

BPW TRANSPEC DIGEST

BPW TRANSPEC PTY LTD'S MAGAZINE FOR THE TRANSPORT INDUSTRY.

WINTER 2014



TRANSPEC
ENGINEERED TO LAST

The game-changer

Tieman's ethos of listening carefully to its customers and keeping things in-house resulted in this game-changer for the industry. **22**



Ideas worth spreading

Lanyon Farms' controlled and technological approach to farming is paying huge dividends. **8**

Hot chips

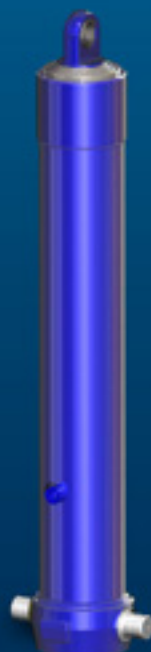
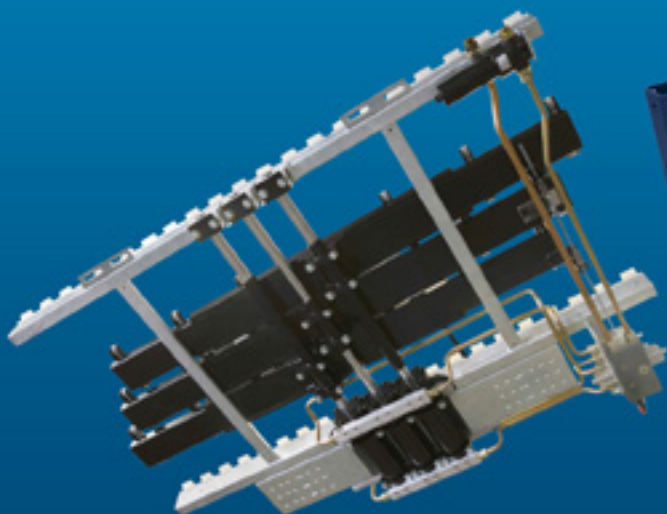
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Under pressure

There are significant benefits available to any fleet that introduces VIGIA's automatic tyre inflation systems to its vehicles and trailers. **40**



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From the Joint MDs

Welcome to the Winter 2014 issue of the BPW Transpec Digest and my first column as Joint Managing Director. Olivia Corrado-Micich and I will alternate writing this column each issue to keep you updated about news and events at BPW Transpec and BPW.

My first few months at BPW Transpec have been enjoyable and I am being greatly supported by the BPW Transpec team. Similarly, the openness and warmth of the customers whom I've met has demonstrated a clear alignment of values between them and their companies, and BPW Transpec. Over the coming months I will meet face-to-face with more customers and I'm looking forward to getting to know more people in the industry and working with them to ensure BPW Transpec continues to meet their needs.

BPW Transpec has participated in, and attended many events this year, including the ATA's Trucking Australia and the Melbourne ITTES, which allowed me the opportunity to gain a deeper understanding of the industry here in Australia. On pages 5 and 6 we are introducing a new feature in the BPW Transpec Digest, which will showcase some of the events in which we participate, attend and host.

Internally we are working to better our processes, and building on the changes that have already been made in our warehouse in terms of storage capacity and picking and kitting. Additionally, the project to improve our axle assembly process is well underway and we are seeing developments, which will result in greater efficiency.

All industries are ever evolving and changing but few more so than trucking. We are keenly noting mixed market development, where the tanker industry is enjoying sustainable demand, while general freight is fighting for business in a more competitive environment.

In the immediate future we are greatly anticipating the IAA in Germany in September. BPW will be continuing to build on its strategy as a system and mobility partner for the transport industry, and the Hanover show is the ideal way to demonstrate this to the global market. If you are in Hanover for the show, please make sure you stop by.

Stefan Oelhafen

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As Craig Arthur and his family know, you don't come across success just by hoping for it. It takes ingenuity, risk, courage and a steely resolve to continually work hard, and there are no shortcuts to success.

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50 Tribute - Terry Nolan

A well-known and much respected figure in the transport industry, Terry Nolan will be missed by his family and many friends and colleagues



Farewell and welcome!

Farewell Karl Marek



On July 31 2014, Karl Marek will hang up his coat and put away his PowerPoint presentations. After a long career, most of which was spent in the transport industry, Karl is retiring.

Karl's career with BPW started in his native Germany, as an after sales and service officer. Management saw an opportunity for Karl to provide customers and end-users throughout Europe with axle maintenance training. From here, Karl was charged with developing a network of maintenance and repair service stations, where he trained each service station mechanic in the repair of the BPW product. During his time at BPW in Germany, Karl established 364 service stations across Germany and carried out many workshop trainings before immigrating to Australia.

Arriving in Western Australia, Karl held a number of positions in other companies before moving east with his young family.

He started at BPW Transpec in the Melbourne head office in 2004 as an after sales service and warranty officer and developed a training programme to be delivered around Victoria, and soon after, Australia. For the past six years, Karl has taught and trained in workshops all over Australia. On the road for 44 weeks each year, Karl delivers training to around 750 people, with more than 6,000 people since the start of the BPW training program here in Australia having participated.

Karl's lifetime of knowledge and experience is devotedly passed on to all who partake in his sessions; and he has an answer to any question thrown at him. Whether it's hands-on or in a classroom setting with PowerPoint, Karl does it all. And while he may be known as the trainer who wears a tie and jacket for his hands-on training sessions, he is always the first person under a trailer in his jacket and tie to see a customer's problem or just to check the work the owner has had done is correct.

Not only will Karl be sorely missed by those at BPW Transpec, but the transport industry is farewelling a valuable asset. Karl, we wish you all the best for this next phase of your life and offer our thanks for your many years of hard work. 🇩🇪

Welcome Stephen du Toit

While he has big shoes to fill, we know Stephen du Toit is well-experienced and able to take on the challenge of delivering BPW's training programme. Initially qualified as a Lecturer in English and History, a lifelong love of vehicles and machinery led Stephen to focus on a career where he could train and motivate people to better maintain their equipment.

After six years as Production and Operations Managers in the Steel Industry he joined BPW Axles (South Africa) in 1998 as Customer Service and Training Manager. His responsibilities included travelling to nine African countries to provide customer service and training more than 4,000 people in the correct maintenance and repair requirements for BPW products. During his ten year service he also created a workshop training course that was later accredited as an official qualification in South Africa.

In February 2008 he emigrated to Australia where he joined BPW Transpec as Product Specialist – handling such diverse duties as creating and writing the workshop manuals and acting as Product Manager for three of BPW's product lines. After a short one year stint away we are pleased he re-joined BPW Transpec in January 2014 as National Training and Customer Service Manager. A skilled and engaging presenter, we are sure those who take Stephen's training will be glad to have had the pleasure. 🇳🇱



An extraordinary feat

Sometimes when going about our daily work we forget our colleagues have outside interests. Sometimes we may not even be aware of the extraordinary things they achieve. Peter O'Malley is one such quiet achiever. Completing the Melbourne Ironman Triathlon in March, Peter raised nearly \$4,000 for Soldier On, a non-profit organisation that builds on the support offered by the Australian Defence Force (ADF) and other government agencies by supporting all of Australia's physically and psychologically wounded, serving and ex-serving. For the uninitiated, a full Ironman comprises a 3.86 kilometre swim, a 180.25 kilometre bike ride and a full marathon 42.2 kilometre run, raced in that order and continuously (without a break). Congratulations Peter!

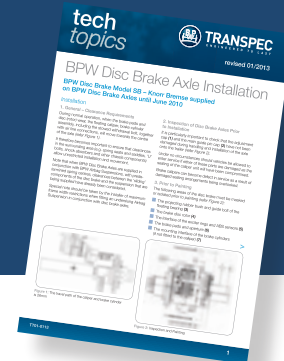


Peter O'Malley

Do you have technical questions regarding our products?

Stay up to date with the latest technical information, product innovations and news from BPW Transpec with our new electronic monthly bulletin.

Starting later this year, we will be gathering topics and distributing answers to commonly asked questions and other technical information, product innovations and news via a monthly 'Tech Topics' electronic bulletin. If you would like to receive 'Tech Topics', please fill in the back of the address sheet and return, or email digest@bpwtranspec.com.au



Congratulations Tuff Trailers on 20 years of operation!

We extend our congratulations to Denis di Pasquale and everyone at Tuff Trailers for reaching the milestone of having been in business for 20 years.

Maxitrans trains at BPW

In April a group from Maxitrans joined us at BPW Transpec's Head Office to participate in product training with Stephen du Toit, followed by a tour of the manufacturing facility and warehouse.

If you would like to participate in training at BPW Transpec, please email stephen.dutoit@bpwtranspec.com.au to register your interest.





EVENTS

MELBOURNE ITTES

Once again the Melbourne Showgrounds provided a great venue for the Melbourne International Trailer, Truck and Equipment Show.

The four-day event allowed BPW Transpec to showcase its three new BPW products released to the Australian market in 2014 – the heavy-duty landing leg, the new generation of ECO Cargo VB mechanical suspension system and the composite fibreglass ECO air tank – all of which are designed with Australia's taxing local environment in mind.

In addition, BPW's drum and disc braked axles, ALII air suspensions and heavy-duty suspensions, and the Transpec EBS were also on display.

BPW was also evident throughout the show with a variety of axles and suspensions fitted to a range of trailers. Byford, Convair, Elphinstone, FTE, Faymonville, GTB, Lucar, Marshall Lethlean and Vawdrey chose to fit BPW to their display trailers.

Other brands of equipment on the BPW Transpec stand were the Cargo Floor horizontal moving floor systems, the Vigia tyre inflation system, Ringfeder-VBG trailer couplings and a range of Edbro products, including the new Edbro CS22 cylinder, which headlined the brand's portfolio.

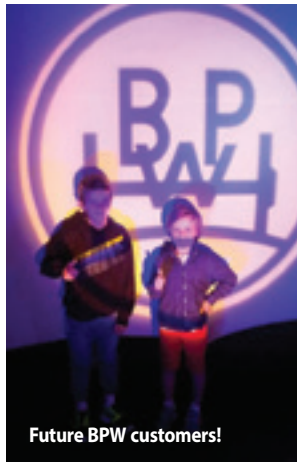


TRUCKING AUSTRALIA

For the second year running, the ATA's Trucking Australia was held in Hamilton Island, and again the conference didn't disappoint. At Trucking Australia participants are invited to get involved, have a say and make a difference in shaping the trucking industry's policy agenda, and there was much healthy discussion.

BPW Transpec is proud to have sponsored the barbecue on the evening of the first day, where we enjoyed the opportunity to catch up with old friends and colleagues and meet some new people.

Also, we extend warm congratulations to all the winners of the National Trucking Industry Awards, awarded on the second evening.



