

Transpec DIGEST

Spring Edition 2012



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

BIG IS BEAUTIFUL

Everything that Brisbane based Heavy Haulage Australia (HHA) does is to the max, and it's been that way ever since founder, Jon Kelly, bought his first Mack Superliner 13 years ago.

Story pages 4 & 5



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BPW voted 'Best Brand' yet again

For the sixth time in succession, BPW, one of the worldwide leading manufacturers of intelligent running gear systems for trailers, was awarded the accolade of "Best Brand"

OVER 8,000 readers of the specialist commercial vehicle magazine FERNFAHRER, from the Stuttgart publisher ETM, had been asked to rate the brands of service providers, component and parts manufacturers, as well as system suppliers. The most renowned international brands were up for assessment in a total of 22 categories. In the 'Trailer Axle' category, BPW emerged as the clear winner. Dr Bert Brauers, a BPW board member, accepted the prize at the award ceremony saying, "We are very pleased to receive this award and of course extremely proud of the fact that we have been able to occupy the top position in

the sector for so many years. We derive from this commitment to do our very best to continue justifying the trust our customers place in us," said Dr Brauers. As a worldwide leading system supplier, for the commercial vehicle industry, BPW offers the complete trailer running gear from a single source: from the axle and the bearing system to the suspension and the electronic braking system. With its investment in the Munich Company idem GmbH, the BPW Group will offer the trailer market, in addition to the existing electronic functionalities, telematics applications in future, which will further enhance the benefits in the area of fleet management for the serious operators.. ■

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Jon Kelly with his Mack Superliner.

BIG

IS BEAUTIFUL

Everything that Brisbane based Heavy Haulage Australia (HHA) does is to the max, and it's been that way ever since founder, Jon Kelly, bought his first Mack Superliner 13 years ago.

WITH a passion for 'flash trucks', an eye for detail and a quirkiness to do the big jobs no one else would dare take on, Jon, along with his wife Joanne, and a group of dedicated employees, including the world class operators who get the pleasure of manning the monsters at HHA, took the company to meteoric heights... and fast.

"Our core values to give quality service, value for money, and with a high priority on safety in the workplace, has driven the business from a one truck operation to now 33 with 80 trailers and over 100 people," stated Jon.

Jon squarely puts the growth of the company down to the firm's ability to handle the 'not so easy' transport tasks. In doing so the business has invested heavily in benchmarking the equipment and systems employed at every level of every freight movement that is taken on.

"We are commercially savvy and very professional about our approach to our clients' express wishes and the jobs that we take on, small or large.

"The hard stuff we move requires plenty of pre-planning, red tape, job safety analysis, route permits and pilots, detailed transport management, be it on-highway, on-site or for general heavy haulage around town projects. We even have our own fully accredited 'high-wire' escort crew- a first for Australia. It doesn't matter whether it's a 20 tonne excavator or a 3500 tonne, 100 metre long, 30 metre wide and 30 metre high structure, we treat every job with the same level of care and attention," said Jon.

Projects that HHA has supported using their unique haulage

services include the Brisbane Gateway bridge, many of Queensland's major tunnel structures, big power and desalination plants, and as of late, three of the state's major Liquid Natural Gas developments that have so far involved over 1000 movements of some of the largest pieces of cargo equipment ever to be shipped to Australia's east coast shores. It's the norm for HHA, according to Jon, to deliver hundreds of loads, incident and issue free, ahead of schedule and under budget. But without the right transport equipment of all the best laid plans would go astray.

For the multi-faceted range of heavy haulage services the company provides, ranging from the mining and earthworks sectors, to special and general on- highway transport, HHA deploys only premium brands of equipment.

"Our company has grown on the policy of owning our own equipment so we have complete control over its use and maintenance. We know our gear inside and out and we know exactly where it has been and how it has been used. It's this 'world's best practice', at every level, using internationally proven equipment, combined with our own factory trained operators and exceptional record of safety and delivery, that sets us apart," says Jon.

The equipment Jon refers to include a range of flat-tops, wideners and extendable trailers, the latest 48' drop deck being supplied by Southern Cross. Platform and swing wing trailers and vessel carriers are also greatly in demand, including the self propelled modular trailers produced by German manufacturer, Goldhofer.

"Around three quarters of our fleet is made up of Goldhofer





heavy duty self propelled trailers. These trailers have been expressly built for our needs with a world first in design, as the axle spacings are 1.8 metres wide. We had to fund all the engineering costs to cover that requirement, but it has given us the largest and most flexible carrying capacity service in the land.

"Our dealings with Goldhofer have been very hard to surpass, even their corporate structure suited our way of doing business," commented Jon. All Goldhofer units utilise BPW axle technology. Jon also praised BPW for delivering the excellence needed to support his high-end customer service demands.

"Back in the early days, if I had my way, everything we owned, including my ride on mower, would be on BPW axles. BPW these days is our first choice because we plan to be around for a long time and in doing so we need to ensure our equipment will go the distance, hence my forthright decision about BPW."

Since setting up his business, Jon has been supported by some very

special people, especially his wife, Joanne, who prior to the arrival of their first child, was the company's chief accountant.

"I've been very fortunate to have highly qualified key players in the team, like our general manager, Chris Bradd, and Nick Stagg, our chief financial officer. You need to have stand out people if you want a stand out business."

Over the past year HHA has committed to invest over \$25 million gearing up for new contracts. The company is about to start developing a new 21 hectare administration and holding site to support their current 25,000 sqm Megaplex undercover storage facility.

Last month alone the company carried 1100 loads, travelled 186,000 kilometres and committed to 9,400 man hours to deliver their complete one-stop-shop premium service.

"We pick up, deliver and set-down across the nation using our fleet and systems flexibility that has been proven time and again as second to none," said Jon. ■



As part of the Tasmanian based Bonney Group, Lloyds North, through acquisition and consolidation, has emerged as a significant operator in the areas of forestry, mining and logistics.

MEN ON A MISSION



John Austin

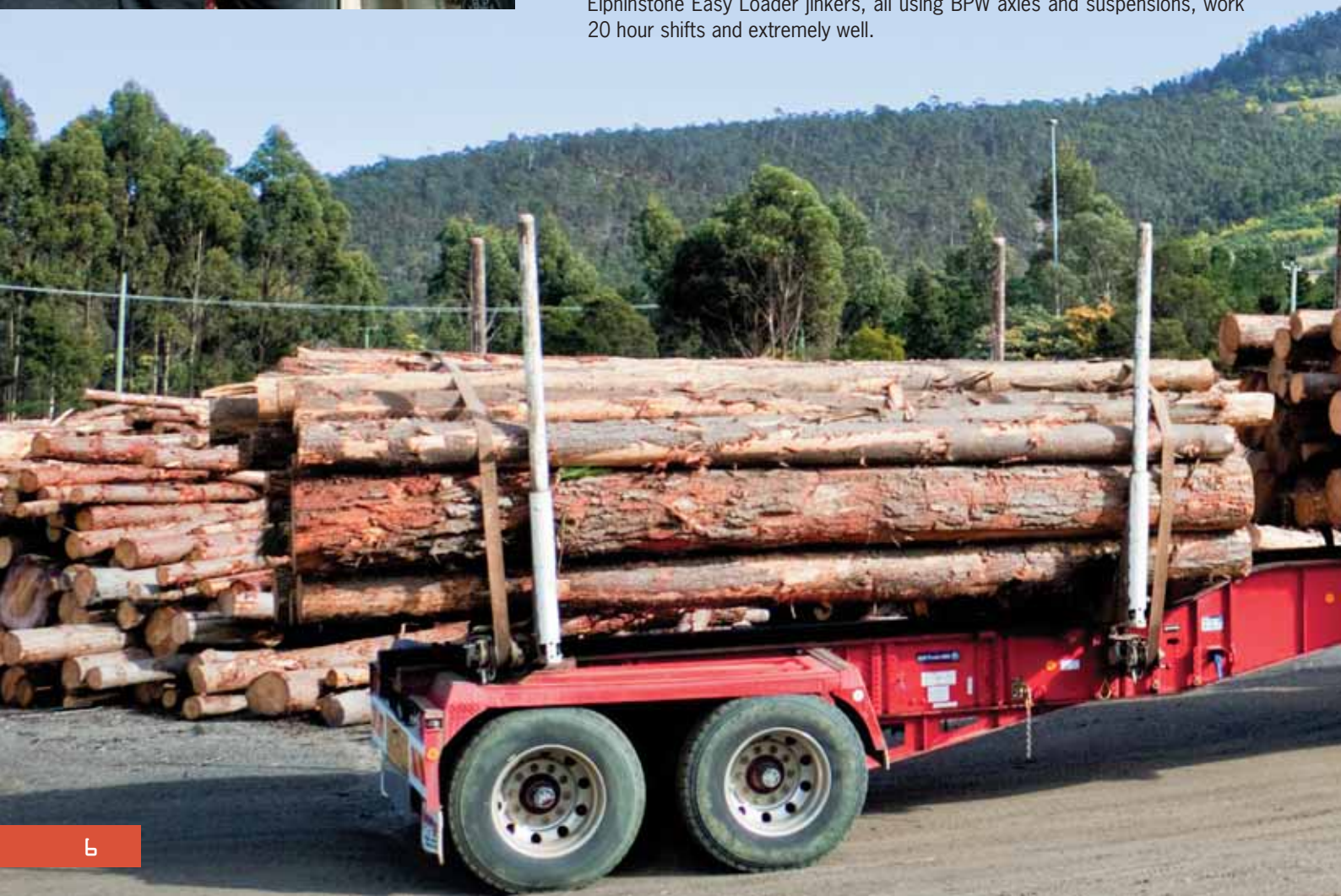
THE privately owned business, founded by Byron Bonney, services major blue chip companies offering efficient and cost effective transport and mining services, with an innovative approach adopted from a team of highly skilled and flexible personnel. Operations manager, John Austin, is one such person.

