and Teri back in 1975. “As the managing director of Byrne Trailers Western Australia I have full access, by way of an exclusive licence agreement, to 35 years of manufacturing experience and design, patents and other intellectual property from the Byrne Group. Although operating as an autonomous branch, we all work together towards establishing a nationwide service network to support our many and valued customers’ that are spread across the nation. It’s a great benefit have the full support of the whole Byrne organisation. Along with Mick, Teri and my brother, Jonathan, in New South Wales, our Toowoomba branch manager, Ashley Daley, and our sales representative, Peter



(Left to right) Sheldon, Christopher, Wendy and Aaron Obst

Burdon, in South Australia, all are fully behind the new venture, which is geared to supply the best possible equipment for the lowest possible price,” said Ben. Essentially Ben and his team will carry on the tradition of supplying a quality product that’s unique to the Byrne brand, and that edge is already paying dividends with the first Western Australian ‘Byrne built’ B double going to the Weldon Beef feedlot located at Williams, a 120 kilometre drive north. “Everything about this B double is designed for improved operational efficiency and to protect the cattle during transportation. It has also been built to make it easier and less stressful for the animals during the loading and unloading process,” commented Ben. The new B double livestock trailer features a longer, lower angled, 4 metre remote controlled loading ramp, developed specifically to protect the safety and welfare of both the operator and the live-stock. As for hygiene, the trailer floors have been specially constructed for a fast ‘effluent free’ clean. “We’ve also included all our standard non-bruise and lightweight features so the end user can expect to receive the usual commercial and economical benefits plus the overall

integrity that comes with the Byrne name,” says Ben. Apart from the pre-mentioned family support, Ben has been overwhelmed by the generosity of the local community that has rallied to help get the business up and running. “Everyone has been fantastic like, Obst Paint & Panel, a family business that looks after our trailer sand blasting, painting and scroll work, the local tool suppliers, even the Katanning Cricket Club who we sponsor, all have had a positive and much appreciated impact on getting us to where we are today.” Byrnes Trailers W.A. is also geared to provide trailer repairs and refurbishment work for other equipment brands, not just their own, and will offer walking floor and tipping trailers in the near future, all using the company’s preferred running gear, BPW. “In my view you can’t go past the performance and reliability of the BPW product or the back-up of the supplier, BPW Transpec. “We’ve had a positive and long standing relationship with BPW axles, braking systems and suspensions, and their people like the state branch manager Ted Drzal. He and his staff offer a service that’s second to none,” concluded Ben. ■



HARNESSING THE HARVEST

The first thing you notice as you approach the family owned business of Agrigrain, based in Narromine, New South Wales, is the massive array of large and small grain silos that collectively offer a holding capacity of 130,000 tonnes.

NARROMINE is one of two depots, the other located at Coonamble, which services the Agrigrain operation, owned by David Ringland, which for over 25 years has supplied and distributed grains, seeds and fertilisers for the Australian wholesale and retail markets.

Agrigrain is also one of the largest supplier of bulk and custom bagged blends of fertilisers supplying farms in the central western NSW region from which it collects wheat, barley, chickpeas, beans, lupens, sorghum, corn, canola and cotton seed.

When the grains and seeds arrive at the Agrigrain depots they are stored and redistributed via road transport to flour and malt mills, cereal producers, stock feed lots as well as being containerised and shipped by rail

to various port terminals for export to countries worldwide. The company's export business runs dedicated container trains from both depots that collectively rail around 3500 tonnes of cargo each week. When you combine the road and rail services, Agrigrain handles over half a million tonnes of freight a year.

As for the cargo that's moved by road, Agrigrain operates a separate entity known as Castlemac Traders, which is managed by Peter Parslow.

"We ran our first truck back in 1998 and now have a substantial fleet made up of semis, truck and dogs, B doubles and road trains.

"My job, as the operations manager and freight coordinator, is to look after everything to do with the trucks, the consignments, maintenance, accreditation, our drivers, even specifying and purchasing the equipment.

"Our task is to deliver and spread fertilisers

and pick up the grains and seeds from surrounding farms, some as far as 200 kilometres away, and then transport the loads all over the country, especially to Sydney, Newcastle and Brisbane. So we can always rely on the fleet, we run only Western Star trucks and Tefco built trailers fitted with BPW running gear. That way we don't have to deal with breakdown issues or costly maintenance, and because we turnover our fleet of both trucks and trailers every 5 years, we minimise any warranty issues and maximise both safety and efficiency through obtaining the latest the industry can offer in advanced equipment technologies," Peter said.