Future BPW customers!



The BPW Transpec barbecue



Carmen Ohler, Matt Burns, Kerry Wood and Geoff Huddy, BPW Transpec

CRT FARMFEST – TOOWOOMBA FIELD DAYS

After the cold and gloomy weather in Melbourne, we welcomed the opportunity to head north to some sunshine for CRT Farmfest in Toowoomba. Thank you to all the visitors who came to see us on our stand and to those who displayed our products.



John Sheehan, Oztec and Carmen Ohler, BPW Transpec



UPCOMING EVENTS

The events schedule for the next couple of months will continue to be busy for BPW Transpec and we look forward to:

SEPTEMBER

National Bulk Tanker Association's Tanker Day (4th)

Henty Machinery Field Days (23rd - 25th)

IAA (25th - 2nd Oct)

OCTOBER

Tasmanian Transport Association dinner (18th)

ATA's Technical and Maintenance Conference (27th - 29th)

LIVESTOCK AND RURAL TRANSPORTERS ASSOCIATION OF VICTORIA'S (LRTAV) ANNUAL CONFERENCE



Stephen du Toit presented about EBS and joined the panel discussion about 'Roadsides and rollovers'



Thank you to Dunstan Farmers Engineering and Puma Engineering for so generously displaying our 3m braked agricultural axles on their stands.

MALLEE MACHINERY FIELD DAYS



Product fitted with BPW agricultural axles

IDEAS WORTH SPREADING

Words and photographs by Emily Weekes

Despite starting at the beginning of a drought, this farming family's perseverance and openness to change is yielding great results.

When Steve Lanyon left school to work on the family farm, he had no idea one of Australia's worst droughts was on its way. "There's nothing like having no money to make you more efficient," says Steve, wryly.

It was 1996. One of Steve's high school teachers remembers thinking Steve was 'bloody mad' at the time; mid-drought, Steve admits he started to wonder that himself. While it didn't rain until 2010, these days, Lanyon Farms is thriving.

"We've come a long way," says Steve, "but it's certainly been a battle."

The Lanyon family has been farming in the Boort area, since 1869. A 320-acre property was handed down to Steve's father. By the time Steve left school, the farm had grown to 2,500 acres.

Today, Lanyon Farms is made up of 10,000 acres of canola, corn, barley and faba beans. The family's decision to overhaul farming practices during the drought has, in turn, made all the difference. Situated ten kilometres west of Boort in northern Victoria, Lanyon Farms is proof that change can yield great results.



Marshall Multispread with a 3-metre BPW unbraked axle



3-metre wide Marshall Multispread Spreader

Technical information:

BPW agricultural unbraked axle
wheel connection: 10/335/285
axle beam size: 150 x 16 mm
track 2,960 mm

Carmen Ohler (centre), BPW Transpec's National Product Manager – Agricultural Equipment, with Stephen Freeman (left) from Eastern Spreaders and Steve Lanyon (right), Lanyon Farms.

In 2002, Steve introduced Controlled Traffic Farming (CTF) a system that involves creating permanent three-metre wide wheel tracks in a paddock in order to separate crop zone and traffic lanes. This reduces soil compaction traditionally caused by tractors and ensures fewer crops are damaged.

"With less overall compaction, our soil holds more water and we grow more grain," says Steve. "We don't get much rain, so we have to conserve every bit of moisture that we can."

Moisture probes gather data to a depth of 1.2 metres, which helps determine when a crop may be out of moisture and if there's time to use more fertiliser. Lanyon Farms also switched to a No Till Farming approach, so that a layer of stubble remains on the ground, protecting the soil beneath and ensuring rain seeps more quickly into the earth, rather than pooling on the surface.

According to Steve 20-25 percent of Australian farmers already use Controlled Traffic Farming. Within the No Till Farming community, it's closer to 80 percent. In nearby Kerang, Stephen Freeman from Eastern Spreaders has begun to notice an increase in the number of enquiries for three-metre spreaders. Today, at least 25 percent of his orders are for spreaders with this track.

Introducing a new system is not without its challenges and being able to rely on well-designed and well-crafted equipment is crucial to any kind of success. Eastern Spreaders is a local dealer specialising in high quality products. Nearly all of its spreaders are equipped with BPW axles, which are known for their long-lasting reliability and sophisticated design.

Lanyon Farms' three-metre wide spreader, fitted with BPW axles, traverses the required

wide wheel tracks perfectly. But Steve has customised the spreader even further to distribute variable levels of fertiliser, depending on moisture levels and other data collected on each paddock. This brings us to Steve's greatest adaptation - one that has made him an industry leader in Australia.

When the family was forced to find new ways to farm, in less than ideal circumstances, Steve travelled further afield to see how things were grown.

In the United States, he discovered Precision Planting, a seed planting technology that drops each individual seed at a precise distance from the last, with the entire process recorded and monitored on an electronic device, like an iPad. While the technology was a \$16,000 investment, it has already produced results.

"We now know that every single seed is placed perfectly, which has been amazing," says Steve. "It's made a huge difference to how we grow our corn. Now we can see the location of every seed, work out what's gone wrong and then determine whether it's been a planter or soil type issue."

For the past three years, Lanyon Farms has used precision planting to grow its faba beans, with interest now emerging from the industry and neighbouring farmers. As a dealer for Precision Planting, Steve also runs his own company, Spot on Ag, helping farmers to assess how they might adopt this new practice.

"The last three years have been fantastic," says Steve. "The farm is really flying."

On an iPad, he points to a map of a nearby paddock, showing the variable levels of seed distribution in different colours and explains how they can be matched to a GPS, so that

the spreader can apply more accurate levels of fertiliser.

"I've got a little drone that flies across the paddocks and maps out where the crop is growing better and worse," he explains. "Then the spreader can go across the paddock, putting more fertiliser where it's needed and less where it's not."

While it's a more holistic and sustainable approach to farming, as Stephen Freeman notes, it does come at a price. Farmers can buy a basic spreader, but would need to customise the machinery to suit their specific needs.

For Lanyon Farms, it's money worth spending. "Everything is based on a variable rate," admits Steve, "but that's fantastic for us, because then we know what we can afford to do, given how much fertiliser is needed in different soil conditions."

More than eight farms use Precision Planting in Australia, while three are currently underway, led by Steve and with support from the United States.

"I meet so many great farmers and we have a beer afterwards and talk about stuff like this, swapping all sorts of tips that we'd never find out otherwise," says Steve. "The three-metre wide tracks aren't rocket science, just common sense, but you'd be surprised how reluctant farmers can be to change their ways."

Steve now speaks to No Till Farming association groups and farmers from all over Australia about the benefits of Controlled Traffic Farming and Precision Planting. "It's amazing the responses we've had," he says. "Farmers think our maps are unreal and we've now proved that it creates a more uniform crop!" 



The Hammar 160 Series is the eighth Hammar sideloader in the Kreskas Bros fleet.

SUPER LIGHTWEIGHT SOLUTION

Words and photographs by Mark Pearce

With industry demand to pack more product into today's road freight containers, Kreskas Bros Transport has found a solution to deliver higher payloads at twice the efficiency: enter the Hammar 160S – the world's lightest sideloader.

Transport has been in the Kreskas family a very long time.

In 1945, two brothers from northern Greece, George and Arthur Kreskas, settled around the Shepparton region in Lemnos, 200 kilometres north of Melbourne. Like so many migrant families in the area, they formed an orchard-growing partnership to eke out a living. →





In 1968 the brothers began carting their own produce and their neighbours' produce and eventually the Kreskas business was known around town for being the largest mover of fresh produce into the Melbourne markets. When older brother George retired in the 1980s, brothers Les and John became active in the Lemnos-based business and joined forces with their father Arthur to turn the fruit carting company into a substantial operation.

Around the time of the millennium, Les and John looked at trends of how the orchard industry was changing. From their point of view, they could foresee the future of growing fruit was going to be a battle at best. They reacted swiftly to the needs of the market and their clients; they stopped carting fresh produce and shifted focus to transporting general and refrigerated freight.

"We were doing a small amount of freight container work for fruit growers and our general customers and then it began to strengthen," explains Joint Managing Director, Les Kreskas. "It reinforced our confidence in where we were going and by the mid-2000s container carting became a significant part of our business."

As it stands today, in the Shepparton region of Victoria Kreskas Bros is the largest mover of road shipping containers, with end-to-end services in and out of the Melbourne ports.

"We run 30 prime movers and just over 60 trailers. Next year we will move well over 10,000 TEU (Twenty-foot Equivalent Units) into and out of the Port of Melbourne," says younger brother and Joint Managing Director, John.

Servicing all the major food industry and dairy manufacturers like Bega Cheese,

Tatura Milk, SPC and Campbell Soups, demand to pack more product into containers prompted the company to uncover cost effective and safer ways to pick up containers and move them legally on the road.

"We needed to keep up with the rest of the world in container carting to compete in the export market," declares John.

Enter the Hammar 160 sideloader; a model which has been used in Europe for more than 40 years but wasn't as popular with Australian operators when it first hit the local market 15 plus years ago.

A re-launch of the sideloader encouraged Kreskas Bros Governance, Risk and Compliance Manager, Peter Hill, to further investigate the low tare weight technology that takes efficiency to a whole new level.

Fleet Manager, Ben Jeffers lifting off a load at the Kreskas Bros depot in Lemnos, Victoria.



"What we had to do in the past with our previous sideloaders was operate with a chase truck. That means we had to utilise and tie up two operators, two prime movers, and two trailers to go and pick up one container, so the operation was a lot of time and organisation as well as a significant financial in-house cost.

"With the new Hammar it cuts everything down by half, so we're twice as efficient with the one trailer. Importantly, it's less to manage in terms of risk by having only one truck and trailer on the client's site, and clients are much happier about it," remarks Peter.

we had no issues with that original second-hand lifter, and that's been the case with all sideloaders we've purchased. Hammar recommends the BPW product as well so there's obviously a good reason for that."

Spec for spec, the Hammar 160S is the world's lightest sideloader with a tare weight of just under 8.7 tonnes. The trailer itself is 1.8 tonnes lighter than any of the Kreskas Bros' traditional-style, sidelifting trailers in operation today.

"These lifters are now becoming a more popular option as operators look to have less tare weight and more tonnage in every load they move," states John.

out switches when you're lifting and loading."

In this day and age of 'getting ahead of customer requirements', the Kreskas Bros are proud as punch with their new custom-built, super lightweight solution.

"It's about making sure we not only meet but go beyond what our clients want or need and you'd have to say the combination of the BPW and the Hammar would be the standout piece of equipment we've got in the business," says John.