John, who has been with the Group for a total of 26 years, travels up to 80,000 kilometres each year around the island keeping in touch with the plethora of company activities for which he is responsible.

"I need to see from an 'on-the-ground' perspective, projects like our timber contract at the Boyer Mill, the coal cartage business at Fingal, the wood chip movements at Bell Bay, our saw-mill and bulk transport services in Burnie, and our quarry concerns on the north coast. With over 40 vehicles in tow, it all keeps me very busy," said John.

We had the opportunity to visit two of Lloyds North services starting with the supply of timber to the Norske Skog Boyer paper pulping mill which produces newsprint and other related paper grades. John manages 5 Elphinstone designed and built 21 metre B doubles which collect plantation pine from the surrounding forests to feed the mill's production of over 290,000 tonnes of paper each year.

"We transport around 4000 tonnes of a variety of log lengths of pine each week, that's 190,000 tonnes for this one contract. Our Kenworth trucks, Elphinstone Easy Loader jinkers, all using BPW axles and suspensions, work 20 hour shifts and extremely well.



"After many years of use, we've found our current vehicle and equipment set-up is a good recipe for success, because we never get into any trouble out in the field or on the state road system, even though it's pretty rough going on the narrow logging tracks and two lane highways," says John.

Company driver, Andrew Tonks, who both loads and carts the logs from as far away as 100 kilometres, equally concurs that the gear he operates is pretty damn good.

"Where I go gives me a challenge every day, as if it's not the variety of logs I move, it's the variety of weather conditions I encounter. If it's not the fog or snow, then it's the mud that makes travelling difficult. That's why the BPW trailer braking system and EBS is a must. When your truck is on the white line and the B trailer is in the gravel, you really need to know what you're doing, and having the right equipment to do it with, is a real plus."

Finally, we travelled north to Bell Bay where we encounter two Barker trailers fitted with the Cargo Floor moving floor system, both carrying wood chip for overseas export.

"The Barker trailers have been constantly discharging 20 loads a day, 3500 tonnes a week, for about five years now and everything, including the BPW running gear and EBS, is working fine. The main issue for me is making sure our people and the equipment we purchase is happening, that's why it's so important that we choose systems like the Cargo Floor. You can't ask for much more when the moving floor is constantly put through its paces, year after year without a hiccup," said John.

Since it began its operations in 1977, Lloyds North, has taken great pride in the company's ability to understand and deliver prompt and safe services against the key factors of driving success for their customers. ■



Andrew Tonks





JEWEL IN THE CROWN

One of New Zealand's biggest truck and trailer units, a Kenworth K-Series and Fruehauf 18 wheeler combination, capable of transporting up to 150 cubic metres of freight per trip, has recently been delivered to Guy Knowles Transport... and the feedback is nothing short of 'marvelous.'

THE 23.5 metre rig has greatly increased the freighting efficiencies for Guy's business to deliver lawn-mowers, power tools and solar hot water heaters around the country on behalf of North Palmerston manufacturer, Steelfort Engineering. Guy, after years of driving for a number of fleet operators, went out on his own and in doing so has built up a business that is unique in many ways. At present the trucking firm has 3 Kenworths towing

truck and trailer units that move goods from potatoes, timber, farm machinery, dairy products, a range of palletised freight and of course the products for Steelfort.

His new Fruehauf built truck and trailer combo, which is magnificently sign written, sits on the latest BPW disc braked axle and air suspension technology, an all up package Guy says will be the key to his future trucking success.



"If you want to be the best you have to own the best, like our Kenworths, and if you're going to run the top range of trucks you need to have the top range of trailers and suspension gear," he said. The five axle pull trailer, built using Bisloy steel, tares in at an incredibly light weight of just 6.5 tonnes, but not at the expense of strength, as according to Guy, Fruehauf has cleverly designed the chassis, sub frame and alloy flooring to take-on all of the hard knocks dished out by the country's road system.

"Fruehauf and BPW have been great to deal with during the building process, both on a business and personal level, and what they have been able to supply us is a cost saving, lightweight, robust and reliable trailer package that tracks precisely to the line of the truck," said Guy.

Both the handling and protection of freight is critical to Guy Knowles Transport, as Guy puts it, there's no short cuts.

"There's an art to securing the load which I have learnt over my 30 years in the trucking game. To further protect the load, we never transship the cargo, what's loaded remains loaded until we reach the delivery point. Add to that the stability and soft ride that BPW gives us and you can be confident that when you open the curtains what's on board hasn't moved an inch."

Guy is heavily supported by his team of enthusiastic loyal drivers and wife, Helen, who along with her administration and accounting duties, thinks nothing about jumping in and helping with the loading of the freight or washing of the vehicles. "Helens a big part of this business," says Guy.

Having the right equipment, as Guy said, is fundamental to the company's future, as is the company's focus on customer service



Guy and Helen Knowles

which, as he commented, involves all the logistics of getting the freight delivered on time and in one piece.

"We take pride in everything we do, from looking after the freight we carry to keeping the fleet in tip-top condition. I get a real buzz when people ask to take photos of the rigs and when the horns start honking as you drive down the road."

One thing Guy is sure about, and that is his undertaking to never stop caring about his customers.

"You never stop learning on how to improve the way you do what you do, no matter what the cost or effort. Our business is a big part of our lives and it is that way because we love what we do." ■



RICHER FOR THE

Like most large Australian family based trucking services, Beaumont Transport, is no exception when it comes down to the basics of running their day to day operations – it's tough, competitive and therefore low margin work that needs something extra going for it to survive.



THAT extra something for Beaumont's, as described by the company's management team, is the hands-on and customer focus approach of the owner, Richie Beaumont.

Richie established the business in 1970, having grown up in the transport trade from behind the wheel of a tipper, carting coal for a local Queensland colliery. Over the years Richie continued to acquire small haulage operations to complement his business, which eventually allowed him to diversify into other freighting projects, including the use of pneumatic tankers.

It's all paid off as Beaumont Transport today operate 300 trailers and 100 prime movers that between them cart coal, lime, grains, gravel and sand up and down the east coast of Australia. It was at the firm's New South Wales office, based in Tamworth, that we caught up with the present day management team to discuss the behind the scenes activities of the company's operation.

Cec Healy, who has been with Richie from the beginning at Tamworth, along with his son Michael Healy, takes care of the Tamworth operation which is primarily engaged in hauling lime from the nearby Attunga mine site, owned by Sibelco, to destinations afar.

"The lime we cart, using Convair pneumatic tankers in both semis and B double configurations, is delivered all over the east coast for use in water treatment plants, roadworks, the mining industry and for fertiliser and stock-feed. The Tamworth operation also runs a small fleet of tippers carting both the limestone products as well as grains.

"Our latest 39 tonne carrying capacity Convair B doubles are all using BPW running gear, a brand which we decided to go for as far back as 1995. In those days I was reluctant to fit BPW at first, but as it has turned out, it was one of the best decisions we've ever made because the BPW system lasts up to 3 times longer than the other brands we've used."

Michael Healy, as Tamworth depot manager, is responsible for the dispatching of the fleet, ensuring compliance is met and the maintenance of the vehicles is followed through, also agrees that the

choice of BPW is well justified. "BPW is a very easy system to look after as nothing much goes wrong, and if it does, we have immediate access to both the required genuine parts and expertise of the BPW people behind the scenes," he said.

As for Beaumont's Queensland operation, general manager, Terry Stuart, told us the business is primarily focused on the movement of coal and grain.

"As a company we specialise in operating just tankers and tippers. For instance, we transport, stockpile, manage and load approximately 30,000 tonnes of coal per day from New Hope's Acland open-cut mine onto designated coal trains that travel from Darling down to the port of Brisbane for export. That, along with our grain tipping business, keeps us on our toes. We are forever vigilant towards retaining good drivers, plus keeping a lid on costs and a lookout for the ever present competition," says Terry.

As for Richie, he is still fully active in the business overseeing the ongoing progress to optimise the company's earning capacity through their proven practices.

"We still need equipment that is efficient and well maintained, so much hasn't changed in that area since my experience under the bonnet. What has changed however is the increasing effort to keep on top of self accreditation which is why we are part of NHVAS and are certified in Fatigue and Mass Management," he said.

As to why Beaumont's has successfully maintained their 'edge,' Richie says, "It's the quality of the people you engage and how you look after them. Their years of industry experience and knowledge of the culture of the business is what makes us capable of delivering a better service. "It's the way we have been able to look after our customers that has kept the company sustainable after almost four decades."

Last word came from the wisdom of Cec who said...

"There's people who make things happen, people who watch things happen and people who don't have a clue what's happened. Lucky for all of us that Richie is of the first kind." ■

EXPERIENCE



Left to right, Michael and Cec Healy, Richie Beaumont and Terry Stuart





Tasmania's largest independently owned fuel distributor, Caltas, which began trading in 1992, is today recognised as one of the most professional and biggest Caltex Distributors throughout Australia, and that didn't happen by chance.