To move their freight from Narromine to the Sydney marketplace and beyond in the most direct and economical way, Castlemac Traders 'Truck Safe' vehicles have to negotiate the route over the Blue Mountains, in particular the extremely steep and winding inclines of Mt Victoria which is hard going, especially the constant braking on the descent. So Peter has decided to use a truck and dog combination built specifically to tackle the mountainous terrain.

"Seven months ago we purchased a Tefco built 23 metre, 5 axle 'Quin' truck and dog combination, operating on Performance Based Standards, to handle the run over the mountain, when we are permitted to do so, as that configuration can adequately and economically handle a 63 tonne gross load. Like our previous truck and dog, we expect to get around 600,000 kilometres of trouble-free braking from this new unit, before we have to change the shoes," he said.

The success behind Castlemac Traders, says Peter, is that everyone in the group pulls their weight and has a go.

"We offer a superior dedicated service using fully accredited and quality transport gear, all driven by our well trained drivers. Like all of Agrigrains' trading divisions, we go above and beyond many of those in our industry, offering a very competitive full service from farm pick-ups during the harvest, to fertiliser spreading.

"It's a job we all love to do and are proud to do it." ■



(Left to right) Peter Parslow and Scott Merriman, BPW Transpec product consultant.



Innovative and High Productivity Vehicles was the theme of the 13th International, Institute of Road Transport Engineers New Zealand Conference, held this year at Rotorua on the North Island.



(Left to right)
David Rogers and
Kerry Arnold

OVER 20 sessions were staged over a 3 day period by both local and overseas prominent industry speakers covering topics that focused on the demand for innovative vehicles to handle the ever increasing freight task and its impact on the country's infrastructure. Pertinent to the forum was the range of excellent presentations based on the latest development in research, vehicle productivity and efficiency, road safety, legislation and policy. Interaction was particularly active between the record number of delegates in attendance and the dedicated speaker panel sessions. Major topics covered included 'Post Implementation Of The Heavy Brake Rule,' the Development Of Vehicle Stability Control,' the 'Role Of Intelligent Transport Systems In Improving Safety On The Road,' 'Heavy Vehicle Fuel Savings Programs,' 'High Productivity Vehicles In New Zealand,' 'Upgrading The Road Network,' 'Legislation To Improve Heavy Vehicles,' 'European Trends To Improve Energy Management' through to what the industry needs from transport engineering and much more. A highlight of the Conference was the official dinner function where Kerry Arnold, Road Transport Forum, technical manager, was presented with the 'Outstanding Industry Service Award' by incoming IRTENZ president, David Rogers. The award was judged and given by the IRTE Council for outstanding commitment, dedication and 'above and beyond' the call of duty leading to positive outcomes for the industry

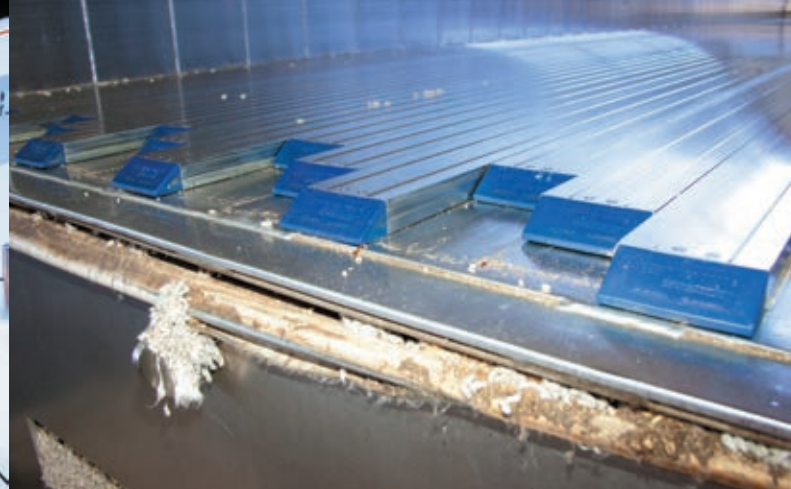


at large, all of which amply apply to Kerry's highly principled 26 year career within the road transport sector. Major sponsors of the conference included BP, the TR Group, Lumley, New Zealand Trucking Magazine and BPW Transport Efficiency, whose general manager, Kate Bucknell, and her team once again organised all aspects of the event. "This year's biennial Conference was the best yet, with an excellent line up of guest speakers and a packed house of delegates, mainly representing transport operators, transport agencies and equipment suppliers. Topics of the day were right on the money to help assist fleet managers with ideas on how best to