Les agrees, saying, "The suspension and trailer are just as good as each other. It gets the hardest workload of all our units. It works at its maximum weights and it's always stood



Left to right: Brothers Les and John Kreskas in front of their new Hammar 160S.

"DAD ONCE SAID TO ME, DON'T WORRY IF YOU LOSE WORK FROM A PRICE PERSPECTIVE, JUST START WORRYING WHEN YOU LOSE IT FROM SERVICE." LES KRESKAS

When Kreskas Bros originally introduced sideloaders into the fleet back in 2006, they looked no further than Hammar. With reliability being a major factor in choice of brand, the purpose to obtain a risk free and cost efficient operation has motivated multiple orders of Hammar sideloaders; the company has owned eight Hammar units since 2006 and now has three in the fleet, each fitted with BPW axles and suspensions. "It wasn't a conscious decision to go with BPW to start with," notes Les. "Our first sideloader we bought was a second-hand trailer and it had a BPW suspension. After that experience we specified BPW because

Complete with on-board power pack and scales for weighing, the lifting and loading is controlled by a cable/radio-controlled unit that allows operators to stack loads safely with ease.


The state-of-the-art machine can lift up to 36 tonnes and takes just three and a half minutes to raise a container to or from the ground.

Kreskas Bros Fleet Manager, Ben Jeffers, has been encouraged by some of its stand out features. "One of the best things is that it's very user-friendly," he says. "They're simple to train the operators to use because the control unit is easily diagrammed. It's easy to follow and has all the safety features in terms of cut

up to the test. We don't have to worry about time, safety, cost or lack of service factors."

Handed down from their father Arthur was a lifetime of sayings on the importance of old fashioned service. Les recalls a significant moment he has never forgotten...

"Dad once said to me, don't worry if you lose work from a price perspective; just start worrying when you lose it from service."

Arthur's main motto was to 'treat other people's business like it's your own'. This dictum is now instilled in all 65 staff members and still reverberates around the office walls in Lemnos today. 

HOT CHIPS

The \$1 billion Visy Kraft Mill is just out of Tumut; it has a major appetite for wood chips and it's up to VSuthern to help keep it fed.

Words and photographs by Jim Darby



Tumut is on the edge of the NSW Riverina region; green and crisp in winter, nestled in the rolling foothills of the Snowy Mountains.

This is timber country, a centre for the NSW softwood timber industry, with Tumut surrounded by pine plantations and processing mills of various sizes and purposes.

One of Australia's biggest mills is just out of town – the \$1 billion Visy Kraft Mill where the packaging giant produces paper from softwood.

The mill keeps a number of local operators busy. Tumut-based VSuthern emerged from a general freight business initially based in Cootamundra. Company director, Chris Sutherland, saw the potential in the Tumut area, particularly with the growth of the Visy Kraft Mill.

They're running 11 B-double combinations with trailers on BPW axles and fitted with Cargo Floor moving floor systems working around the clock to bring wood chips to the mill.

They go some distance to get the wood chips – radiating out from Tumut to the likes of Bathurst, Bombala, Fyshwick, and Tumbarumba. Some of the roads are good,

some not so good.

"You really test the trucks running up the hills here and around Tumbarumba, especially with the conditions of the roads at the moment," Chris says.

"That's the biggest problem with our job; we're not driving on concrete, we're driving in dust or mud. It does take its toll."

As well as carting chips to the mill, VSuthern use a fleet of skel trailers to haul Visy's export containers out of the mill, making a 250 kilometre round-trip to Harefield, north of Wagga Wagga where the containers are transferred to rail for the trip to Melbourne and beyond.

The roads might be better, but this equipment also gets worked virtually non-stop. That only heightens the need for reliable components.

"We run 10-tonne BPW Eco Plus axles," maintenance manager Damien Moss says.

"Since I've been here, two years, we haven't had a wheel end failure. The axles are great. They keep going and they're easy to repair, without needing special tools.

"And the cost has come down dramatically in the last couple of years, you'd be mad not to use them. They just seem to go a lot more kilometres and wear better. →



Damien Moss and Chris Sutherland on site in Tumut at the VSuthern depot.



VSuthern has a fleet of 20 primer movers and 40 trailers.

Soft landing

As part of the BPW Ecotronics mounted on the trailer, VSuthern uses the Soft Docking system. It senses when the vehicle is in reverse and activates ultrasonic sensors that are fitted at the rear of the trailer. The system gives audible and visual warnings via dedicated side lights and will automatically apply the brakes at three metres and one metre from the dock. The automatic braking lasts two seconds before control is given back to the driver. "It reduces damage to the back of the trailer and it also reduces damage to the receiving area," maintenance manager Damien Moss says.

Right: The light for the soft-docking system is mounted above the hub on the rear wheel. The light flashes as the driver backs into the dock and goes solid when the trailer is in the right position.



"IT JUST MAKES THE JOB EASIER WHEN YOU KNOW THE GEAR'S GOING TO HOLD UP AND YOU'RE NOT GETTING CALLS IN THE MIDDLE OF THE NIGHT."

"BPW is the only supplier that supplies a complete package; support and back-up parts Australia-wide, especially with the EBS part of it, you've got the one manufacturer for the whole thing so it all just works together," Damien says.

"We have a good honest relationship with our suppliers. They know that down time is what kills you. It's quicker to get it on the road, then talk about what it costs after. That's the relationship we like to have. We get that with BPW Transpec, and Barker Trailers as well as Kenworth and Mack.

"It just makes the job easier when you know the gear's going to hold up and you're not getting calls in the middle of the night."

All-up, VSuthern runs a fleet of around 20 prime movers and 40 trailers. That includes the skels for containers and 'walk through' trailers for wood chips, along with a set of resin trailers for the Linfox Group and even some tautliners on standby if needed for general freight work.

Chris has been in the business since 1985, initially working in general freight. Around 2002 he saw the opportunity to align with

Visy, first with containers and then with wood chips, eventually taking over Visy's own chip-carting fleet in August 2013.

It can be a tricky load depending on the season. When the wood chips are wet they can weight 300-plus kilos per cubic metre. When they're dry they're around 280 kilos to the cubic metre.

That means watching your weight. Some of the more remote mills don't have weighbridges, so this is where electronic weight readings on the trailer are crucial (see sidebar).

Good people are as important as good equipment and VSuthern does all it can to look after its drivers.

"We try and change our shifts between 3 and 4.30 am so drivers aren't driving in the danger period between 5 and 6 am and we try to keep people on alternative weeks, give them a couple of weeks doing night time, then have three or four days off, then go to day shifts.

"The drivers care about the gear which makes a difference; we always try and get their input into the business."



The Cargo shuffle

The Cargo Floor moving floor system has long been a quality solution to unloading bulk products. VSuthern uses it throughout its fleet. "You can't really go wrong with the Cargo Floor," maintenance manager Damien Moss says. "We don't have any trouble with them."

Automation has also helped efficiency here. On the A-trailer of a B-double set-up, the turntable slides back and forwards; a locking mechanism locks the B-trailer, and the A-trailer is slid back to the B until

they meet. In this way, both A- and B-trailers can be unloaded without disconnecting them. When they're empty the sliding and locking process is reversed and they're ready to get the next load.

VSuthern also uses the Info Centre 2, which comes as an option with the Transpec Multivolt EBS kits.

It is linked directly to the EBS and supplies a huge range of information, such as brake performance monitoring, trailer weight readings, service intervals, trip information for the trailers and more.



The rear door of the A-Trailer opens into the B-trailer. The control panel for the BPW Ecotronic Trailer Monitor is visible here on the A-trailer (inset).



The trailers connect for smooth and efficient unloading.

Below: The inside story: the Cargo Floor and its moving floor



WHERE MATES RATE

Mt Somer casts a long shadow over the small mid-Canterbury community of Staveley. Yet out of the shadow emerges a shining light example of NZ no.8 wire enterprise at its best.

Words and photographs by Mike Isle

This is a largely untouched part of New Zealand.

Still pristine, and, while the rest of the country seems hell bent on moving into the fast lane, Staveley, just inland from Ashburton, keeps to its own pace and preserves the values that have forged the small but prosperous mid-Canterbury community.

Values such as mateship.

We meet two mates who grew up in the area, and have been friends since school days. One became the best man at the other's wedding and then, almost inevitably given their respective businesses and skills, they built a trailer together.

From scratch.

Jon Harmer—the erstwhile groom—has been in the earthmoving and general cartage business a long time. He started behind the wheels of his father Jack's dozers and diggers at the age of five, and as an adult bought the transport and earthmoving divisions, Harmer Earthmoving Limited from Jack who retained the company's quarry division.

That was in in 2004. In 2011 Jon added logging to the Harmer mix.

Over in Ashburton, and a year later, Matt Hunt, Jon's best man, and Matt's father Colin bought an existing engineering repair business.

And so began the second company in the equation, Engineering Repairs (2012) Ltd.

With complementary businesses and Jon and Matt's long friendship the inevitable result was a joint project build.

That build came in the form of a low-loader to carry a newly acquired Harmer digger. The issue was that Matt's company, just a year old, had not yet built a transporter—of any kind.

That wasn't a problem for Jon—it simply meant he and Matt and their respective teams could start with a 'Greenfields' development, build from scratch and integrate the innovations and specifications Jon identified as unique to his business.

It started with what Jon didn't want. He didn't want a conventional three rows of eight: "too many tyres on the road."



Instead they opted for BPW spaced axles, and then maximising on that, moved the axle space an additional 100 millimetres. Each 100 millimetres added a tonne to the legal rating.¹

That was just the beginning of the innovations. Jon says he had ideas of his own—ideas that he and Matt would draw up over in Matt's workshop. But they were always subject to change and outside input.

An example was the suspension. Early thoughts were to go with conventional wisdom—hydraulic suspension. But there came another thought—a thought that, like

much of the trailer and its componentry, rocked conventional wisdom in scope and practicality.

Jon takes up the story...

"It was my idea how to set up (the running gear) and I knew what I wanted. I then talked it over with Matt and we decided we would use a self-steer in the rear and three fixed axles, including two lifting axles, in the front.

"Matt then sent those ideas to Allan Hesom, chief designer at Altec Engineering who came back to us with detailed plans."

The collective contributions and the choice



Matt Hunt and Jon Harmer



of BPW running gear produced highly desirable results. As well as less wear and tear on the suspension (and the tyres), the axle weight distribution is uniform across the unit, adding both stability and weight reduction.

There were further modifications during the build. Jon and Matt both refer, somewhat ruefully, to the build being “an evolving process.” It was after all, a first for Matt and his team, and Jon wasn’t interested in anything off the rack.

It was trial and error at times, but, more often, trial and success.

That is how Jon and Matt operate—working things out between them ably supported by their respective teams—Jon’s workshop team doing the wiring and painting; Matt’s the engineering.