HIGH ON SUCCESS

AS part of the Bonney Group, employing 140 people throughout Tasmania and Victoria, Caltas is backed by the best. The Group is headed by Byron Bonney who started out in the Tasmanian woodchip milling business at Longreach in 1977 with just 9 people. Using a fleet of prime movers and rigid vehicles, Caltas distributes Caltex petroleum products throughout the northern part of Tasmania to a wide range of clients for the transport, agricultural, logging, fishing, grocery and mining industries.

Premium and standard petrol, diesel, refined oils and lubricants are transported direct to the likes of farms and mining sites, as well as also being delivered to a large network of 24 hour self-serve fuel outlets located throughout the state.

Using one of the industry's most modern and efficient trucking fleets, Caltas distributes over 220 million litres each year, a task operations manager, Roger Scott, takes immense pride in overseeing.



"Having started with Caltas as a driver some 14 years ago and now holding the position of operations manager, I have developed a real affinity with the company, one that nowadays includes the responsibility of managing the entire Caltas fleet," says Roger.

Apart from looking after the basic day to day operations, which includes the supervision of scheduling the double shifting arrangements, Roger has a big say in both the preventative maintenance programs and the specification of the vehicles.

"The Bonney Group is really big on both quality and safety and for that reason we've gone down the track of investing in reputable trucks like Kenworths and tankers like Tieman, all fitted with GPS, ABS and EBS, and we certainly don't scrimp on the running gear technology because all of our latest trailers are on the BPW high stability axles and air suspension systems. We also take into account any suggestion our drivers may have, after all, they are the ones behind the wheel every day," Roger said.

Philip Molineux, Bonney Group chief executive officer, backed up Roger's comments by adding, "Having the right safety programs, employee training and transport equipment in place, allows us all to sleep well at night knowing our drivers have been given all the opportunities to stay safer on the roads," he said.

With safety at the forefront of the company's on road activities, Roger's next biggest issue is having the entire fleet in top working order so he and the company drivers can get on with their job, uninterrupted. "Keeping the fleet well oiled puts smiles on our driver's faces, lifts productivity and presents a good outlook for our varied clientele," he said.

Philip went on to say, "The secret behind our growth is our people and our common systems which are integrated across all divisions



Left to right, Roger Scott and Philip Molineux

from accounting, purchasing, to safety, and where our management system is now certified to AS4801 standards. All of that has helped us build a reputation for good customer retention. It's also given us the ability to retain our staff, all of whom have an exceptional attitude towards their work ethic," he said.

With all the industry accreditation in place, including Truck Safe and Mass Management, the development of load efficiency and compliance processes, transport equipment that's built to handle some of the country's toughest to negotiate roadways and a fleet of trucks and tankers that 'gleam' no matter where or when they are spotted, it's no wonder Caltas is in high demand.

"One thing we do well is stick to our plan, which is well supported by the Bonney hierarchy. It's a good culture, so much so, we all feel proud to come to work," concluded Roger. ■





TIME TO REFLECT

The history behind the growth of L.G. Anderson Transport is a classic New Zealand trucking story that began with a couple's dream of running their own business.

LES and Betty Anderson began moving freight in 1951 with the aid of a single open tray Bedford truck servicing the local Wellington district, carting anything they could get their hands on to make a living.

Son of Les and Betty, John Anderson, and present day managing director, recalls how hard his parents worked to establish the now 61 year old family concern.

"In those early days, with government restrictions on the distance an operator could travel to secure freight, the folk's transport services were confined to the city sector and the Lower Hutt Valley region. So to get the work to survive, the business was operated as part of Kiwi Carriers, a co-operative of owner drivers.

John says he always knew he would end up working for his parents and in his late teens finally got behind the wheel. "When I was a youngster I would do whatever I could to help out after school and on weekends. So when the time came I joined the business driving a van doing metro deliveries, that was in the early 1960's," he said.

By the mid 1970's the Anderson's hard work ethics had finally paid dividends, due in part because the company was committed to taking on the handling of all kinds of cargo, sourced mainly from the Port's dockside. As such, the family's business activities slowly progressed towards LCL and FCL freight handling, a trait that today makes up half of the company's transport movements.

When Les passed away in 1988, John and his wife Dallas took over



John, Clinton and Craig Harris.



Les Anderson, company founder.



the running of the firm, and following in the family's tradition, their sons Chris and Clinton and nephew Craig Harris joined the company. All are now well entrenched in management positions.

Located in Lower Hutt, L.G. Anderson, is today ideally located to service the container movements of the Port as well as service the general cartage needs of the Greater Wellington District and when called upon, travel further afield to Palmerston North and beyond. As part of their all encompassing freighting operation, Anderson's provide a very sophisticated and expansive, MAF approved, warehouse and distribution service, an arrangement that is compliant with all HSNO regulations.

"Our company fleet of swing lifts and container skels feed the warehouse while the warehouse feeds our curtain siders, flat tops and rigids. It's a very convenient, flexible arrangement that guarantees that our customers' time sensitive cargo movements happen when they need to," says John.

One such container vehicle is this Maxitrans built quad axle skeletal trailer, pulled by a 630 series CAT, the first truck of its kind to operate in New Zealand. The new purchase is indicative of Anderson's commitment to 'upping the ante' on their level of customer service.

"This latest quad unit represents the very best we offer in service and safety as it comes complete with a BPW trailer airbag suspension and disc braked axles, the rear one being self steering,

plus all the on-highway and around town safety benefits of EBS and ABS. You know I finally succumbed to using BPW because of the persistence of their sales team. And I'm glad I did. Their integrated axle and suspension combination is trouble-free to run and you couldn't get better people to support you in the field than those at BPW Transport Efficiency.

"We are very big on doing it the right way through all parts of our operation, complying with all the relevant regulations, industry codes of practice, you name it, just to make sure our staff and the general public are protected at all times. The BPW people sure do help us along that pathway," said John.

Nowadays John's role is to develop future business ties, letting his managers and employees get on with the job of running the day to day operations. He made it very clear that the strength of the company lay in its people who share a common customer service culture. As for the past memories and the future direction, John was also clear about both.

"I've enjoyed every minute of the job from driving to having a beer with our customers. Running the business has also been very rewarding and I even like the thought of eventually stepping back and letting the reins go when the time is right.

"One thing is for sure, I couldn't have run the business for all these years without the support of my wife Dallas, she and our sons have made the trip worthwhile." ■





FOOD SAVVY





Left to right, Jim Miller and BPW Victorian product specialist, Peter O'Malley

It's been almost a quarter of a century since Jim Miller thought it was a good idea to earn a living from trucking. Lucky for the Tasmanian food industry he did, as Jim and his 200 strong team at SRT Logistics have been delivering dry, chilled and frozen food items to each and every township in the state... ever since!



STARTING with just 6 rigid trucks carting meat to local butcher shops for one of the many abattoirs, based in Hobart in those days, SRT Logistics has since become Tasmania's largest privately owned movers of grocery, dairy, beverage and meat products. Supporting their 70 odd, state-of-the-art truck and around 85 trailer fleet, SRT provide value added pick and pack warehousing and distribution services via their multi-temperature storage facilities located across the Tasmanian Island and on the mainland at their Melbourne depot.

Success hasn't come easy though, as Jim and his sons, Brent and Robert, can testify because as Jim says, "If down trending rate handling costs don't get to you, dramatic swings in the seasonal environmental conditions will."

To beat the fluctuating odds and still remain competitive, SRT Logistics has been at the forefront of embracing new product handling methods through utilising all the latest in equipment innovations and technology. It's been a formula that has seen the business grow to a fleet that is the envy of even the big boys in the road transport game.

"You have to go with the flow if you want to win and retain the important contracts. That means you need to re-invest in your people, buildings and vehicles, all so you can get the job done in a smarter way," said Jim.

Being smarter to Jim translates into fully utilising his vehicle capabilities by running dual temperature trailers, double shifting the trucks to driving down his operational costs.

"All our latest trucks and trailers are geared to return the necessary efficiencies to protect both the company and our customers from the unexpected. We satellite track just about every performance measure we can, from monitoring our trailers on-board temperatures, running gear costs, truck engine speeds, fuel usage, real time location, you name it.

"Our new Vawdrey, Barker and FTE supplied trailers are equipped with the latest BPW EBS, drum brakes, air suspensions and the BPW Soft Docking system, all to cap the expensive on-costs caused by premature wear and tear and by unnecessary body damage, most of which these days is preventable," he said.

Jim said that the company was still running their first purchased BPW axle, which according to him, must have clocked up over 3 million kilometers during its 15 years on the road.

"I can't see any reason to change from using BPW, so much so we don't buy any of our second hand gear unless it's on BPW," he said.

As well as embracing the latest and greatest in trailer systems, SRT is totally committed to food safety and quality assurance, as the business is tailored to servicing the food manufacturing, wholesale and retail supermarket trades.

"We are pretty much under the microscope in what we do, especially as we work within an island community where there are not too many business opportunities to gravitate to, if you stuff it up."

That being said, Jim tells us, as a family enterprise the company has a different culture than most, a culture of doing it better.

"I've always worked on the principle to just get on and do the job, sorting out any issues after the freight has been delivered. If others say it can't be done, due to cost over-runs or timelines, we go ahead and do it anyway. Hopefully we will be remembered for that service approach when it comes time to renew a contract or when someone else's customer is looking for better support."

Being a 'can-do' service provider with all the resources, expertise and flexibility to meet any transport challenge, SRT Logistics will continue to grow their reputation as a dynamic and efficient freight handler of time sensitive produce.

As Jim states, "Food is our business, end of story." ■

New Zealand transport operator, Wade Mackenzie, has a power house of action going on behind the scenes of his robust haulage business.