increase their productivity along with improving the bottom line. Feedback was extremely positive confirming that our theming was right for the times. "As secretary of the IRTENZ, and on behalf of the Council, I would like to thank all our sponsors, as without their support, industry run events like ours would not be possible. "Also, on behalf of the New Zealand Road Transport Industry, I wish to pass on our collective gratitude to all the guest speakers whose knowledge and experience proved invaluable. "I trust all who attended left the Conference with ideas on how to take their operation into the future... for the better," concluded Kate. ■

PRODUCTIVITY BOOST FOR NZ OPERATORS





DRIVING FORCE

Coming from a long line of family members who were intimately involved in road transport, all Steve Fieldus wanted to do was drive trucks.

HAVING gained his mechanics licence and at the age of 21 years he became an owner driver. With a short spell from driving to sell trucks, Steve was soon back on the road and on July 1st 1999 he established Transforce, a bulk haulage business that has gained massive growth and accolades over the past 14 years. Based in Dubbo, New South Wales, Transforce caters for the needs of small family operators through to the big corporates moving just about anything that will fit in a tipper, be it a truck and dog, semi, B double or road train set-up. Services range from carting grains, fertilisers, lime, gypsum, cotton seed, and meals for the construction, civil and agricultural industries, even garden supplies for the landscaping sector. The company's trademark is based on the innovation and commitment it delivers when supplying its highly reliable services. "About 3 years ago we completely revamped our business model from our livery to our management style. We did that to offer our clients more than just a bulk haulage arrangement by value adding services like achieving Australia's first Carbon Neutral Certification. By achieving such important milestones, our customers and the industry know we are serious about measuring and reducing our carbon footprint to be able to supply a more cost conscious service and for the betterment of the country's environment. "We also run one of the industry's safest transport operations with policies and programs in place like NHVAS, Truck Safe, Fatigue Management, Drug and Alcohol monitoring, Risk Management and Assessment, Injury Management, all of the OH&S guidelines and up to date staff training. "In addition, we operate a modern fleet with Higher Mass Limits, Intelligent Access Point and Performance Based Standards to provide our customers with the best possible performance economies to reduce both the on road risks and our service charges," says Steve. As of late, Transforce has purchased new equipment operating under PBS guidelines to further achieve higher productivity gains,

including a Cargo Floor, moving floor system which is designed to discharge the trailer's freight more efficiently and safer than when using the conventional tipping method.

"We bought the Cargo Floor system because it came with an optional protective mat that, after laying it out under the load, it automatically winds back with the cargo via an air ratchet. The system also has a hand held remote control, both of which give us greater flexibility and longevity of operation.

"As we cart anything from grains, potatoes to sawdust, the mat stops the fine material particles from getting into the floor seals while the remote control allows our driver to operate the moving floor from a safe and sound distance."

The 92 cubic metre Lusty EMS built trailer is equipped with the proven BPW axles and an Airlight II airbag suspension package, as

Steve says, for durability and therefore trouble free running.

Both Steve, his administration staff, drivers, plus the management team, including operations manager, Scott Murray, and business manager and financial controller, Gary Beggs, are all passionate about doing the right thing for their customers and the community.

"Collectively we are always prepared to step up to achieve higher standards for the good of all. That's how a small business like ours survives. It's easy to sit back and provide an average, run of the mill trucking company. However, to constantly reinvent and reinvest in the business is never easy. The rewards however, speak for themselves," says Steve.

Interesting to note that Australia's second business and first "start up" company to be Carbon Neutral Certified, was Bulk Mine Services, and as it turns out, it too is owned and operated by Steve Fieldus. ■





THE LONG AND SHORT OF IT

Just about all his working life Paul McCallum has been connected to the fuel industry, first in 1983 as a marketing graduate for Golden Fleece, then with Caltex and finally with BP before he became an active distributor under the family enterprise, Inland Petroleum.