And in the end—as Jon says, “We got everything we wanted. Sixty thousand kilometres later we have had no trouble with it. None.”

In some places in New Zealand the no.8 wire mentality still survives and suffices.² It’s just that, these days, it is more likely called innovation and enterprise.

Whatever else you call it, what these two

mates from way back achieved is something you could call a throwback—a throwback to those days, when you could successfully ring up a mate and get him to build something for you.

Days when you could say, “I reckon we could do this. What do you reckon?”

“I reckon we could...mate. Let’s give it a go.”

1. The expedient of widening the space between axles succeeded. A normal four-row transporter can get a 20-tonne rating; the Harmer transporter gets a 26-tonne rating—on the back axles alone.

2. ‘No.8 wire’ You could solve the world’s problems with that common gauge wire—given Kiwi ingenuity. That’s the way they told it down on New Zealand farms. That’s the way they kept on telling it right into the Internet Age and still do. Gotta be a grain of truth in there, eh?



I'LL GIVE YOU A TIP



Words and photographs by Jim Darby

Peter Hand is an owner-driver veteran, and he's learned a lot along the way.

When Peter Hand started working around trucks, the Snowy Mountains Scheme was still being built, the Beatles were having their first run of hits and Roy Emerson and Margaret Court were winning tennis titles at Wimbledon and beyond.

It was the mid-1960s and 13-year-old Peter was unloading for CJ Dean Transport. Six years later he drove his first truck, a Bedford, and then a little further down the track, at age 23, he bought his first truck, a Dodge with a V6 GM engine.

"I was carting timber and pineboard out of Tumut (in the NSW high country), spuds out of Gatton (west of Brisbane), spuds out of Victoria – general freight, you know, flat-top work."

A knockabout, likeable, owner-driver veteran, Peter's has been in and out of the tipper side of the business for the last 20 years. "You know, you give it a go for a while and get a bit sick of it and then think you'll do something else, but then you come back to it." His current rig is a truck and 3-axle dog



“MATE, IF I COULD GO ANOTHER 35 OR 40 YEARS, I RECKON I’D GET THAT OUT OF THIS ONE, BECAUSE ALL YOU DO IS MAINTAIN IT. AN OWNER-DRIVER HAS TO BE SITTING IN IT ALL THE TIME AND NOBODY LIKES DRIVING A PILE OF JUNK, ESPECIALLY ME.”

tipping rig built for him by Adco. It has BPW disc brake axles with a Transpec EBS. The suspension is heavy duty, BPW OM series on the front and ALII on the rear.

The hoists are Edbro – a CS13 on the truck and a CS15 model on the dog. Peter is a fan of Edbro hoists. “They’re fantastic,” he says, “reliable and you never have problems with them.”

He’s also a fan of Transpec EBS, having recently put it to the test. “It’s like putting your foot on silk when you put your foot on the brakes ... they’re not like the old type of brakes where they snap on and grab, these ones you put your foot on it and think ‘gee, that’s like driving a motor car.’

“The other day I was heading into a roundabout and a car came into the roundabout so fast, I thought ‘there’s no way known this truck’s going to stop in time,’ and I just stood on it mate and it never skidded a wheel, never locked up.

“I’d hit the brakes so hard I could hear the load hittin’ against the loading board in the back of the trailer and it just stopped at the roundabout. I really thought there was no way it would stop, but she stopped. Good as gold. There were a few people happy about that!

“It’s not that you have to use the brakes like that too often, you wouldn’t want to! But when you do, you realise just how good they are.”

“The maintenance is another thing – there’s

nothing to adjust, and the truck has all self-greasing on it. It’s unbelievable and all handles like a dream. That’s another reason I went for BPW on this rig, because compared to everything else that’s on the market, the maintenance is unbelievable.

“Even their drum brakes were fantastic on some of the trucks I’ve driven with drum brakes, but since I’ve bought this, with the discs on the truck and the trailer I’d never go for anything else.”

This transport veteran has some plain advice for regulators when they want to improve their industry. “They should listen to people experienced in the industry, instead of professors who might know a lot, but have never had the experience. Nobody knows what it’s really like until they’ve been there and done it.”

And as far as keeping his equipment up to scratch, he has a very simple formula. “You know, you might have a truck that’s done two million Ks. That’s not what matters, what matters is how it’s been looked after. You maintain it and you spend the money where it’s needed.”

How does that relate to his current rig? “Mate, if I could go another 35 or 40 years, I reckon I’d get that out of this one, because all you do is maintain it. An owner-driver has to be sitting in it all the time and nobody likes driving a pile of junk, especially me.” 🗣️

The hoists are Edbro – a CS13 on the truck and a CS15 on the dog trailer.



The lift axle on the dog trailer is a proven money-saver on the rig.



THE GAME CHANGER

The greatest ideas and achievements can seem simple in hindsight, but they can be very challenging to first realise.

Words by Jim Darby

At its best, innovation involves collaboration. It's what happens when a business understands its customers, talks to them, uncovers and anticipates their needs and works out ways to meet those needs.

Take Tieman's breakthrough, PBS-approved 20 metre B-double bulk liquid tanker combination. Normally adding an extra axle adds a tonne to a rig, but with a focus on weight-saving, Tieman has incorporated a bulk milk collection tri-axle bogie and only added 100 kilograms.

"We are absolutely focused on increasing payloads," Colin Tieman says. "At the end of

the day, our customers get paid for what they carry. Every 100 kilograms is valuable over every load per day, per week, per year.

"Take this bulk milk collection tanker as an example. We're giving our customer probably an extra 4,000 to 4,500 litres of milk on every pick-up. Some of the larger processors might be doing up to six pick-ups per day. Say the gain is 4,000 litres. That means you're looking at an extra 24,000 litres per day or 168,000 litres a week, or 8.7 million litres a year. Say the cost of collection is 1.5 cents a litre, you're talking about a \$140,000 gain to the bottom line. It's huge," Colin says.



Reflective high visibility tape

Peter Stoitse Transport 20m
B-double Bulk Milk Collection



He and his brother Dale are joint managing directors of a family business with a very strong engineering focus. Their father, Neil Tieman (see sidebar) started training people in-house almost as soon as he started the business in 1953 – a huge slice of the industry, indeed most of Victoria's stainless steel tanker industry – has been trained at Tieman and that strong apprenticeship program is ongoing.

"Dale and I have been here 38 and 36 years respectively," Colin says. "I did my apprenticeship here and Dale did his mechanical engineering here. Now Dale's three boys are working here, a couple have completed their apprenticeships as well, so there's that third generation coming through.

"We still have a strong program of training our own people to meet our own quality expectations; it's a team of people who understands our customers and understands the market as well," Colin says.

"Even when we get busy, we minimise the use of contractors, we keep the work in-house because we want to maintain quality control and use our own workforce to build one of the best quality products available."

Over Colin's time, he's seen evolution and revolution in road tankers, going from single-axle tankers to bogie-axle tankers and eventually the introduction of the B-double. And they've taken that a huge step further.

With their 20 metre B-double combination, Colin emphasises they haven't increased payload at the expense of safety or stability. They've actually made gains in all areas, not least adding an extra axle for better braking and improved roll stability.

"We've also looked at maintenance, making it

easier to maintain, improving accessibility to all components and where possible removing the need to work at heights, so it ticks the maintenance and OHS boxes as well," Colin says.

For this and other builds, Tieman relies on BPW components. In this case, disc brake axles with EBS braking.

"The after-sales support we get from BPW is exceptional, which is what we're looking for. We consider BPW Transpec a strategic supplier partner – we rely on their support through the build for on-time delivery and also after the sale if there are any issues," Colin says.

"It's a win-win with BPW Transpec, we've been dealing with them for many years and have had a strong partnership with them."

The achievement in building the 20 metre B-double can't be underestimated, not least the time and effort involved in working with the regulators under Performance Based Standards to gain the flexibility to move from 19 to 20 metres and come up with a safe solution.

"It really is a PBS combination that ticks every box," Colin says, "rather than just improving payload but sacrificing stability or another aspect of safety or performance. That's why it's really taking off and why some significant companies are getting on board with it.

"The 20-metre is a game-changer for the industry. We've got a lot of the bigger fleets buying multiple combinations already. We can build these for milk, water, chemicals, fuel, and dry bulk – every bulk tanker application.

"Eventually other manufacturers will be forced to follow, but it's good to be first to market with a game-changer."



Neil Tieman

BUILT TO LAST, FOR 60 YEARS AND MORE

Neil Tieman, a sheet metal worker and boiler-maker by trade, set up a welding business in 1953, in his backyard in Preston. His wife Jean handled the secretarial and administration work and Neil and two of his brothers went about building the business. The early focus was on tanks and vats for the dairy industry.

Business was good and they were good at it. They needed more room and in 1961 Tieman established its Keon Park manufacturing site. They've always been known for innovation – an early design breakthrough was the 'ringed' tanker in 1973, a design that added capacity while at the same time reducing tare weight and improving structural integrity.

It was in the early 1970s that they made the strategic decision to specialise in tankers, material handling equipment and tail lifts. Over this and the following decade Tieman expanded interstate and established its Mobile Service Division.

In 1988, Tieman expanded its tanker range to include aluminium for fuel and chemicals and tankers for carrying bitumen. More recently, in 2008, they signed an exclusive supply agreement with Italian manufacturer O.M.E.P.S for the distribution of aluminium dry bulk tankers into Australia and New Zealand.

Growth has been a constant; Tieman now has manufacturing facilities at the original Keon Park site and in Campbellfield, also in Melbourne's north. Recently Tieman purchased land and a factory once owned by Kockums, adjacent to the Campbellfield factory, to enable a future one-site operation. They also continue to expand their ability to manufacture overseas with strategic partnerships.

In 2013 Tieman merged their materials handling business with well-respected manufacturer, Safetech, located in Moe in Victoria to form a new and much larger entity called Safetech Tieman Solutions (STS), the leader in materials handling and dock products.

Now in his late 80s and acknowledged in 2011 with an Order of Australia Medal for his contribution to the industry and the nation, Neil Tieman and his wife Jean still visit the Keon Park factory every Friday to catch up with what's been going on in the business, with Tieman's many long-term employees and with their sons and grandsons.

One of Australia's most successful trailer builders is still very much a family operation. It goes with their motto: 'Built to Last.'

FRESH FLOORING HELPS FEED THE MASSES



**Dense fog hovers over dewy paddocks,
73 kilometres south east of Melbourne.
An early delivery is already underway for
the drivers at Shandley's Transport.**

Words and photographs by Emily Weekes

A steady stream of rice husks tumble out the door of a line of sparkling B-doubles. Purpose-built Cargo Floor-equipped trailers unload with ease and the grains flow faster, depositing a glistening mountain of husks behind each truck.