W.D. Mackenzie transports mainly over-dimensional and fragile freight, a task that requires a high degree of expertise and professionalism to be able to deliver the goods in mint condition.

He and his team of experience and certified driving staff are out on the road 24/7 if need be, doing what it takes to support their long list of loyal clients, so much so, that word-of-mouth has secured Mackenzie Transport's road transporting activities for a long, long time to come.

The firm's cartage services are highly specialised and demanding requiring the business to apply both their unique on-road handling procedures and innovative equipment that comprises of drop deck trombones, flat decks, a variety of cranes, winches, heavy duty forklifts, single man cages and piloting vehicles.

The sharp end of the W. D. Mackenzie business is being able to handle 'difficult to move' over dimensional items such as poles, concrete pipes and structures, large engines, sensitive machinery, even the odd helicopter. In that process the company's operators employ the latest in radio remote control technology to quickly, precisely and safely move the loads to their designated drop zones. Operational stability is also paramount, so multiple wide outriggers are employed to secure the safety of the loading and unloading process.

Throughout the moving procedure, which is often over very rough, narrow and hilly terrain, the BPW, highly stable air/axle running gear system prevents unnecessary movement of the load during transit as well as dampening the damaging pounding caused by road shock. "Every job we take on is meticulously planned because the health and safety of our people is paramount. The equipment we use undergoes the most stringent service and testing to be compliant and all our people and procedures are fully certified. I wouldn't have it any other way," says Wade.

W.D. Mackenzie is also plotting to make the company's future trips even more workplace friendly and price competitive.

"We've been working closely with Roadmaster to supply our latest step deck, quad axle trombone with the inclusion of BPW disc brake axles and airbag suspension and the Electronic Braking System. This extendable also has a rear BPW steering axle to take the scrub out of the tyres during all our squeeze manoeuvres. The trailer is exceptionally lightweight, only 9.2 tonnes, extends to 21 metres and is designed to carry most over-dimensional loads with the use of only one pilot vehicle. Again we've gone with BPW because it's engineered to last, is easy to service and handles our wide scope of services really well," said Wade.

Mark Loosemore of Roadmaster sales says the trombone was constructed to Mackenzie's request for a robust and reliable trailer, one that would handle all the really heavy loads. "The fabricated beam, steel step-deck chassis rails, high tensile main chassis flanges for greater torsional strength and lighter tare weight, full depth suspension cross members, steel decking, certified rope rails to NZS5444 certification, a full set of twist locks to suit heavy duty containers plus much more, make this build almost indestructible," said Mark.

With the right equipment, the right workplace attitude, versatility of services and willingness to go anywhere at any time, it's no wonder that this West Auckland based crane hire and cartage business is in so much demand.

"At the end of the day all our customers want is for us to move their freight undamaged, safely and for a reasonable price." #

BIG END



OF TOWN

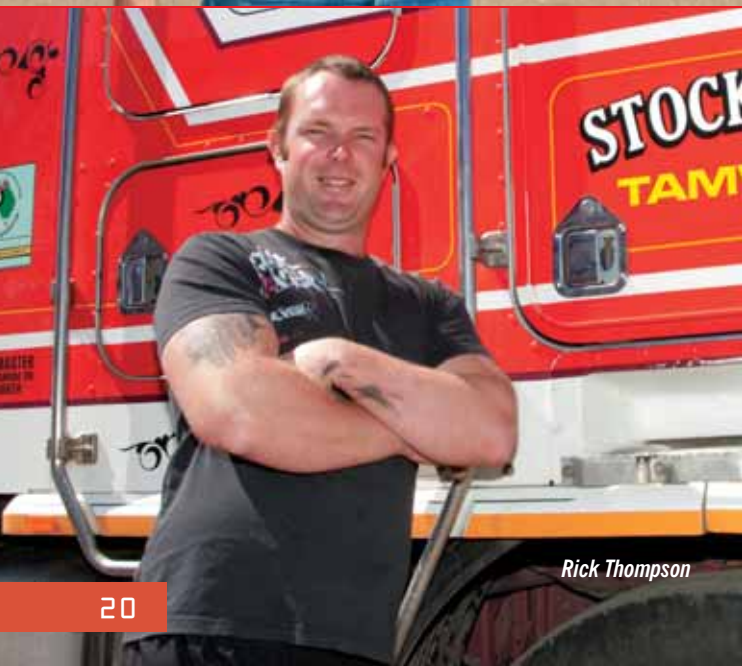


MASTER STOCKMAN

Transporting and caring for thousands of loads of livestock each year isn't easy.



Robert Cavanagh



Rick Thompson

THE nature of the business is both complex and demanding as the driver is responsible for looking after a live cargo that at times can be testy and therefore difficult to manage. It's a tough workplace that's hard on both the people and equipment involved, so those in the livestock haulage industry need everything going for them to succeed.

Robert Cavanagh, who runs the company, Stockmaster, based at Tamworth in New South Wales, operates a large fleet of B double stock crates set up to move cattle and sheep all over Australia, and according to Robert, using world's best practice.

"Our team of drivers, which I consider is a priceless commodity, makes up the front line of the operation. Collectively they attain the special skills that are required to humanely manage the livestock throughout the entire handling period," he said.

In a given season the company's vehicles, which are all GPS tracked, can individually travel over a thousand kilometers at a time to move the animals to feedlots, processing plants and the sale-yards. During those long distance hauls the livestock, at planned intervals, are 'spelled', a term used where the cattle and sheep are watered and rested at predetermined intervals to ensure they arrive at their destination in peak condition.

As a member of the Livestock and Bulk Carriers Association, and fully accredited under Truck Safe, and as a member of NHVAS, Stockmaster obviously take their workplace responsibilities and operational standards seriously. The company has even invested in its own cattle holding facility at Tamworth, a warehousing service you might say, where the stock is looked after before being moved onto other parts of the country.

Robert also operates a northern division which is based in Inverell, a 3 hour drive north of Tamworth, and together both sites cater for the needs of the various abattoirs and feed lots which are spread throughout the Darling Downs plains.

Apart from the handling of the livestock, Robert's next biggest challenge is the handling of the finances, as keeping operating costs under control is always on Robert's mind.

"We all pay roughly the same fixed costs for our registration, our trucks, trailers, tyres and labour. Therefore, the only way you can get ahead in the game is making sure the equipment you've selected is right for your specific needs, and also correctly maintained so you can deliver a constant level of high quality service. If you lose sight of that approach,



then the party's over and you're out of business," he said.

For Stockmaster to deliver the company's consistent on-time track record, and with the cargo intact, Robert insists on using only BPW running gear fitted to his predominately Byrne built trailer fleet.

"Nothing compares to BPW for a low cost whole of service life. In comparison to the other axles and suspensions I've used, BPW is by far more robust and stable, and as for component parts life, we can run a trailer for over a million K's without having to touch the brakes, bearings, S-cams, adjusters or bushes. Having BPW on board is one less issue I have to worry about."

In looking for the competitive edge Robert says he's not frightened to trial new equipment like the BPW Electronic Braking System which is fitted to his latest Byrne Trailer built B double stock crates. He says that with their high centre of gravity loads and the road systems his team of drivers has to negotiate, EBS is a must.

Driver, Rick Thompson, says that the BPW axles, air suspension and EBS package makes his job far safer and easier and therefore less stressful. "I'm constantly carting cattle and sheep all over the countryside, many times with over 600 head of livestock onboard. Because the cargo is heavy and sits high, it's reassuring to know that the trailers have all the roll stability and braking power needed to get me from A to B safely.

"I know this because the entire rig holds really well on the road. I've been told if I go into a tight corner or roundabout, that little bit quicker, the EBS will kick in and slow the truck down. So far that hasn't happened, as I drive defensively. But nevertheless, it's reassuring to have BPW behind you, just in case."

Stockmaster is one of around 300 Australian livestock transport businesses that all support each other. Robert for instance employs sub contractors to handle half of his stock deliveries during the high season as many operators, like Robert, are consolidating their services to survive in both a highly competitive local and international trading environment.

"If you want to be around in the future you need to closely monitor your costs and seriously embrace your duty of care responsibilities to protect both your own and your clients' assets. When all is said and done, everyone in the livestock supply chain needs to make money, from the producer, the carrier, the processor to the exporter. If anyone in the link is not profitable, then the industry is in big trouble," said Robert. ■