BY 2002 he owned the Dubbo based company outright and by 2010 new horizons were formed as Paul reshaped the firm as an independent fuel and lubricants wholesaler. This was consolidated with the purchase of the Shell depot in Dubbo which set the business up to be a major force in fuel distribution in western New South Wales. Now with 3 depots and 7 retail service stations, Paul and his 110 strong team look after the local farmers, the mining sector, commercial businesses and the community with a constant supply of competitively priced fuels, greases and lubricants.

A pivotal part of the business is moving fuel from the Eromanga refinery, in the Cooper basin by road train, to the company's home base in Dubbo, a distance of 1200 kilometres. The fuel is then distributed to mine sites throughout New South Wales. IRO Energy, the principal behind Eromanga, has actively expanded its product range in recent times to handle the extra demand for cartage and to maintain the company's reputation to provide highly competitive and ergonomically sound and safe freight services. No better example of this is his latest mode of transport, an AB Triple, truck and tanker combination that, because of its operational

efficiencies, is sure to set the future benchmark in high productivity vehicles.

"The trick was to build a 36.5 metre long unit (still within the category 1 road train perimeter) that would safely return an increase in payload capacity to the tune of around 35 percent.

"So I turned to our long time associate and friend, Troy Behsman, and his Express Welding Services business, here in Dubbo, to build a tri axle dolly that would handle, not only some of the overall weight of 113.500 tonnes, but with all the necessary stability and manoeuvrability required to negotiate both the public road systems and extremely tight to access mine sites. What Troy and his staff achieved, along with help from an outside engineering consultant, was truly remarkable," said Paul

The end result was a tri axle lead tanker dolly and rear tanker combination capable of carrying 93,000 litres of diesel. The dolly, lead and rear tanker axle groupings are fitted with a rear 'self-steering' BPW axle to allow the combination to track true to the prime mover and to turn within the narrowest of swept paths. "Paul went with our tri axle steerable dolly build to take the stress out of both the dolly and tanker barrel that occurs during really tight turning circles and it works a treat. I've been test driving road trains for a long time, but this AB Triple takes the cake for

unequalled handling and stability. There's no drag while turning and the entire unit tracks so true, you need less manoeuvring clearance getting in and out of the yards, than driving a standard road train," says Troy.

To be able to maintain the integrity of the AB Triple over long distances, especially when encountering poor road conditions, Paul opted for the robust BPW Airlight II air bag suspension and axle package fitted with heavy duty upgrades such as D36 airbags and rear vertically mounted shock absorbers. Heil built all the tanker barrels and tri axle sub frames which were chosen for their hardness, quality of manufacturer and strength. As Paul told us, Inland Petroleum has been founded on its success for being fully accredited and compliant to ISO9002 standards, so securing the best and safest equipment for the project was crucial.

"Thanks to the innovational support of Express Welding Services for its dolly and hardware components like the guards, and the technical superiority of both the BPW and Heil products we now have a distinctive advantage with this AB Triple.

It's not rocket science to understand the impact of the savings and on road safety this combination will bring to our business, especially when you consider we move around 110 million litres of fuels a year," said Paul. ■



(Left to right) Troy Behsman, Paul McCallum and his son, Drew, Inland Petroleum's logistics manager.





TRIPLE TREAT

Today's Downer Group, formally known as Downer EDI Limited, is a leading provider of engineering and infrastructure management services to customers operating in the Minerals & Mining, Oil and Gas, Power, Road & Rail Infrastructure, Telecommunications and Water market sectors.

THE Group's business values, both within Australia and New Zealand, are central to the company success, which has spanned many decades since being established by John Walker & Co in 1863 and merging with Downer in 2001. Downer Infrastructure West, for example, constantly strives for improvement and innovation with the courage to think and actively contribute new initiatives to the Group, like the recent development and acquisition of an AB Triple bitumen tanker combination designed and engineered by Australian manufacturer Byford. Grant Campbell, Downer Infrastructure West, regional plant manager, who works for the company's Service Group, enthusiastically explained the story behind the first AB triple purchase and its asset value. "Our task is moving bitumen products from Perth, where it is manufactured, to all corners of the Western Australian state. The bitumen is used to build major roads for the state Government, private organisations and onsite infrastructure projects including airport runways for the mining industry. We have around 30 tankers delivering product to places as far south as Albany and north to