With more than 150 cubic metres in each load, the husks will be spread smoothly throughout a row of meticulously emptied chicken sheds. Within a few days, each shed will be filled with baby chicks, which will soon grow into 'meat birds' that help feed millions of Australians every day.

Shandley's Transport has been carting wood shavings, rice husks and sawdust, mainly to chicken farms, for more than half a century. Brian Shandley started the business with one truck in the early 1960s.

Today, the family business has grown up alongside the industry it serves, and almost as quickly. Brian's son, David Shandley now runs the business, having taken over the reins from his brother, Michael eighteen months ago.

Between them, the brothers have nearly 70 years of experience.

"If you'd asked us 20 years ago if we were ever going to run B-doubles, I would have said no," says David Shandley. "Now we run five of them."

What began with a three-cubic metre Ford tipper fifty years ago has grown into a fleet of five B-doubles, five semi-trailers and six rigid trucks.

"We bought our first semi-trailer in the early 80s," says David, "but we just kept growing."

Shandley's Transport now services a string of businesses all over Victoria and delivers into New South Wales. The smaller trucks are used to tip off inside the sheds while the semi-trailers are able to transport bulk deliveries.

"Most of our trailers have BPW axles and Cargo Floor moving floor systems built into them," says David. "There's one trailer that doesn't have BPW axles and it's the

only one we've had trouble with. Now we specify that we want BPW axles under all our new trailers, because we get a good run out of them and that's what we like."

Run from an office in Dandenong, in Melbourne's south east, Shandley's Transport has trucks based in Bendigo, Werribee and Warragul. Some of the trailers run between Bendigo to Deniliquin twice a day, five days a week.

David isn't the only Shandley family member working in the business today.

"My brother's son works here too. He might come up through the ranks, but he's only eighteen years old. It'll take him a while to learn the business," explains David, adding, "It's not a hard job, but it is a dirty job!"


"But we're very lucky that our work is reasonably steady," says David. "We have our busy periods and our quiet periods, but it's pretty constant because we all have to eat. It's the sort of business that people just don't see."

Given Australia's growing population, demand isn't likely to dwindle anytime soon. The business even has a B-double dedicated solely to one customer.

"We've been carting to one particular customer for nearly 15 years. That B-double doesn't go anywhere else, unless it's being serviced," says David. "When you can dedicate one truck to one job, you know it's a big one!"

With constant demand comes constant pressure – to deliver on time and without fuss. Using trailers fitted with BPW axles and suspensions and Cargo Floor moving floor systems from BPW Transpec helps Shandley's Transport run a smooth operation.

"Our trailers do a lot of hours especially on windy roads," says David. "One of our trailers did more than one million kilometres on the original brake linings! The mileage we're getting out of our brakes on BPW axles is unbelievable!"

"It just makes our business so much easier when we can rely on great products." 



In the Oberon area, timber comes in the millions. There's more than a million tonnes of sawlogs processed in the area each year and that's from pine plantations that cover more than a million hectares.

A GROWTH INDUSTRY

*Words and photographs
by Jim Darby*



Michael Mangan – working the forests for over 30 years.

The Mangan family has been in the logging business around Oberon, in the central tablelands of New South Wales for decades. Michael Mangan's father moved down from Wyong to manage an operation in Oberon and eventually bought that, working it for 25 years before retiring back to the Central Coast.

Michael in turn took it over and he and his wife Suzanne are in the process of handing it on to the next generation. They have four children and they're all part of the business: Matt works on the forest harvesting operations with Michael; Lisa looks after office administration and the store; Chris handles the trucks; and Michelle, a chartered accountant, looks after the accounts.

These four in turn are starting families of their

own. It's a healthy business that can support all those families and it's a healthy family that can work together in the business.

When Michael started, there was far more manual labour involved in what was a very tough industry: "Blokes used to pick the logs up and stack 'em in pallets, now the fellas don't touch the logs at all, it's all done by machine.

"You have one machine that cuts the trees down, takes the limbs off them and cuts them into lengths, you have another that comes in and picks them up and takes them down to the trucks and loads them into the truck."

They're very sophisticated, highly engineered machines. The harvesters cost around \$1 million and the forwarding units around \$600,000 each. Mangan has ten harvesting





Strapping in the timber – if the logs moves slightly, they are automatically tensioned by the strapping system.

units and 18 forwarding units along with four truck-mounted Prentice loaders.

To haul the logs, they run 18 B-double combinations; mostly 19-metre but now with two 23-metre rigs in the fleet that can carry a payload of 38 to 39 tonnes.

Business is good in timber at the moment and if Chris Mangan could, he'd add a whole lot more of the 23 metre B-doubles to his fleet, but it's a challenge convincing the local councils that it's a smart solution.

Chris argues it's a safer option: "Instead of going with two bays of timber and having to go really high (on a 19-metre B-double) we go with three bays of timber (on a 23-metre B-double) and that brings the centre of gravity down really low.

"We're achieving four or five tonne extra without changing the gross weight. In technical terms, we've increased our static rollover threshold (SRT) from 0.35 to 0.39

and that's a huge advantage in safety.

"That's been a really big step up, but we're still facing this battle with the councils. We've put on a lot of demonstration days and all the rest of it but no-one's been interested."

The shire councils' reluctance to approve the longer rigs on their roads comes down to a belief that they'll have a greater impact on local roads and, in turn, the councils' maintenance costs will be higher.


"We had a meeting with the RMS (NSW Roads and Maritime Services), and we organised a presentation day for them. They were in 100 per cent agreement with our problem and said they'd help us with any roads we needed opened.

"But then they went back and looked at the roads and they were all council roads, so there was nothing RMS could do. They were really supportive of us. They can't

override the council decisions, so that's why we have to go higher, to the NSW Minister for Transport.

"It's really frustrating – we've received four new Kennedy trailer combinations to date (two 19-metre and two 23-metre B-doubles) and we've got eight more sets of trailers and trucks to order, but we don't want to order any more of these less-safe 19-metre combinations," Chris said.

For his new equipment, Chris specifies BPW: "We bought a second-hand unit fitted with BPW gear almost 12 months ago and basically we haven't touched it," Chris Mangan said.

"We've been trying to get BPW gear for a long time, but we've just had to wait for our new trailers. The braking performance is twice as good, the quality is twice as good and the ride on the road is twice as good as well." 



A smart lift

Mangan specifies lift axles on all its trailers. It's an operational requirement from the NSW Forestry Corporation to protect the roads, but it also makes very good economic sense.

"We unfortunately do a lot of empty running and it obviously distributes the weight better," Chris Mangan said. "We've found that using lift axles has doubled our tyre life."

When it's used in conjunction with Transpec's Multivolt EBS, as soon as the trailer reaches a certain load, the EBS sensors lower the axle; conversely, as the load is removed, the axle is raised. In addition to the reduced tyre wear, there is reduced demand on braking systems, on bearings and with less resistance, there are also fuel savings with lift axles. Another advantage is improved manoeuvrability when the trailer is empty.



A MATCH MADE FROM A POTATO PATCH

The small boy, he must be only 10 or 11, is mesmerised. He's staring up into some classy shades worn by a man the boy has seen many times on television and, for such a young life, has been a life-long hero. The man is Piri Weepu, former Hurricane, former All Black half and perhaps the most recognisable and, to the boy, most revered of the current crop of Auckland Blues.

We are at a 'Meet the Blues' open day at North Shore Stadium in Auckland's Albany. Almost the full contingent of Blues is there but they are vastly outnumbered by the legion of fans.

It's a good day to be a fan.

It is also a good day for Balrent "Woody" Bhana and his elder brother Amrut. The brothers are joint directors of one of the larger market garden operations in

Pukekohe—arguably the most productive patch of dirt in New Zealand.

Their company, Hira Bhana and Co, is also a principal sponsor of Auckland's Super 15 team The Blues, which is why the brothers are there under a blazing February sun that is somewhat eclipsed by the huge smiles of the Bhanas and those of the thousands of young fans.

The Bhanas have not come alone. They have brought with them their latest acquisition or—in rugby parlance—their biggest off-season buy. And it is big. Big enough to compete with the stellar Blues for a young boy's attention.

Trucks attract. And this immaculately appointed Isuzu CYJ530, the flagship of the Isuzu range, is certainly gathering an admiring audience.

The Bhana brothers have brought it here to Albany for a couple of reasons. The first is that it is an impressive promotional vehicle. The colourful livery, designed by Frank Bogaart of BOGAART D-ZIGN in Papakura and featuring photos of one of the Bhanas' six farms, sets the tone perfectly.

The rear of the Roadmaster-built five-axle trailer proudly proclaims the company's Blues sponsorship for all those who follow—the trailer and rugby.

The second reason the truck is there is that it is carrying four tonnes of the company's Moonlight potatoes for free distribution in five kilo bags to Blues supporters.

And therein lies the germination of the sponsorship. It began with a chance

Roadmaster's low profile five-axle Glidemaster is fully insulated, and equipped with BPW Airlight air suspension, and drum braked axles.



At first sight it may seem an unusual match, the super successful market gardeners from South Auckland and the Auckland Blues rugby franchise. But as we see when we visit the latter's open day for fans there is a certain logic to it.

Words by Mike Isle



Sir John Kirwin

meeting Woodsy Bhana had with some of the Blues players. It soon transpired that the Blues are big potato eaters—consuming potatoes every game-day lunch.

For Woodsy, the potato penny dropped, he says.

“What are New Zealanders passionate about? Rugby. What is the country's biggest city (and Bhana home base)? Auckland. Which team does the large population most support? The Blues. What do the Blues like? Potatoes.”

The match was made. The Auckland Rugby Union initially offered Bhana and Co sponsorship of its ITM Cup team and then, in October last year, a principal sponsorship of the Blues franchise.

“They are a great franchise to go with,” Woodsy says. “They are so easy to work

with and they have welcomed us like members of the team.”

Clearly the good humour and rapport are reciprocated. The Blues have visited the Bhana operation in Pukekohe, and the company's website has a photo of Blues' coach Sir John Kirwin sitting gleefully behind the wheel of the new Isuzu. Trucks attract.

Leverage is a word often used in connection with sponsorship. And there is no doubt the Bhana brothers and their families are getting maximum leverage off their sponsorship of the Blues. But it doesn't come easy. The boys have put a lot of work (and expense) into it and financial benefits aside the company also has a genuine desire to be involved with the community—particularly sport, which they see as the perfect match for the health benefits of their produce.


This is a successful operation: six flourishing farms, 1,500 acres of land, 40 full-time staff and a distribution network that extends from Kaitiā to Christchurch.

The four brothers Dinesh, Amrut, Bharat and Balrent, sons of the founder Hira Bhana, along with younger third generation family currently manage the business growing potatoes, onions, carrots, pumpkins, cabbage, cauliflower and lettuce.