ALL THINGS TO EVERYONE



Stuart Hatton

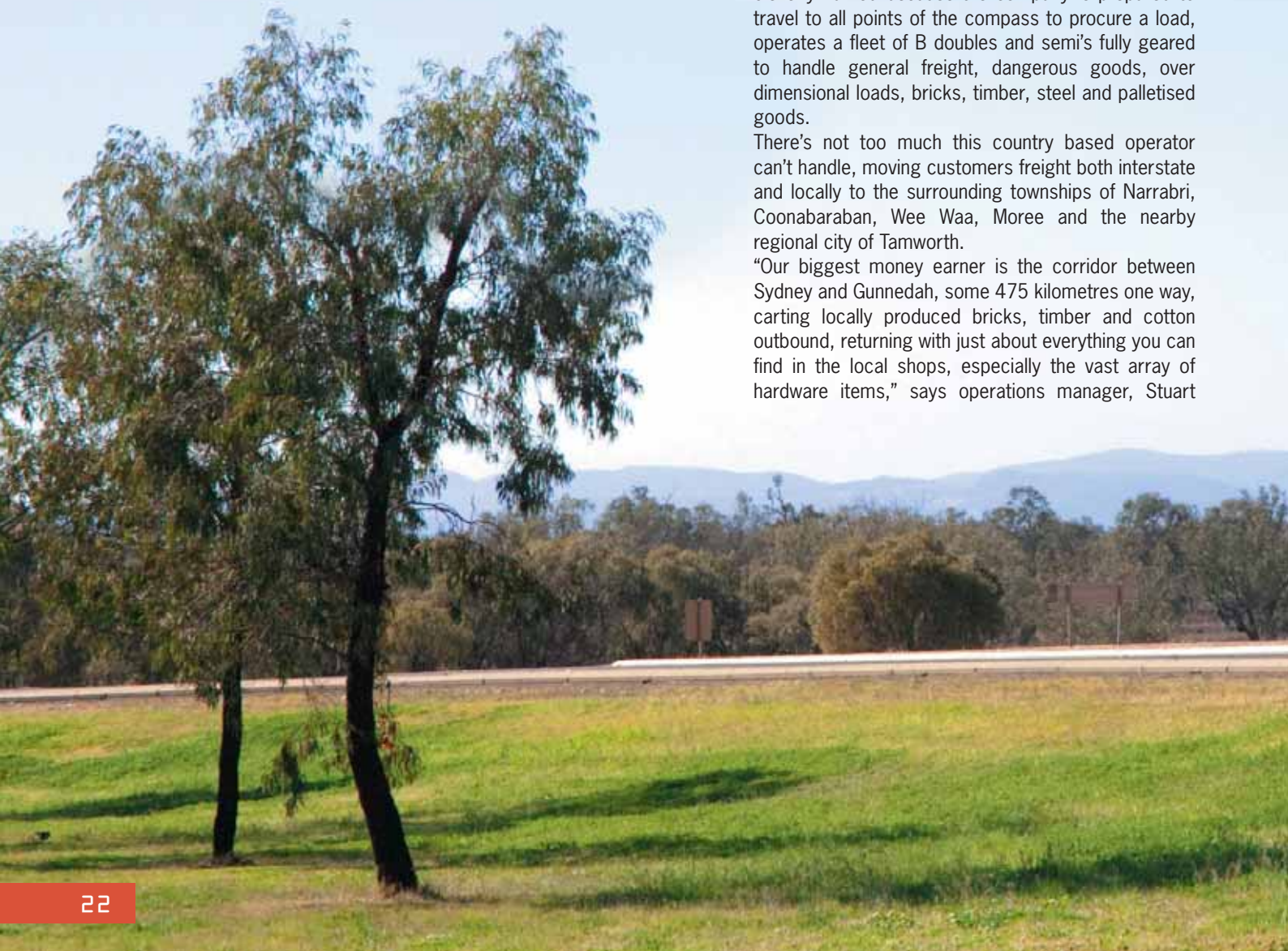
Gunnedah, like most Australian country towns, is heavily reliant on its local road freight services to keep the shop doors open and the surrounding farming businesses in supply of their much needed fertilisers and general goods.

LOCATED in central north eastern New South Wales, with a population of just over 12,000 people, Gunnedah's primary exports are cotton, grains, coal and livestock, all of which require transportation services, and it's there that Fourways Haulage comes to the rescue.

Established by Michael Cox, Fourways Haulage, cleverly named because the company is prepared to travel to all points of the compass to procure a load, operates a fleet of B doubles and semi's fully geared to handle general freight, dangerous goods, over dimensional loads, bricks, timber, steel and palletised goods.

There's not too much this country based operator can't handle, moving customers freight both interstate and locally to the surrounding townships of Narrabri, Coonabaraban, Wee Waa, Moree and the nearby regional city of Tamworth.

"Our biggest money earner is the corridor between Sydney and Gunnedah, some 475 kilometres one way, carting locally produced bricks, timber and cotton outbound, returning with just about everything you can find in the local shops, especially the vast array of hardware items," says operations manager, Stuart





Mark Smith

Hatton. Their interstate function also sees Fourways travelling to Brisbane and Melbourne, acting as an export life-line for the area's cotton growers.

Stuart teamed up with Fourways Haulage, having previously worked on a farm, at a saw mill and as a sheep shearer, and all that hard yakka was perfect training for Stuart because of the trials and tribulations needed to run the daily aspects of such a diverse trucking operation.

"I started here as a 'jack of all trades', keeping the place tidy, servicing the vehicles, driving the trucks, eventually working in the office. Michael taught me well throughout those early days because I'm now in charge of managing the show, a job I'm dedicated to in every way," says Stuart.

With responsibilities ranging from freight scheduling, OH&S chain of responsibility, fleet servicing, to customer relations, Stuart's role is more a life style than a job.

"When you're working for the local community, there's no such thing as a 9 to 5 work day, especially when you're offering a personal service designed not to let people down," he said.

Part of keeping the customer commitment plan alive and well is Fourways Haulage's ability to deliver their loads intact and on time.

"The tools of our trade are our trucks and trailers. Without them being in good order we have no chance of meeting our customers' requests. Having a background in looking after all things mechanical, I have a big say in what equipment we run and service

and that is Freightner, Barker and Maxitrans' trailers, all with BPW running gear," said Stuart.

As to why the trend towards BPW, Stuart said, "To this day we've never had a failure using BPW – ever! It might be a little heavier but we don't care, because we know BPW will always allow us to do the job without fail."

At times, Stuart says they occasionally lose a job on price, but invariably they get the freight back because the firm has the equipment and ability to look after the cargo and so keep to their delivery promises.

"We've succeeded by sticking to our guns on price because we are able to deliver on the quality and care we provide, thanks to both the high quality level of equipment and people we employ."

One such person the company engages is driver of 8 years, Mark Smith. He is in charge of a dedicated B double travelling to Sydney, Brisbane and Melbourne on a weekly basis. It's a job he loves, thanks to the reliability and safety of the vehicle he is in control of, the way in which Fourways Haulage takes care of his needs and the beauty and freedom of the open road that Australia is especially renowned for. ■





Lorraine and Bryan Menefy



KEEN TO PLEASE

Years of driving experience in the dangerous goods sector of New Zealand's road transport industry has taught Bryan Menefy to be a perfectionist, especially when it comes to handling freight.

I started out for myself as an owner driver some 16 years ago for an Auckland based company in both the chemical and fuel industries. After 8 years of that I decided to get into business myself as a carrier using both tankers and flat decks. With the invaluable industry knowledge and the lessons learnt, I knew where I wanted to head, so I returned to my home town, Palmerston North, that's when I brought my first flat deck trailer and I've never looked back since," said Bryan.

It wasn't long before Bryan had built up a fleet of late model trucks and trailers to move both general and containerised freight. Goods carried vary from steel, concrete, portable buildings even palletised beer, all of which Bryan says, require the utmost of delicate handling during all phases of the haulage process.

"We are meticulous about how we go about our business. From the way we present our vehicles and drivers to the smooth and efficient movements of our customers' products, nothing is left to chance.

"Whether it's a massive concrete bridge beam, a delicate piece of machinery, a greenhouse kit or cooling tower, each and every load is treated as fragile and as such, our drivers are fully trained so nothing can be bent, crushed or scratched whilst under the company's care," he said. Equally the firm's truck and trailer equipment is produced to protect whatever is freighted so Bryan can ensure that each and every load is delivered in mint condition.

"We run mostly high-spec Mack trucks and high cube 13, 14 and 15 metre flat decks, mostly built by Gary Douglas Engineers because their designs, production standards and final presentation are second to none.

"Gary has even supplied our first quad axle step-deck

trombone trailer to handle the increasing demand for us to transport over dimensional loads. The majority of these trailers are equipped with the BPW axle and airbag running gear because of the stability factors, soft ride capabilities and ease of service benefits. I simply haven't got time to muck around with equipment that is incapable of supporting both our and our customer service standards," says Bryan.

Not to be outdone, Menefy Trucking also has several fully compliant tanker semi trailers offering capacities from 35,000 to 44,000 litres. Bryan has these tankers strategically located on both the North and South Islands to cater for his customers' time sensitive chemical and fuel distribution requirements, demands which he is well aware of, based on the lessons learnt in his early years of driving dangerous goods.

To secure their client's ongoing patronage, Bryan believes strongly about continuing his hands-on approach to running the business, an edict which is backed by a stringent health and safety training program, including G.P.S. tracking of all vehicles to meet and exceed both his legal duties and the customer's consignment expectations.

"I've built the company based on being honest and trustworthy with all whom I deal with. I also run the business where everyone is treated equal. Together we offer a formidable service, based on the experience and skills needed to safely and securely move specialised freight within the required time frames.

"You could say I'm over passionate about what I do, but these days you have to be if you wish to sleep well at night."

It's easy to see why Menefy Trucking has developed so quickly, and through word of mouth. ■









SOUND FOOTING

For a man who has always wanted to drive trucks and run a small business, Peter Cusato, has done well.

HE began driving a rigid van for his father's Toowoomba based fruit shop in the late 1980's delivering produce locally four days a week and that experience gave Peter the taste to do his thing and run his own show.

"I approached a number of small fruit and vegetable growers in the immediate area to transport their produce direct from the farm to the Brisbane market. Having won over a few would-be clients, I put a deposit on a MAN 8 wheeler and so I began trading from then on as Cusato Transport.

Based at Highfields, a short drive north of Toowoomba, Peter, his wife, Pixie and a group of staunch drivers have collectively established a tidy and lucrative refrigerated transport service that, over the years, has been driven through industry word of mouth.