Kununurra, which is located at the top end, so it's not unusual for our vehicles to travel up to 3000 kilometres just to deliver a load. "With those sorts of distances and with demand for the bitumen constantly growing, we had to find a more efficient, reliable and flexible transport method capable of delivering more capacity, so we turned to Byford for the answer," said Grant. Previous to the move to the 107,000 litre AB triple combination, Downer was restricted to using, at best, Pocket Road Train combinations. "Our task, said Richard Antczak, Byford national sales manager, was to convince Downer that we could deliver a system that would go the distance under extreme operating conditions and deliver more bitumen quicker, safer and more economically." According to Grant, the end result was even better than expected. "The team at Byford was so accommodating; nothing was spared to present a lightweight tanker build that was reliable, affordable and offered all the ergonomics of comfort and safety for our operators. Everyone involved in the design and manufacturing process, including Garry Byford, was passionate about getting the build right,

even down to the slightest detail - nothing was overlooked. If Garry wasn't happy about a particular tanker section or part he would insist that it be re-engineered or replaced, time and again if necessary, until the result was perfect," said Grant.

The final result saw a stylish, highly polished, lightweight stainless steel tanker grouping which is fully insulated and heated to take care of the bitumen product over extremely long hauls. At the heart of the combination is an easy to operate, fast flow pumping system that offers pressure filling and discharge, recirculation, flushing and reverse suction. A host of OH&S friendly design features, such as the catwalk, rear ladders and maintenance access sites, developed to protect both the product and driver whilst in transit, were also included. Heavy duty tanker ancillary components, like the BPW highly stable running gear package, were also chosen to minimise downtime and possible roll-overs. That package included the latest Airlight II tri-axle suspensions, complete with D36 airbags and dump valves, drum brakes, the mechanically operated BPW axle lift feature developed to save tyre wear during the unladen return trip, and the BPW Electronic Braking (24 volt) System.

During the first 6 months in operation the AB triple underwent some minor technical re-adjustments as part and parcel of the Byford after sales support commitment.

As for the Downer drivers, they have said how well the entire rig handles the roads and corners, that it brakes true and hugs the road without any incident of tanker sway. On the subject of operational flexibility, the triple combination can be easily converted to a road train, making the whole new Byford experience that much more cost effective.

"The integrity and collaboration by all involved in the AB triple project has so far produced an outstanding result, one that Downer can be proud of as it meets all of the company's criteria as a responsible and accountable service provider. Our confidence therefore in the Byford product and business experience is such that we are committed to more of the same," says Grant. ■

(Below left to right) Ted Drzal, BPW Transpec Branch Manager WA, Grant Campbell and Richard Antczak.





(Left to right) Niko Verstockt, VBG Group, Marketing & Sales Director and Peter Bonacker, Managing Director VBG Group.



(Left to right) Gavin Halley and Alfred Unger, BPW Transpec Managing Director, with the winning ticket.

EXPO BONANZA

Once again Brisbane, Australia, put on a classic truck show consisting of more than 250 exhibits which attracted nearly 38,000 local and international trade visitors.

THE Brisbane Convention & Exhibition Centre was jam packed with OEM products to promote new truck and trailer makes and models plus the latest in equipment technology developed to enhance safety, operational savings and much more. Owned by the Commercial Vehicle Industry Association of Queensland

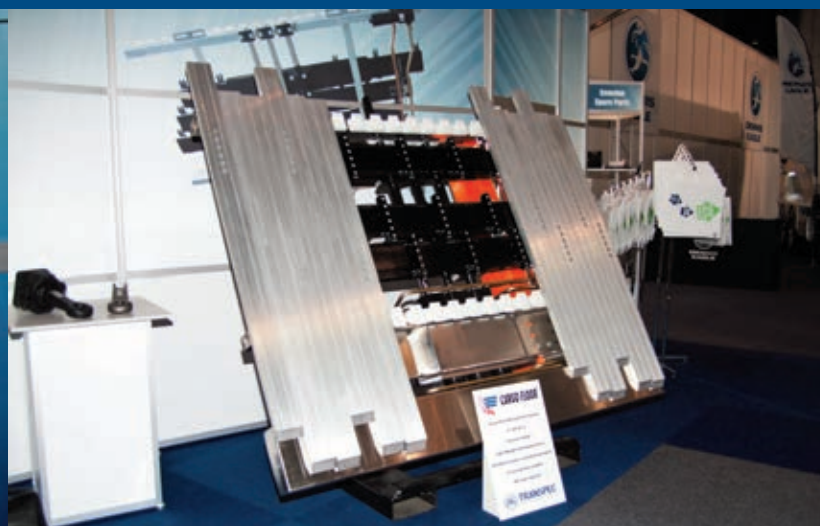
(CVIAQ) the event was hailed as yet another success as Brisbane Truck Show manager, Noelene Bradley said that the feedback from the exhibitors this year had been very positive with the trade days recording record attendance levels and the overall show attracting over 37 700 visitors.