Fresh produce, delivered daily.

The sun is setting on that brilliant Albany day. The Blues have stayed a little longer than anticipated. So have the fans, so have the Bhanas and their families.

Nobody wants to leave and there are still lots of kids doing a Kirwin and getting their photos taken in the Isuzu.

It's that kind of day—a day to be enjoyed—with (a) good company. 



The Blues with their bags of potatoes, just some of the four tonnes given to supporters at the open day.

BEAST BRINGS OUT THE BEST



Words and photographs by Mike Isle

It is one of the largest and most challenging construction projects in New Zealand's recent history. But it is bringing out the best in companies, people and equipment. We profile a company where all three come together.

There are two traits notable among many Christchurch people you meet these days—a phlegmatic humour and a grim determination. Both stem out of adversity and the tragedy of the 2010 and 2011 earthquakes. It's called bringing out the best in people.

Walter Hanara, more widely known as Sooty, is one of these people.

Sooty is the administration and bookings manager for Bartlett Concrete Placing (BCP). He is big, jovial and, like most Cantabrians, and the company he works for, passionately proud of the province and determined to get it back on its feet as soon as possible.

With a pour potential of 170 cubic metres an hour, this is a powerful resource to have on hand for big jobs.

"IT IS A BIG BEAST. THE SECOND LARGEST OF ITS TYPE IN NEW ZEALAND, AND LARGEST OF ITS EXACT CONFIGURATION IN AUSTRALASIA."

BCP has been in Christchurch since the late '90s. It is a family company—owned by Mark Bartlett with mother Eleanor helping out in the office. Its principal business is concrete—pumping, placing and finishing. But that has expanded to include asphalt and rebuilds—residential and commercial.

BCP has a reputation for getting the job done. But even Mark and his team could never envisage pre-2010 the 'job' would include rebuilding their city—and the resources and commitment that would take.

That would take something big. Real big.

Sooty meets us at BCP's Harewood yard to show us the company's latest acquisition and major contribution to the Christchurch rebuild.

It is big, the second largest of its type in New Zealand, and largest of its exact configuration in Australasia. It is the 'Z' fold Putzmeister piston pump, sitting atop a purpose-built Fruehauf quad trailer equipped with BPW axles and suspension.

The rear axle is self-steer and a godsend, says Sooty, considering the tight places and urban environment this unit is expected to operate.

The Putzmeister is here for a purpose, to help rebuild Christchurch, and it is uniquely configured to do that. Under the post-quake building codes for the city, five storeys is the maximum height limited. The Putzmeister with its 50-metre vertical boom extension can handle that. It has a pour potential of 170 cubic metres an hour, which makes it a powerful resource to have on hand for the big jobs.

They are all big in Christchurch these days. It takes two to tango with this machine. One operator regulates it by remote control—and as Sooty puts it somewhat laconically, that is a job best left to someone with the dexterity of an X-Box player. A second operator is on the hose.

Sooty describes it as "awesome" to drive and to operate, though the latter takes a lot of strength to harness the "beast" and the former takes a lot of skill and dexterity. "There are a few tight places in this town," says Sooty ruefully. "Thank goodness for self-steer."


Cleaning the beast is altogether another challenge. With 50 metres of pipes it is a

mission. A manual mission. While there are other ways of cleaning, Mark and Sooty prefer a manual flush with a thorough push-through sponge to remove any residue—residue in the concrete game, in these units, would be a disaster.

We have seen the beast in action. It has been out at Rangiora, just north of Christchurch, that morning. With its pour volume it gets through an impressive amount of work. At times the two operators, particularly the one on the hose appear to be struggling with its strength, but they are deft hands at this.

On a construction site next door there is another pump and boom unit. It is doing its job okay, but it is not BCP and it is not a 50 metre Putzmeister. The contrast is obvious and marked.

One is for everyday projects; the other, the BCP Putzmeister is not—it is fit for purpose. And that purpose is to help rebuild Christchurch quickly and efficiently. That is why Mark bought the beast. He wanted the best—to get a difficult job done and done well.

Just like he and his company, BCP, have always done. 



Sooty (right) with Rhys Harnett, BPW Transport Efficiency



EVEN THE BARK HAS SOME BITE

Plantation timber is a resource with vast uses; even the bark has some bite.

Words and photographs by Jim Darby



Grant (left) and Graham Elliott on site in Tumut.



Graham Elliott started out carting for the local councils in the Tumut area with a single truck in 1952. Back then, he'd pay a road tax – fill out the paperwork each day, “put your miles on it and paid tax. They were a good mob. They'd ask what was fair. That's how they funded roads.”

Things have changed a bit, both in business and in the way they tax it. Graham branched out into his own landscape yard and then in 1988 bought a highway truck, a Ford LTL 9000 and secured a contract managing a bark plant, processing pine bark to various sizes.

That extended to moving bark from the local mills to Sydney. Graham's son Grant, now the managing director, joined the company and off they went.

The landscaping yard in Tumut is still there, alongside their successful operation that still does the Sydney runs with pine bark, but is also busy moving the resource between the Visy Kraft Mill outside Tumut and their base in Tumut.

“We've got two markets,” Grant Elliott says, “the landscape market and the nursery industry. And depending on where the demand is, we can change the size to make a smaller product from 7mm to 10mm.

“You might see a bag in Bunnings, which is generally raw material from us. The landscaper is the other end user. For them, we wholesale to retail stores all over Sydney.

“We never get directly involved with landscapers directly, because the retail stores are our bread and butter.”

The pine bark is all sourced from mills in the Tumut area; Elliotts moves around 40,000 tonnes of it every year, buying it in raw form and grading it into various sizes.

“We've got a truck that works 22 hours a day, six days a week carting the raw bark in. This is mainly distributed in the Sydney area. We're doing around 320,000 to 340,000 kilometres a year in each vehicle.

Elliotts has specified BPW gear since 1988, “always used BPW and we just don't have a

problem with the product,” Grant says.

They also use the Cargo Floor moving floor systems throughout the fleet and Grant is a devotee: “We never touch them,” he says. “You do your first service and after that, we just don't have any repairs at all to the Cargo Floor.

“We also ship wood chip from the local timber mills out to the paper mill. Those Cargo Floor systems are on 22-hour a day shifts, six days a week. Each trailer unloads 20-times a day. And we just never have an issue with the Cargo Floor. They have no downtime.”

The latest addition to the fleet is a 45' Barker wedge-shaped trailer, fitted with the Cargo Floor CF500 system and running on BPW drum brake axles, BPW tri-axle airbag suspension and Transpec Multivolt EBS.

They specified the wedge shape simply because it works better with the kind of load they're hauling – it gives better volume for the permissible weight. →





Elliotts uses satellite tracking throughout the fleet and has its drivers on an agreed points system with points lost for things like variations to agreed speed limits or excessive braking.

There's an incentive built into it – every week the points are tallied and if a driver is within ten per cent of the target, they're paid extra per kilometre for "doing the right thing."

It works. "We've never had a driver go below 90 per cent," Grant says. It makes for a safer operation and it also means the equipment lasts longer. "We implemented this ten years ago. Transport is so competitive and this gives an edge."

Over the entire Elliott Group there are 46 employees, but that goes beyond the landscaping. They have a workshop in Tumut – Snowy Truck Services and Repairs – with six full-time mechanics where they maintain their own equipment and service other operators.

They also have a tyre business in Tumut – Harry's Tyres – for sales and some testing and then there's the motorbike shop – Tumut Motorcycles and Accessories. This is where the third generation of Elliotts comes in. Grant's son Brayden, a motorcycle mechanic is also a bike racer with ambitions to be a professional MotoGP rider. He's currently racing 600cc Superbikes, having come out of the dirt bike and speedway circuits. "Almost every weekend we're at a race track somewhere," Grant says.

The rewards are great at the top, but it's an expensive climb to get there, when you add in the cost of entry fees, garage and controlled tyres for a race and on top of that pay for a mechanic and a coach, along with travel and accommodation.

"He's looking at a Malaysian series for next year," Grant says, "We've only been on the road bikes for the last eight or nine months. I'd like him to go another 12 months and be the best in Australia before we move on."

The latest addition to Elliotts Group's fleet, a wedge-shape 45' chip bin with Cargo Floor system running on BPW drum brake axles, BPW ALII tri-axle airbag suspension and Transpec Multivolt EBS.





WIND OF CHANGE

Words and photographs by Mark Pearce



Shane Muir

Change is afoot in the Shepparton region of country Victoria as Saldam Transport changes its name to Dairy Transport Logistics. Managing Director Shane Muir will continue looking after his premium dairy customers, as well as finding new opportunities to flourish.

Shane Muir has recently renamed and rebranded his company as the next step in his strategy to serve as a leading transport provider within the dairy industry.

The plan to change to Dairy Transport Logistics has been in the background for a while; it is a customer-focused decision that better reflects the company's new direction, as well as Shane's aspirations to cement his place in the northern Victorian country dairy market.

"It's all about getting into a niche part of the market. Predominately that's what we now

cater for. Eighty percent of our business is now dairy and that's what we want to concentrate on," says Shane.

The rebranding is also aimed at continuing to drive premium cheese, milk and yogurt products plus other leading brands to the Lemnos-based business, which has been in the transport industry for almost seventeen years.

"In the past, we have been appealing to a broader range of customers, which wasn't really where I wanted to go with the business. Our new name creates a distinct

“IT’S ALL ABOUT GETTING INTO A NICHE PART OF THE MARKET. EIGHTY PERCENT OF OUR BUSINESS IS NOW DAIRY AND THAT’S WHAT WE WANT TO CONCENTRATE ON.”

identity for us, both within and outside. It emphasises the history of what we do,” explains Shane.

The Saldam name had its origin in the initials of the family names; the initials of ‘Shane’, ‘Anthony’, his wife’s first name ‘Leanne’ and his son’s names ‘Damon Anthony’. The ‘M’ of course stood for the family name, ‘Muir’.

“When my daughter Taylah came along, to keep her happy we would say to her you’re the ‘T’ in Transport,” chuckles Shane.

Shane believes the new name helps educate farmers, dairy manufacturers, distributors and people looking for the company online and on social media to better understand what they do and what they deliver.

“The Saldam name was a tough one because people never really knew what we carried. They always had to ask us. We’re moving away from ‘Saldam’ to concentrate on what we do best. Dairy Transport Logistics is an exciting new choice which I think represents our future and hopefully people will relate to us and be able to find our services more easily,” says Shane.

Shane ultimately decided to go out on his own in 1998 and set up his own family business. He bought his own truck and subcontracted for some time at Booths Transport until projects reached full swing.