"Ever since we started our service I've never had to poach any work, as the local shop keepers, farmers and the hospitality trade has driven the growth of the business from day one," said Peter. Cusato Transport is by no stretch of the imagination a large carrier of chilled and frozen produce, but what the company does is at the top end of the scale when it comes to satisfying their now loyal customer base.

"We run 9 trucks, mainly Western Star, that pull a range of semi and rigid chiller and freezer vans, all supplied by key trailer builders such as Vawdrey, Maxitrans and Lucar. Our semis have been chosen because of their time saving features, like the easy to access 'Slide-a-Side' and buckle-less curtain designs. Most of the fleet is also set up on BPW running gear as we need the reliability and soft ride aspects to look after the delicate cargo we always carry.

"Although the onus is on our drivers to get the loads to their respective destinations on time and in top condition, it really gets back to the equipment, our 'tools of the trade', to secure the best

outcome for both us and our customers," Peter said.

Apart from having the right men and equipment Peter also believes that having the right work ethic is 'a must have' fundamental practice to succeed in the highly competitive business of freighting refrigerated food.

"I was raised with a strong attitude of doing the right thing by everyone and being very particular about everything you do. So I deal direct with our customers on a daily basis, keeping the lines of communication open at all times. We've kept our business to the size it is so I can get to know all my clients personally, an approach that has worked well for us, so we'll try and keep it that way."

Scheduling of the work load is split between the labour intensive local deliveries and third party sourced interstate haulage that covers the east coast of Australia from Cairns to Melbourne. It's a 7 day a week routine that involves lots of paper work with no half-measure practices along the way.

"In our line of work you have to be up to speed with all the food handling and safety regulations. It's no good supplying a reliable and competitive service if you compromise your drivers' safety or your customers hard won livelihood.

"At the end of the day you need everything going for you to be able to deliver the right quality, right price and right service flexibility where you are often called to pick up and deliver at a moment's notice.

"We've worked hard at getting all our operational systems right. For me the bottom line is constantly evaluating your workplace practices, looking to see how you can save on unnecessary operational costs while improving what you do.

"Along the way it's what you make of your business that counts." ■

TEST OF TIME

Ask anyone associated with Australia's logging industry about Elphinstone's timber jinker trailers and you'll get the thumbs up. It's been that way for more than 3 decades because founder, Graeme Elphinstone, is as good with his trailer innovations as his personal assurance to fully back what his company builds and services.





Graeme Elphinstone

BASED in Triabunna, located on the lower east coast of Tasmania, Elphinstone started producing tandem jinkers in the mid 1970's. The family business introduced 'on-vehicle' weighing systems to the Australian logging industry, was the first in the world to develop the now widely used 'Folding Skel' and was the first to build a tandem- tri B double logging skel. With the introduction of further innovations, such as the 'Elphlink' and the 'Easyloader', Elphinstone's ongoing list of trailer brands became the popular choice for both the single owner operator through to the big players in timber haulage.

Variations on skel designs ranged from single trailers, tandem-tandem B doubles, tri-tri B doubles, B triples, self loading road trains down to 19 metre long loggers. Then came Graeme's pole trailers and the latest innovation, an 'Easy Steer' tri axle self steering suspension, which at present is under PBS approval. It doesn't stop there, with Graeme and his dedicated team now creating the 'Sea Skel,' expressly designed to cart hazardous goods containers between Devonport in Tasmania and Melbourne's port on the Australian mainland. These 6 tonne lightweight off-highway skels are capable of carrying up to a 56 tonne payload and feature the fully imported BPW single point tandem spring suspension. Each trailer has a fold-up landing leg arrangement that allows the legs to be used as a sturdy trestle when the trailers travel on the ship's open deck.

These legs are manually winched into position via the 'auto braked' handles which are located on each side of the trailer for accessibility.

The 'Sea Skels' are one of many specialised trailer projects that Elphinstone produce, along with their other main business activity, the sales and service of truck and trailer weighing systems.

"Most of our equipment innovation is driven by our customers looking for more payload and smarter ways to move their freight. But no matter what we create, we won't toy with safety, reliability or quality, even though we are always mindful to get the tare weights as light as we possibly can without sacrificing operational reliability," said Graeme.

To assist with the reliability factor, Elphinstone has insisted on using, where possible, BPW axles and when it became available in the mid 1990's, the BPW airbag suspension system.

"We find BPW works best in the logging business because it's robust and therefore perfect for hard off road travelling. BPW Transpec also backs up the product with readily available genuine spare parts and that is important to us so we too can keep our service back-up integrity. BPW also fits the bill when it comes to quality, as both we and our clients don't need the headache of unplanned downtime. Like BPW, we never build the cheapest, because our aim is to be the cheapest - 5 years down the track." With logging skels being Elphinstone's bread and butter, their

trailers are at work all over Australia, even in the Antarctic working on skis instead of wheels. Specialised or otherwise, Elphinstone has strategically located people around Australia to look after their trailers, especially at their Melbourne based offices headed by Graeme's son, Grant.

"We believe in having the right people to both build and look after our products long after they've left our manufacturing plant here in Tassy.

"It's one thing to be innovative, but if you can't support the customer after the sale, you're no good to anyone. I guess that's why we've stood the test of time, come hail, rain, shine, and the ups and downs of the economy," said Graeme. ■



TRAVELING FIRST CLASS

Lester Strasburg knows a thing or two about moving cattle. He should too, working and carting the livestock ever since he bought his first couple of trucks from his father, Arthur, back in 1974.



Left to right, Shane Klee and Lester Strasburg

HIS business, Strasburg Bros Livestock Carriers, works the 36 trailer fleet hard, moving cattle Queensland wide for the local farmers, abattoirs and the major supermarket chains. Occasionally the family operation is called to travel to the Northern Territory and down to New South Wales, a travel itinerary that puts both drivers and the stock crates to the ultimate test.

Along the way, Lester has spent a lot of time and effort repairing his trailers from welding up stress fractures to doing general maintenance on the gates, lights, etc. So in 1992 he decided to do something about the high costs of maintaining the fleet and began designing and building his own trailers.

"We first made the decision to create our own chassis and develop our own bins because as operators, we know what works best. So we built our trailers stronger than the others, with features that made them far easier to use. If our drivers complained that 'this-or-that' design element wasn't working as planned, we would rectify the issue. The end result is that we produced a trailer that was simple to use and simple to repair if damaged, crates that have lasted up to 15 years in the field with little or no maintenance required," Lester said.

With the runs on the board Lester decided to step into the





commercial world of building and selling his livestock trailers to the broader livestock transport industry, all custom made under the 'Strasburg Trailer' company banner.

"With the success of running our lightweight yet robust crates, I decided to pass on the benefits we've experienced to other operators, such as the longevity and low cost, trouble free use," he said.

The trailers in question are all produced to Australian design rules and are OH&S compliant. From the aluminum side walls, gates and ladders, to the lighting systems, everything is built in accordance with the latest industry standards.

"We hand craft them to stand up well for the heavy going livestock use and they're very practicable to operate, no finger pinching gates and all those sorts of user friendly operational features," says Lester.

To support the longevity factor of their trailers, the company only fits BPW axles. The reason for that decision, as Lester explains, is due to both cost and reliability.

"From day one I've used BPW because you don't have to touch the brakes or bearings. We can run a trailer up to one million kilometers without replacing brake parts, provided of course you

service them correctly."

As workshop manager it's, Shane Klee's, job to look after the servicing of the fleet as well as helping out with the new trailer building operation. He too is a BPW fan because the axle system is easy to service. "We check the axles every 500,000 kilometres and I know they do the job best because we never have to touch them," Shane said.

Up until recently, Strasburg Bros Livestock Carriers has operated steel spring suspensions on their trailers, as that's the choice of their drivers and a long standing livestock haulage industry standard. Of late however, Lester has gone down the path of using the BPW heavy duty airbag suspension.

"Like most in the business, I was never an airbag man, but I'll tell you one thing, since we've fitted the BPW airbag suspension I've changed my mind. The trailer ride is a lot quieter and more stable. The air suspension is also easier on the trailer, is right for the cattle, and believe me, it will further help secure our already long standing reputation as a company that looks after the customer as well as the cargo," said Lester.

We wish Lester and the team at Strasburg Trailers well with their new venture. ■



TICKING ALL THE BOXES

Keeping tabs on the relentless movements of international shipping containers, providing local and line haul road transport services and managing the obligatory warehouse and distribution challenges that go with the territory, is what Tomoana Warehousing do, and do well.



TREVOR Taylor kicked off the venture 16 years ago in the Hastings suburb of Tomoana, which is located in the Hawkes Bay area on the west coast of New Zealand's North Island. As Trevor was then predominately carting packaging materials he saw the opportunity to provide a convenient 'add-on' warehousing service, a smart move which quickly became the main focus of the company's operation for almost a decade. It wasn't until 2004 that Trevor's son, Stewart, now Tomoana's managing director, took on the role of reinstating and growing the necessary transport infrastructure to support their warehousing operation, which now consist of an extensive 5,000 metre complex offering 21st century storage and handling services. "Today's warehousing facility is pretty much dedicated to supporting the Heinz Watties production line, moving containers of raw materials, packaging and finished product to support the iconic brands that the local food producer is internationally renowned for. We also facilitate pick, pack and the re-distribution of many products, not just for Watties but for other clients as well," said Stewart.

A big part of the business is also focused on moving 20' and 40'

containers around the Hawkes Bay region for the many importers and exporters and to on-forward containers to other coastal Ports like Auckland and Tauranga for destinations further afield.