"I would like to thank all the visitors and exhibitors for making this year's show very special; it reinforces this is the premier transport event in the country. The committee and I look forward to making the exhibition even better next time."

BPW was actively involved, both on the BPW Transpec stand showcasing the latest in running gear innovation, and throughout the exhibition halls with a variety of axles and suspensions on display fitted to tankers, tippers, refrigerated, livestock, low loader and widening trailers. Heavy duty commercial trailer builders such as Barker, Byrne, Moore, Lusty EMS, Dickinson, Southern Cross, FTE, Heil, Tieman, Vawdrey, Hammar, Freightner, TRT and J.Smith & Sons chose to fit BPW to their display trailers.

While back on the BPW Transpec stand, long time iconic equipment suppliers, such as Edbro, Ringfeder, VBG and Cargo Floor demonstrated both new product developments and their traditional, tried and proven, trailer ancillary equipment. Apart from the well respected Ringfeder Type 202 AUS and 5055 AUS models, VBG also had on display its latest MFC

(Continued next page)



Frank Neumeyer, VBG Group, Product Marketing-Ringfeder



EXPO BONANZA

(Continued from previous page)

coupling that allows coupling and uncoupling from inside the cab. The connection for the brake air, electrics and hydraulics are all integrated in the coupling and drawbar head. Once the drawbar head is in position, it is secured by jaws that lock it in position. Once that has taken place then the brake air, electrics and hydraulics are automatically connected. As well, the VBG fully automatic 'Mechmatic' lubricating system was exhibited, clearly demonstrating the superior design innovation from this well respected European trailer coupling manufacturer.

Once again VBG Group, managing director, Peter Bonacker attended the Brisbane Truck Show and for the last time as he is retiring, having spent the last 38 years working for the Group. "I've always enjoyed my job and the challenges that with it, however, I'm looking forward to spending more time with my family, especially as I'm now a grandfather." Niko Verstockt, as current VBG Group marketing sales director, will take over from Peter having been with the company since 2005. Niko has had extensive experience within the transport industry and says he is excited about his new role. "I am privileged to have the opportunity to look after our well known subsidiaries throughout Europe and overseas in countries like Australia," said Niko.

Renowned UK tipping hoist manufacturer, Edbro, exhibited the one-piece constructed laser welded tube from its C Series range and from Cargo Floor, their latest 'compact' moving floor system attracted much attention.

New to the BPW Transpec display was the Telematics TControl system.

Telematics specialist, idem and BPW have joined forces to offer

advanced new electronic functions to monitor and therefore improve the efficiency and economics of operating heavy duty commercial trailers.

The result is the BPW Eco Tronic, Telematics TControl which uses the GPS system to constantly keep an eye on the whereabouts and functions of an operator's fleet of trailers.

"In real time the Telematics system tracks a trailer's location to protect against theft, but also for complete route supervision to optimise transport and energy costs," says Ian Thomson, BPW Transpec engineering manager - Trailer Equipment Division.

"As well, there is a host of other cost saving features offered by the TControl system like door sensors that check loading and unloading times and with the option to add the Door Locking System for total peace-of-mind when transporting high cost or high security goods.

"Temperature controlled trailers, via the TControl system, can also be monitored to provide live temperature data, fridge running times and fuel levels, all recorded for historical feedback when required.

"The BPW TControl system is linked into the EBS module giving precise information on vehicle speed, axle weights and EBS faults. The system can also flag harsh braking applications, roll stability interventions and, via wireless, individual tyre control monitoring such as pressures and temperature. In essence the BPW Telematics TControl, when it becomes available to Australian operators later this year, will provide a continuous overview of the truck/trailer combination for effective fleet vehicle management," said Ian.