“I just wanted to go out on my own and have a crack at it. I only wanted one truck for myself and things just snowballed. I got more work and I said to myself, ‘here’s an opportunity for it to grow,’ and that’s how it all started.”

Left: The recently purchased 20’ Lucar refrigerated van on the road delivering dairy.

In the mid-to-late nineties, work brought him back to Shepparton as he went into carting potato chips from Shepparton to Sydney every week.

Over the last decade Shane has had plenty of highs and lows. After a massive growth period in the mid-2000s, he decided to scale back the business after the Global Financial Crisis in 2008.

Today, business is building again. Although he’s just changed his company livery, the conundrum today for Shane is trying to find a balance between what he has now and growing the business.

“I’m at the stage where I don’t want to get too much bigger because that’s when you start losing control of things. But if your customers grow, you’ve got to grow with them. If you don’t grow with them, you get left behind and someone else will handle it, so it’s a bit of catch-22 at the moment,” he admits.

Changing the fleet size has been a constant practice for Shane. Over the last six months he’s purchased five new refrigerated vans to take his fleet total up to 20, including 19 refrigerated vans and a flat top.

The majority of his purchases have been Lucar trailers and he’s now running 50 percent of his fleet on BPW axles, suspensions and drum brakes.

“The first time we used BPW was about two and a half years ago. When we started buying Lucar it was all BPW-spec’d and we thought we’d give it a try. Since then we haven’t had any shocker issues or anything. They are heavier and bigger bags but they do handle better. They’ve been as good as gold.”

The latest Lucar refrigerated van Shane purchased three months ago (pictured) carries around 22 tonnes of dairy product from Shepparton to Melbourne on a daily

run. It’s also his first trailer in the fleet fitted with EBS.

“We’ve only got that one trailer at the moment fitted with EBS. It’s just peace of mind more than anything. At least you know if anything does happen, it’s there. It’s one more thing to make life a bit easier.”

Shane’s first 52’ turns up on his doorstep in August and he’s about to set up all of his trucks to accommodate 52 footers which will be integrated throughout his whole fleet.

“You’ve got to be up with it. The days of not being compliant are gone so we’re standardising things. The biggest thing is when our 52’ rolls in, the truck, the trailer, the whole unit will be EBS, and that’s what I can’t wait to see,” says Shane.

The reputation of his business has been built on his persistence and loyal service to his customers over 16 years; it’s only a matter of letting Shane know what you want and he’ll do it.

“If you want something done, all hours of the day or night, just ring me and it’ll get done. I make things happen and I pride myself on that.”

More changes are occurring at Dairy Transport Logistics with Shane’s wife Leanne stepping aside from the administration role of business to pursue her own business with Arbonne and son Damon likely to head into the fridge mechanical world for Thermo King.

“Hopefully he’ll do that and then he can fix my fridges if they break down,” laughs Shane. And as the signage is changed on vehicles and premises, the new trailers, new trucks, new equipment, new name and new logo will collectively reflect the premium quality and service which Dairy Transport Logistics will continue to deliver, just as Saldam Transport has always done. 



“When we started buying Lucar it was all BPW-spec’d and we thought we’d give it a try. Since then we haven’t had any shocker issues or anything.”

A BIG LIFT

Words and photographs by Jim Darby



“If you’ve got the right people and you want to work, you’ll always get work.” That’s the message from Borger Cranes.

School days can go this way or that – can put you in touch with a group you want to stay connected with forever, or can leave you hungering for an escape.

Shawn Borger, general manager of Borger Cranes sure fell in with the right group.

“We’ve got a great team of people working here. You know, 10 years ago, when we had about 40 people working here, 30 of them would have gone to school with me or were relatives or friends.

“All from the Penrith area, it wasn’t a cliquey bunch, it was just a really good group of working class people.”

They’ve been part of a business that has gone from strength to strength. Borger Cranes now has a 100-strong team in an enterprise started by Shawn’s father John and mother

Barbara as owner-operators 35 years ago. They’re still working in the business, as is Shawn and his brother Nathan.

“I’m so lucky, I just love this industry,” Shawn says. “I got into the right industry at the right time. I drove cranes for the first eight or nine years and I’m still driving them every now and then.”

He went into sales for the company when he was 25 and there’s another part of a solid grounding: “It takes a bit of time to build trust with your customer, but once you do, you have a solid business.”

There are some fundamentals behind Borger’s success, in Shawn’s eyes. It involves delivering a service above and beyond a customer’s expectations and within that is the belief that whenever one of Borger’s people goes out on a job, “he knows that he

has a good company behind him, he wants to do a good job and from that we get more work. It all snowballs from there.

“If you’ve got the right people and you want to work, you’ll always get work. We’ve got one bloke working out there who’s only 36 or 37 and he’s actually been working with us for 18 years now. He drives a 500-tonne crane and you couldn’t get any better and we’ve got 10 people like that. People stick around. That says something for the company and for the people we’ve got working here.”

A turning point for Borger was in the lead-up to the 2000 Sydney Olympics, with the increased infrastructure and construction work around that time. Growth has been steady since.

“We’ve managed to be in the right place at the right time and have bought the right

The massive boom of one of Borger's 300- or 500-tonne cranes takes a lot of trailers to haul.



equipment at the right time," Shawn says, "When construction has dried up we seem to have been able to pick up infrastructure work, with railway works and the like, and vice-versa."

Borger has kept the fleet growing, with major purchases including a 300-tonne crane in 2007 and then the first 500-tonne crane in 2010 (they now have two). You don't just need the crane though – you need to be able to move it around.

Depending on the configuration, it can take seven B-doubles and three single trailers to get a 500-tonne crane and its boom, jib sections and counterweights to a job. And it all needs to move together, not in some kind of staggered relay.

That's a huge chain of equipment and one weak link can set a job back dramatically in timing. The last thing Borger wants is for one of their trailers to let them down. It was one of their mechanics that instilled in them the importance of buying quality; of only buying something once, so it lasted. "He said to us, 'if you want to buy axles, buy BPW,' so we did."

"We've probably got about 20 trailers running on BPW – a mixture of 19 metre B-doubles and tri-axle flat top trailers all with BPW disc braked axles, with the latest trailers fitted with BPW ECO disc brakes and ALII highway air suspension. It's 100 percent about quality – you can trust it. We don't want any problems and we don't have them. Follow-up service? Yes, I know it's good, but I'm not joking, we haven't touched those axles.

"You want to keep your profits in your business and the best way to do it is to keep your running costs down and keep your overheads down."

When the Digest visited Borger, Shawn was looking at logistics for the following week. They have four big cranes (when we say big, we mean BIG – two 500-tonne and two 300-tonne cranes). To get them working means a lot of trailer movements.


"By Monday morning," he said, "I've got to get 12 trailers to Canberra to support one crane, five trailers to Rouse Hill (in Sydney's north-west); three trailers to Wolli Creek (near Sydney Airport) and another crane to go to Lismore (on the NSW north coast)."

"That's about 25 trailers – the organisation and the timing is pretty involved. You just can't have a crane sitting there waiting on a trailer. And then you've got all the accessories to go too.

"And then we have the night work. We've got a job in North Sydney on the Pacific Highway where we've got to take a bigger crane to lift one of our 55-tonne cranes into a hole – it'll stay there for two or three weeks and then we'll go back and lift it out again."

Their work can find them in South Australia, in Melbourne, on the NSW mid-north coast. In other words far and wide.

"The last thing I want to do is have a crane out there and find I've got problems with the trailer or the axles or whatever. You just don't want it breaking down."

"So you can see why you don't want a trailer problem stopping a major job. You can't have a weak link in the chain," Shawn said. 



Shawn Borger (left) with Neville Livingstone, one of his drivers, on site in Sydney's West.

Bearing life can be affected by tyre pressure.

Words by Chris Mullett

UNDER PRESSURE

Everybody in transport knows that tyre pressures have a critical impact on tyre life. The correct pressure means longer tyre life, better road holding, a reduced stopping distance and lower operating costs. But, does everyone know that incorrect tyre pressures significantly affect wheel-bearing life? Probably not!

In a perfect world, tyre pressures and casings are checked every day, and tyres are rotated regularly to minimise uneven wear patterns. But most of us think only in terms of tyre life when we undertake these checks. If you realised that under inflation could reduce bearing life by 70 percent, would that grab your attention?

As Australian transport continues its preference for dual tyres, it also inherits the need to maintain the perfect balance of tyre pressures throughout truck and trailer combination.

If the inflation pressure varies between tyres on the same wheel end, it alters the pressure imposed on the wheel-end bearings

Everything is fine if the vehicle and trailer are travelling in a straight line, over a flat road, with equal pressures in tyres of matching sizes. In this scenario, both tyres spread the load equally between the bearings in the axle end.

Loads and influences change when the

vehicle turns a corner, where, thanks to the effects of centrifugal force, more load is then applied to the outer tyres. But, it's not just the tyres that bear the brunt of the load shift. The additional forces generated by cornering also apply to the vehicle and trailer through the wheel bearings.

Different tyre pressures on the same wheel end produce a similar effect to that of cornering forces. However, it's not just confined to cornering and exerts uneven pressure on the bearings all the time. As the table shows, if there is a pressure difference between the tyres in a dual-tyred combination, bearing life is reduced. The larger the differential, such as what can

The effect of tyre pressure difference on bearings (examples)

Inside tyre	87 psi	6 bar	87 psi	6 bar	87 psi	6 bar	65 psi	4.5 bar
Outside tyre	92 psi	6.3 bar	97 psi	6.7 bar	107 psi	7.3 bar	100 psi	6.9 bar
Differential	5 psi	0.3 bar	10 psi	0.7 bar	20 psi	1.3 bar	35 psi	2.4 bar
Reduction in bearing life	10%		20%		40%		70%	

Sydney-based XTRA Transport Services is now specifying VIGIA tyre inflation systems for its latest Krueger trailers.



WHILE AN OPERATOR MAY EXPECT TO GET ONE MILLION KILOMETRE SERVICE LIFE WITH A REPUTABLE BEARING, IF TYRE PRESSURES ARE NOT MAINTAINED THAT SERVICE LIFE COULD BE JUST 300,000 KILOMETRES

occur with an unexpected leak, the greater the impact.

The effect of a 35-psi variance between two dual tyres has the effect on the bearing of shifting the Load Line Centre (LLC), from being equally between the centre of the two bearings outwards by 50 mm towards the outer bearing, a shift of the LLC by 41 percent.

Putting that statistic into component life terms means that while the operator may expect to get one million kilometre service life with a reputable bearing, if tyre pressures are not maintained that service life could reduce to just 300,000 kilometres.

BPW Transpec is well known for distributing its BPW axles, suspensions and braking systems, as well as other components such as Edbro Hoists. One of its lesser known products is VIGIA, an Argentinean-based manufacturer of automatic tyre inflation systems.