"It's far quicker and more efficient for our customers to have us line haul their containers than for them to rely on coastal shipping or rail freight system.

"Our mandate is to have the various routes we travel on, fully permitted, have the right vehicles in place and work towards getting the maximum legal loads on board," Stewart said.

As for trailer choice, Tomoana run a number of side lifters and skels supplied by Steelbro and Patchell Industries respectively. For their line haul and general freight business, curtainsiders and flat deck B-trains are the order, including a couple of recently commissioned Fruehauf 22.3 metre, 5 axle B trains, built to make full use of New Zealand's latest weight and dimensional rules.

"Fruehauf, under the guidance of Jeff Mear, was able to put a longer and lighter trailer on the road, which allows us to carry everything from milk power to apples, freight that is delicate to handle and transport. That's why we insisted on again using the tried and proven soft ride characteristics of the BPW integrated axle and



airbag suspension system. We also made the call to use trailer disc brakes and EBS as our drivers have to navigate some fairly demanding road conditions."

A lot of the Tomoana's work is seasonal and that at times, according to Stewart, can be tricky to get the balance right between delivery schedules and the best in freight utilisation. So having the clever gear and running the show to a 5 star rated freight business is critical.

"To survive you really have to be everything to everybody these days. But by doing it the right way and having our warehousing and comprehensive value added dispatching arrangements in place, we are able to pass on significant savings. We are also skilled in correctly handling a wide range of sensitive and perishable cargoes and we are expert at moving high volume containers to and from the Ports for the various shipping lines and suppliers we deal with.

"To achieve all of that, we rely heavily on our trustworthy and well trained people so the management team can concentrate on future customer service strategies, all because we care a lot about our performance capabilities," said Stewart. ■



Left to right, Stewart Taylor, sales and marketing manager, Steve Young, dispatcher, Terry Northcott and warehouse manager, Clarissa Bayliss.





MODERN DROVER

You could say that Page Transport has moved a truck load or two of livestock across Bass Strait to the Australian mainland since the fourth generation business started caring for and carting cattle, sheep and pigs in the early 1900's.



LAST year alone, as Tasmania's largest mover of livestock, Page Transport exported over 400,000 head of sheep and 40,000 head of cattle to the port of Melbourne, which involved over 1500 trailer movements.

Managing Director, Geoff Page, told us the family concern began with his great grandfather, Arthur, back in the 1920's. "In those times the business was involved in farming and logging within the Liffey Valley, carting the massive lengths of timber to the local saw mill using bullock teams," he said.

One of Arthur's 4 children, Reg, eventually took over the family affair and then it was his son, Graeme, who had a turn to manage the operation, which began seriously moving livestock, using motorised transport.

"My father Graeme and his brother, Ian, saw the first overnight roll-on, roll-off trailers move across Bass Strait doing much the same as we do nowadays," said Geoff.



As for, Geoff, he joined the firm as a driver in 1984 delivering general freight, then gravitating towards transporting livestock a few years later.

Using a sizable fleet of 'pre-loved' trailers, mostly Byrne built, and those expressly designed and manufactured in-house by Page, the company today handles over 80% of the 'Apple Isle's' livestock shipping needs.

Working for various meat processing companies and stock agents, Page Transport has, over the past 40 years, developed a highly sought after livestock transit service with handling facilities based on both sides of Bass Strait, and in close proximity to the ports, making the transportation between the depots, in the shortest possible time.

"We've set up our operational procedures accordingly because we don't take our animal welfare responsibilities lightly. And, I might add, in doing so we are in constant contact with all concerned in the industry, the local Primary Industry departments, our clients and the shipping authorities, all to ensure the condition of the animals we handle is constantly being monitored," said Geoff.

Even the design and development of Page's trailer equipment is planned around protecting the livestock during the loading, travel and unloading arrangements.

"All our crates are designed and purpose built with adequate ventilation, and have the soft ride characteristics built-in through the fitment of the BPW axles and air bag trailer suspensions. We have our own maintenance crews at both of our sites to make sure the

fleet is kept in safe working order and regularly cleaned, believe me, animal manure and salt water don't mix very well."

Once the livestock is shipped to the mainland, Geoff's brother Chris, along with Ian, who is still involved in the firm, manage the consignments to selected abattoirs within the state of Victoria, and at times into New South Wales to various feedlots. Geoff says some of the stock, the Fresian Heifers in particular, are air freighted 'live' in Jumbo cargo planes to overseas destinations like China, Russia and Mexico.

In the severe drought seasons, which are part and parcel of Australia's harsh climatic history, Page Transport is engaged in moving thousands of stock to both Australia and Tasmania to better pastures, enabling the farms and the livestock blood lines to survive.

The company also handles the 'A' grade, blue ribbon cattle produced on nearby King Island, but as Geoff stated, most of what Page cart is premium product which contributes over \$400 million a year to the Tasmanian economy.

As most of the farming land is now taken, Geoff commented, "With not much more room to grow the livestock business, we are now starting to diversify into transporting grains, fertilisers, even plaster board used for the domestic Aussie building industry.

"However, in principle we will continue to focus on providing a hands-on livestock haulage service. We're not the cheapest, but with our local knowledge and desire to please, we get the job done best and on time," said Geoff. ■

CHASING THE ULTIMATE

Having wet weather conditions stalling the wheat harvest across his three 'Beefwood' grain properties, Gerrit Kurstjens, a farmer and Dutch agricultural machinery manufacture, turned to Queensland based Oztec Manufacturing to come to the rescue.

GERRIT, originally approached Oztec directors, Glen Picone and John Sheehan, to produce a 50 tonne, 3 axle version of their standard 30 tonne, 2-axle Tramliner model to achieve more harvesting capacity. But midway into the development of the 3 axle version, Gerrit asked Oztec to add a fourth axle and in doing so produced a 50 tonne, 8 wheeler end product. The rig was also fitted with 1680 mm high Michelin cargo, high-flotation tyres, the result of which, for Gerrit, has been amazing. "What we collectively came up with was a quad axle self steering unit

featuring a 1500mm wide transfer belt. That effectively allowed Gerrit to discharge 10 tonnes of grain sorghum in just under 3 minutes during the harvest, even in the wet, while staying on the tramlines and without dropping a rev," said John Sheehan.

Using the high flotation tyres and the extra 2 wheels, the fully loaded bin exerted far less ground pressure than the header wheels.

"All our paddocks use the tramline format with 12 metre centres, so we must have reliable on-the-go grain transfer from the header to the silo to minimise our cost/tonne transport costs. We must also have





Left to right John Sheehan and Geoff Huddy, BPW Queensland product consultant.



fast and trouble-free unloading, so by adding an extra set of wheels along with the tyres, we have been able to avoid - that sinking feeling," says Gerrit.

Clever design features, such as the Oztec independent adjustable hydraulic suspension fitted to all 8 wheels, with each hydraulic system tied to a central hydraulic accumulator, BPW front and rear steer axles with the 2 BPW centre axles being fixed stubs, plus hydraulic brakes, has produced a top-of-the-line new chaser bin model.

"We had to relocate all axle mounts to fit the fourth set of wheels, but it was worth it, as the new Longreach model greatly minimises soil compaction while carrying higher loads," says John.

During the harvest the grain flows off the adjustable speed transfer table and is distributed along the 10.8 metre x 4 metre grain bin by a hydraulically driven cross auger.

"The extra axles and high floatation tyres has halved the horse power per tonne needed to tow the Longreach. Operators also get big savings using two 50 tonne Longreach chaser bins, compared to operating three conventional 30 tonne units. The farmer has more harvesting capacity and saves costs by not having to use an extra tractor and driver," stated John.

With the increased productivity and the ability to speed up the harvest, without compacting the ground, the Longreach has amply proven itself on Gerrit's New South Wales farming properties based on the Moree Plain.

"There is 1.5 tonne less weight per wheel, so even with a full load you have less compaction. Add to that the fast and trouble-free unloading and the results have been fantastic," said Gerrit.

Oztec is the only company in Australia to build a 50 tonne chaser bin and has since supplied Gerrit with a second unit. Two more 50 tonne Longreach units and one 40 tonne version also are in the pipeline. ■



EDBRO'S RELENTLESS APPROACH TO PRODUCT DEVELOPMENT

Geoff Creamer, Technical Director of Edbro, was recently in Australia to catch up on the latest industry legislative changes. During his trip he explained why it is no coincidence that the company is the world's number one manufacturer of commercially produced hydraulic truck and trailer tipping equipment.

GEOFF has held his position as Technical Director since 1991 which gives him a unique insight into how the tipping industry has developed over the last two decades. His department is purely devoted to improving the manufacturing process and performance of the company's wide range of tipping cylinders; which are rated from 5 to 90 tonne capacity.

"Our primary focus has always been, and will always be, on providing the best possible tipping solutions within our industry. We regard product development as the essential ingredient for both our growth and the growth of our customers; this is why I travel all over the world to understand the challenges our cylinders face in the field," said Geoff.

Edbro's manufacturing facilities are located with its head quarters in Bolton, UK, which has been the company's home since it began trading in 1916. Over the last 95 years the factory floor has undergone continuous changes. It now operates on a semi-automated platform capable of offering a highly flexible production process designed to suit the individual needs of the company's customers.

Edbro has maintained its position as the market leader through continuous investment in R&D and state of the art production techniques. This includes developing its own CAD software, creating specialist testing equipment and procedures, introducing flawless laser welding technology, and employing sophisticated digital equipment to record vital data from cylinders working in the field.