To top-off the Show's networking activities, BPW Transpec once again held its German Fest event where more than 600 industry representatives attended. Winner of the trip for two to the 2014 IAA Hannover Show was Gavin Halley, TRT New Zealand sales manager. "I have never been to Europe let alone through the BPW factory, so I was slightly overwhelmed at winning the travel prize. My wife, Vanessa, and I are extremely excited to have this opportunity as she also works at TRT as the marketing coordinator. Thanks to BPW Transpec for a great night and their generosity," said Gavin. ■



SEARCH FOR PERFECTION



(Left to right) Peter Sowman and Mike Herrick



One of New Zealand's largest container movers, TDL Group Limited, (TDL) was born from a desire to achieve best practices in the handling of containerised freight.

OWNER and director, Mike Herrick and general manager, Peter Sowman, both highly experienced in the business of road freight, have a mission to take the company to a new dynamic, one that is geared to offer an even more competitive and expedient service for their client base. Conceived in 1999, TDL, based in Wiri, South Auckland, moves over 40,000 TEU containers each year for multi-national businesses like Fonterra, Amcor, Turners & Growers, Visy, and Panasonic, plus a wide range of other importers and exporters. To do this effectively the company uses a number of swing lifts, mini lifters, skels, curtainsided semis, quad and tri axle tractor units that are all double shifted 24/7. The mix of Hammar, Patchell and Fruehauf transport and swing-lift equipment enables

the company to safely and reliably deliver products such as milk powder, paper, tissue, food products, glass, aluminum cans and more, for both the small and large manufacturers through to the importers and exporters. Along with the latest in transport gear, monitored via GPS and MDT's, TDL provides extensive and secure warehousing facilities with IT systems to track, scan and bar code all freight movements, all developed to supply 'real time' and a transparent on-line reporting. The storage service also includes MAF and Customs approved area for the handling, staging and unloading of FAK's, Import and Export containers, along with the fumigation of freight, if required. "Our business is predominantly South Auckland based with short runs between the metropolitan areas to the Port. We do however run

dedicated services around the North Island, such as handling waste paper one way and large rolls of paper the other, using our curtain-sided semi trailer fleet. "Every service we offer, however is cost sensitive with low margins so we have triangulated our freight movements to allow us to generate an income both ways, thus achieving over 90% utilisation of our equipment. "We have also investigated how best to save on tare weight without compromising the reliability and safety of the operation, hence the introduction of our new lightweight Western Star tractor units and the latest Fruehauf supplied lightweight super single quad axle container skels, each with a tare weight of just 5000 kilograms. These skeletal
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SEARCH FOR PERFECTION

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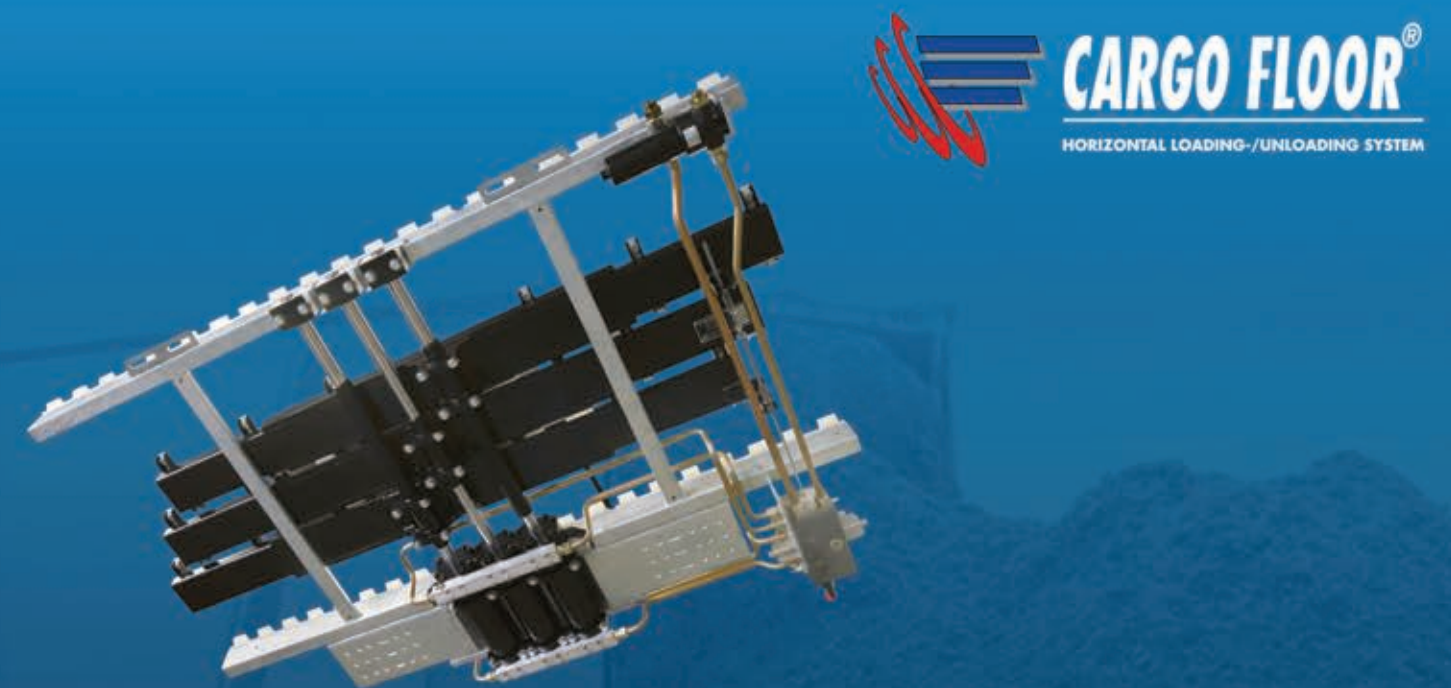
trailers have been specifically engineered to accept the fitment of a 1.5 metre long raise and lower 'dock levelling platform' which is attached to the rear of each trailer on arrival at the loading dock. In doing so, the forklifts can easily and safely access the trailer and unload the containerised freight for storage. The quads are designed to carry 1 x 40', 2 spaced 20', or 1 heavy 20' container and were engineered specially to be hooked up to the company's Western Star trucks to offer a payload of 30 tonnes and 44 tonne gross.

"Even our curtainsided semis are built lightweight yet are robust enough to take the punishment of the use of forklifts," Mike said. Although the company has created and delivered an exceptional customer friendly service since it was established, both Mike and Peter have recently embarked on a 5 year plan that will provide even greater transport handling efficiencies and more customer feedback via advanced information systems and equipment, like their recent low tare weight trailers which are capable of carrying 30 tonne containers without the need for permits. "We have a clear direction to continually upgrade our container monitoring, communications and I.T. systems to further reduce the possibility of port container demurrage and costly detention charges.

Auckland's container freight movements are predicted to grow each year by around 5% -10% so we have to get smarter and better at what we do to remain competitive, which also coincides with providing state of the art transport equipment and therefore trustworthy container handling service for our customers," says Peter.

With TDL instigating improved communication lines between all players in the supply chain, their old school approach of a 'can-do attitude', the company's collective industry experience and a commitment to continue to invest in the latest in systems and equipment technology, customers both small and large are sure to remain loyal for a long time to come.

"Our Fruehauf quad trailers, Patchell and Hammar swing-lifts, with BPW axles, have been introduced for improved safety, stability and cost effectiveness. We will also move towards High Productivity Motor Vehicles (HPMV) on certain routes – all for the betterment of improved services for our growing client base," Mike said. ■



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1-11 Cherry Lane, North Laverton, VIC 3026

Phone: (03) 9267 2444 Fax: (03) 9369 4826

Internet: www.bpwtranspec.com.au

e-mail: sales@bpwtranspec.com.au

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20 Brennan Way, Belmont, WA 6104

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NEW ZEALAND

BPW TRANSPORT EFFICIENCY LTD.

10 ECHELON PLACE, EAST TAMAKI, AUCKLAND, NEW ZEALAND

(PO Box 58-106, Greenmount Auckland, New Zealand)

Phone: (64) 9 273 8084 Fax: (64) 9 273 8086



ASIA

BPW Asia PTE. LTD.

A member of the BPW Group

66 Joo Koon Circle, Jurong, Singapore 629079

Phone: (65) 68613111 (5 lines) Fax: (65) 68613061