"At present we are investing in a new wave of laser welding technology and our core production processes; this is intended to open up further opportunities for product development. Apart from standard catalogue products we are geared to provide customised solutions to optimise our customer's applications.

"As a consequence of our product development and testing programs we are able to offer continued operational savings

through new technologies. We recently enhanced our 'C Series' hoists to improve the efficiencies, productivity and performance of tipping cycles by providing even more weight savings and increased cylinder strength."

We met with Geoff in Melbourne at the head office of Edbro's Australian distributor, BPW Transpec, where he and Kerry Wood, Edbro product manager for BPW Transpec, were about to embark on their fact finding mission.

"We spend the time in countries like Australia evaluating our products so we can future proof our customers' tipping business against the potentially high costs associated with handling heavy bulk materials.

"Our association with BPW Transpec goes way back to 1955. Ever since the partnership began we have received massive amounts of invaluable feedback on how our products have performed in the unique Aussie tipping environment. This information has allowed us to optimise our products' capability both for the Australian and global market.

"Australia is a fascinating place from a road transport engineering perspective. I don't think there's another market in the world that's so heavily involved in issues like safety and maximising productivity. It's fantastic to play a part in that, by offering products that help operators meet their desired work-place criteria.

"Thanks to the feedback and suggestions that we have received from the market over here we are now able to produce the lightest and most durable tipping cylinders in the world, with cost saving features such as our unique 'ultra dry' sealing system. When all is said and done, it's all about giving our customers a fit and forget product that's truly maintenance free.

"Edbro has been around for over 90 years setting the industry standard, so we're not about to become complacent, now or anytime in the future." ■



Left to right, Geoff Creamer and Kerry Wood.



SPOTLIGHT ON NEW INNOVATIONS

One of the world's largest exhibitions for transport, logistics and mobility, the IAA Commercial Vehicle Show, recently held its 64th event in Hannover, Germany.

THE show attracted over 1800 registered exhibitors from 46 countries and was again hailed as a huge success, especially for the numbers of newly released product innovations. The industry's impressive drive for innovation was no better illustrated than on the BPW stand where a number of new product developments were on show.

ALWAYS UNDER CONTROL

New releases included the ECO Tronic TCONTROL telematics system that uses GPS to keep tabs on both the trailer and the pantech's refrigeration plant, with inputs from various sensors.

The system is designed to constantly inform the operator of the whereabouts of the trailer, not just to protect against theft, but also for complete route supervision to optimise transport costs

and energy consumption.

As well as this security feature, a trailer door sensor monitors the cargoes loading and unloading times. A warning device is also activated if the refrigeration plant has failed to ensure that the highest levels of quality assurance have been met in respect to the temperature sensitive goods on board.

By mid 2013 BPW will release a tyre pressure monitoring system. Sensors are mounted in each tyre, that transmits temperature and pressure data to a receiver mounted on the trailer. The data is then transmitted via the on-board telematics unit back to base. The system can keep track of where a tyre is fitted within the fleet so an operator can build-up exact records of a tyre's service life, with not only temperature and pressure data but also kilometres travelled and a record of the positions on a vehicle that it has been fitted to.



VISIONS FOR THE FUTURE

In the pipeline were many 'to be released' innovations that will truly place BPW head and shoulders above the rest.

Precisely matching running gear with the required transport task has always been a forte' of BPW and with the introduction in 2014 of the new ECO Air VARIO, with the airbag suspension modular trailing arm spring concept, BPW will be able to further improve it's already impressive offerings.

ECO Air VARIO is an evolutionary step in air suspension spring design, gained from over 30 years experience of the BPW air suspension series actual in-field use. This means that BPW will now be able to supply individual solutions, from 9-14 tonne axle loads of even more reliable, lighter weight air suspension products.

Also on display was the new BPW ECO Turn, self steering axle that offers all the performance of the previous version but with further advantages like a weight reduction of 28 kilograms, and significantly

Continued next page...





SPOTLIGHT ON NEW INNOVATIONS



improved maintenance schedules. New technology means that the steering king pin bearing no longer requires lubrication, so the ECO Turn now has the same service intervals as rigid axles. Apart from reducing lateral forces, resulting in improved turning circles and extended tyre wear, the ECO Turn now provides the further economic benefits of reducing maintenance intervals.

Further product developments were released as well, such as the ECO Cargo VB, a robust and modern mechanical suspension system, that with its precise track alignment and optimal positioning of the connecting rods, results in improved tyre wear.

Another product that will be available in the first half of 2013 is the composite air tank, which is corrosion resistant and offers a tare weight comparable to aluminum air tanks but with the promise of lower cost.

BPW also displayed their new range of 'ERMAX' trailer lighting systems with LED lights and modular wiring looms.

And to top off the great news about all this newly developed innovation, BPW walked away with the prestigious 2013 Trailer Innovations Award for their ECO Vision lightweight integrated axle/suspension module. The ECO Vision is a glimpse of what the future may hold. The Glass Fibre Reinforced Plastic (GFRP) construction allows for optimised shape and strength, and with aluminum hubs, this disc braked axle/suspension includes electrical regenerative brake, all at a tare weight of only 320 kg.

Dr. Bert Brauers, BPW sales director said, "With our innovative concepts and products for trailers we are setting new standards in the commercial vehicle sector, always with the goal of making the use of trailers and fleet management more cost effective and economical.

"We are now going far beyond the technologies currently in use." ■



beyondblue

working with BPW Transpec

Depression can be a debilitating illness and it doesn't discriminate – anyone can be affected.

MOST Australians have some experience of depression or anxiety, whether personally or through a family member, friend or work colleague.

Truck drivers work long, irregular hours and spend extended periods alone on the road. The nature of the job can result in lack of exercise, a poor diet, loneliness and feelings of isolation leading to drivers' physical and mental health suffering.

Seeking help for depression is not a weakness. The sooner people get the right treatment, the sooner they're back on the road to recovery.

The beyondblue work and programs are aimed at achieving an Australian community that understands depression and anxiety and empowers all Australians to seek help.

In that process beyondblue works to raise awareness, reduce stigma and ensure people have access to the information they need to recover and manage mental health problems.

By establishing a formal relationship, BPW Transpec is committed to supporting beyondblue in its mission 'to provide a national focus and leadership that will increase the capacity of the broader Australian

community to prevent depression and anxiety and respond effectively to it.'

In a move to ensure good mental health among employees and in the wider community, BPW Transpec will support beyondblue to promote good mental health by running some of its workplace initiatives. Together, these two organisations will work to achieve positive outcomes for everyone –the business, families, communities and the industry.

Alfred Unger, managing director of BPW Transpec says beyondblue is a good match for us.

"Depression and anxiety affect many in the transport industry and we are aware of the need for the vital information beyondblue provides.

"We are pleased to support and be involved with an organisation that offers important resources to those who need help," Alfred Unger said.

For further information about beyondblue go to www.beyondblue.org.au. If you think you or someone you know needs help call the beyondblue info line on 1300 22 4636 or email infoline@beyondblue.org.au. ■



Alfred Unger, BPW Transpec managing director with Kate Carnell AO, beyondblue CEO.

TRIBUTE

Peter Stoitse

When trucking identity, Peter Stoitse, died suddenly this September aged 73, it sent shock waves throughout the Australian Gippsland community as thousands flocked to Welshpool Hall to pay tribute to a hard working, self made man.



In the early 60's Peter was returning from Melbourne and spotted an old truck parked under a tree. He never told anybody how much he paid for it and nobody asked, all that is known is on his first load he destroyed four tyres bringing wood back from the bush. This was Peter's start to life on the highway and no one could have ever imagined what he was to later achieve from such humble beginnings.

In those early days Peter spent many hours on the road carting loads of wood from Binginwarri for boilers at the old butter factory at Toora, Victoria, which houses the BP service station today.

Also about this time, Peter met his soon-to-be wife Norma, and the couple began the enterprise we know today as Peter Stoitse Transport.

Along the way Peter and Norma gradually expanded their business and by the early 90's the couple left the company in the capable

hands of their two sons Steven and Terry. Peter Stoitse Transport was a real family affair, with Norma and his daughters Deidre and Vicki managing the office and grandson, Tom, as the mechanic.

By the start of the millennium Peter Stoitse Transport had expanded the fleet to include the haulage of bulk liquids such as petroleum, glycol, liquid milk products and water, refrigerated freight, fish and groceries, general goods such as timber, wool, steel, containers, farm equipment. In fact any product that needed carting, Peter Stoitse Transport obliged.

Many described Peter as fearless, strong minded and able to relate well to everyone he met. As an honourable man, deals were simply made with a handshake.

Peter had a true appreciation of all of his staff and long standing customers. He was often referred to and loved as the larrikin and bushie. Above all else he was a true trucking legend. ■





Seriously Reliable

BPW has been inventing and re-inventing 'world proven' trailer axle, suspension and braking technology for over 100 years.

Once the core tasks of any new BPW product design process and the required production techniques have been perfected, component parts are subjected to exhaustive assessment using the latest in test-rig technology and evaluation vehicles.

With their engineers final 'stamp-of-approval' the newly developed BPW product is yet again tested, this time over many years in countries like Australia under actual in-field performance conditions before being released onto the market.

Then and only then can BPW be assured their initial task has been met... "To provide a trailer running gear system that is seriously reliable."

So if your focus is achieving extended, low cost service life intervals, with little if any downtime, then BPW is your *Best Possible Way*.

BPW- Australia's number one supplier of road transport trailer axle and suspension systems.



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