As Les Carpenter, BPW Transpec's manager in NSW, explains, there are significant benefits available to any fleet that introduces automatic tyre inflation systems to its vehicles and trailers.

"Most fleet engineers look at tyre pressure inflation as only being relevant to tyre life and



A cut-away image of a typical VIGIA tyre inflation system installation

fuel consumption. Once they appreciate just how a change in tyre pressure can influence bearing life, the importance of maintaining correct tyre pressures takes on a whole new significance," said Les.

VIGIA has developed two systems: an electronic unit that takes its power feed from the accessory pin of a standard prime mover/trailer connection, and a mechanical unit that does not need an electrical supply and operates as a stand-alone system.

Australian operators are trending away from the electronic unit, preferring the simpler operation of the mechanical unit and appreciating the simplicity in operation. The mechanical unit operates with the valves core inside the valve stem, whereas the electronic system connects

with the valve core removed.


There's a lot to be said in favour of the mechanical stand-alone unit as tyre fitters are more comfortable knowing a valve core is retained within the valve stem. There are also no compatibility problems when coupling different prime mover and trailer combinations, because the mechanical unit does not rely on a power feed from the prime mover.

The valve stem is connected to the pressure feed hose through a ceramic valve plate that sits on the axle centreline and spins as the wheel rotates. The valve plate has a standard service life of at least 500,000 kilometres and is easily replaced, when required, under a preventative maintenance programme. The pipe connecting to the rotary union runs in a conduit through the centre of the axle hub and bearing assembly, channelled through a pre-drilled access hole and connected to the trailer supply system via a pressure control unit. The axle stub must be drilled at BPW Transpec in Melbourne when the axles are being assembled.

A control unit monitors and regulates the inflation to a pre-set pressure level and provides an LED indication light to show the system status. A one-way check valve is fitted to the valve stem end of each delivery hose to prevent the risk of a major leak affecting any other tyre condition or the air-brake supply.

When in operation, the inflation system monitors all tyres consistently, inflating pressures when required. The system can compensate for the equivalent to a puncture of around 5.0 millimetres.

Safety throughout the fitment of any tyre and rim combination is paramount, and installation or fitment of tyre equipment should always be completed by qualified personnel.

Please contact your local Product Consultant if you would like further information about VIGIA. 



NOTHING WORKS AS HARD AS HARD WORK

You don't come across success just by hoping for it. It takes ingenuity, risk, courage and a steely resolve to continually work hard. Craig Arthur and his family have embodied all of this throughout their entire working lives in the understanding there are no short cuts to success.

*Words and photographs
by Mark Pearce*

Craig Arthur's grandmother, Silvia McInnis, planted the first seeds of the family business—literally on the smell of an oily rag as she cleaned the offices and workshops of the South Australian Commercial Motor Vehicle Group (CMV) in the 1970s.

Then it was Craig's parents, Trevor and Marilyn, who incorporated the business as TV&MJ Arthur Pty Ltd in 1981; they tirelessly cleaned and detailed Kenworths and Mitsubishi as well as organising the pre-delivery of B60 Buses, also for the CMV group.

Trevor and Marilyn based their business out of the CMV truck sales premises at Regency Park, and in 1983 Craig joined the company, helping refurbish and detail new and used vehicles.

When Trevor passed away in 1990, Craig took over the reins and went from truck detailing to truck paint and panel crash

repairs, and began revamping all the trucks at the CMV.

"We've worked hard with the CMV group for 35 years. It's a long and proud family history we have with them and the relationship is still there today," says Craig.

In 2000, Craig decided to extend the business line and began buying trucks for general freight transport and logistics. Subsequently he re-formed the business and it became known as Craig Arthur Transport.

From one determined grandmother, the family business now employs around one hundred staff with substantial operations in truck detailing, engine and chassis steam-cleaning, panel and paintwork as well as general and commercial freight operations across Australia—24 hours a day, 7 days a week.

"The last few years have paid off for us. When I was younger in the early 90s, the industry was in pretty bad shape and we





Craig Arthur (left) and Chris English, Vawdrey Australia

were struggling, but as I've got older, I've got better and we've got better," says Craig. Despite the countless past struggles and failures that beset any business, Craig never allows himself to be disappointed; instead he focuses on the company's ethic: hard work complemented by smart working methods, both inside and outside the doors of his Wingfield, South Australian depot. "Over my lifetime, I've moved from doing things I know to doing things I love. It's about being responsible along the way and not taking shortcuts.

"In one corner there's the blue-collar ideal of working harder and in the other you've got the white-collar notion of working smarter. The question I always ask is: why aren't we doing both?" declares Craig.

An essential part of working smart is to take advantage of technology you have and work it to its full efficiency. With 45 trucks and 100 trailers including singles, tautliners and 45 double sets drop decks, Craig Arthur Transport has always believed in putting the fleet to optimal use, using reliable equipment to deliver what they promise for the customer.

The Vawdrey drop-deck mezzanine trailer purchased in April this year is a case in point. Vawdrey's South Australian Sales Manager, Chris English, explains, "The mezzanine floor is always handy to have because you're not allowed to double stack a lot of freight these days, so having the mezzanine floor permits you to put freight across the bottom, then lower the floor and stack freight across the top, so you can essentially carry more product."

Carrying more products on trailers and using quality equipment allows Craig's company to offer a cost efficient service for his customers. Fitted with BPW axles, suspension and drum brakes, the Vawdrey drop deck is doing just that as far as Craig is concerned.

"You've got to be smart at what you purchase these days because it's useless unless you can save time and money in the long run. It's about getting maximum utilisation from your investment.

"So I'm always looking out for dependable engineering and a friend of mine said to me years ago, 'Get BPW—they last longer, they're more durable and harder wearing.' So I did," says Craig.

Around 80 percent of Craig's fleet runs on



Craig Arthur (right) and son Jesse

BPW gear and ever since Chris has been supplying Vawdrey trailers he says that it's the serviceability of the product that gets customers across the line.


"As a fitment, we have certain customers that prefer to run the BPW product and generally once they have that product they stick with it," states Chris. "I've sold about 40 trailers to Craig over seven years now and I've been dealing with BPW since the beginning. With customers, it's about knowing you don't have to strip everything down all the time."

As a fourth-generation family member working in the company workshop, Craig's son, 19-year-old Jesse, has just finished his motor mechanic apprenticeship. Jesse comments that the brakes and bearings on the new Vawdrey trailer are near foolproof. "This trailer is doing about 4,000 kilometres a week (Adelaide to Melbourne)," says Jesse. "We don't have to touch the bearings on this gear compared to some of the other gear. The best thing about it is the service life using the synthetic grease because it doesn't need to be pulled down and re-packed every 100-200,000 kilometres."

Supported by his wife Jo-Ann who works in the panel shop, Craig came to the realisation around the time he became a father that his work ethics needed to be reflected in what he taught his kids.

"It's not just about supporting my kids and accumulating money, it's about self-worth. I knew I could teach my kids self-worth so they could make the most of their talents and opportunities. I let them steer their own destiny to a degree but the one thing I've always said is you just have to stop making excuses and do it yourself," says Craig.

A 35-year longstanding relationship with CMV is proof in the pudding that Craig has been doing something right to create opportunities, but as for the real secret his success, there seems to be no other substitute for hard work.

"Making a success out of your business is always a work in progress. If we want to be successful, we shouldn't be content to just work smarter. You have to work harder, longer and better because our competition already is." 



The newly purchased Vawdrey drop deck mezzanine trailer purchased by Craig Arthur Transport in April 2014.

YOU COULD WRITE A BOOK ABOUT IT

Words by Mike Isle



This month South Canterbury's Hilton Haulage celebrates its 20th anniversary under current management. In that time the company has expanded rapidly, yet rarely does it operate beyond its South Canterbury catchment. We find out why it doesn't need to.



There will likely be a few sore heads in Timaru this month.

The bustling port town 150 kilometres south of Christchurch has a lot to celebrate. The local economy is booming, exports receipts are steadily growing and the town with fewer than 50,000 residents is attracting a disproportionate number of New Zealand head offices and distribution centres.

But it is a local "favourite son" company—and one of the town's biggest employers—attracting most attention this month. Hilton Haulage turns 20, and is going to celebrate that milestone with style. It is throwing a huge party for all 250 fulltime employees and, in tandem, self-publishing a history of its first 20 years – "20 Years on Hiltons Highway"

To the outsider without knowledge of the company all of that may seem a little premature, maybe excessive—20 years is after all not a long time. But as we delve into it deeper, including a lengthy interview with one of its founding directors, fleet and commercial manager Peter McAuley, the scale of the Hilton operation and what the company has achieved in those 20 years more than justifies the celebration and certainly warrants the book.

We are talking a big story here. →



“TODAY THE COMPANY COMPRISES 150 TRUCKS, 250 EMPLOYEES AND 200 TRAILERS. BY ANY STANDARD THAT IS SPECTACULAR GROWTH IN SUCH A SHORT TIMESPAN!”

Peter McAuley is a big man. He towers over our interviewers. The hand he thrusts out for us to shake is huge, even without the bulky bandage protecting a recent and unexplained injury and probably now protecting our hands from a bone crushing injury.

But he is friendly, incredibly passionate about his company and one of the most optimistic and positive people we have had the pleasure to meet.

He tells us of the beginning of the company.

Peter's brother Sid started it with a mate Angus Murray in 1972 when they bought a mid-size transport operator McBride Transport. The mates kept the name for a time but changed the operations “carting a bit of fish about the place” as Peter McAuley

laconically puts it.

Sid ran the business up until 1994 when he sold it to Peter and Peter's partners brothers Peter and Bruce Anderson and Stu Read. At that point the company, now Hilton Haulage, comprised a small office and yard at Washdyke, 16 trucks and 20 staff.

Today the company comprises 150 trucks, 250 employees and 200 trailers.

By any standard that is spectacular growth in such a short time.

Peter attributes the growth to the vision and provision of a full gate to plate operation—offering total logistical involvement in the food chain, including warehousing.

There is also a degree of pragmatism and a

garnish of the well-documented Canterbury pride involved. From the outset the company consolidated in Canterbury. Peter and his team recognised that there was more money to be made in short haul and there was more than enough food business ripe for the picking in South Canterbury. Hiltons was a Canterbury company, they could remain—confidently—a Canterbury company. That is where their focus would be.

Today that is expressed in a simple but precise company credo that appears on all their trucks: “Carrying Canterbury's Future.”

Peter admits the business has grown a little beyond its self-imposed boundaries but 95% of turnover is still in Canterbury.

Is it likely to stay that way? Is it sustainable? Is





Bruce Anderson, Peter McAuley and Peter Anderson

that the “future”?

“Yes!”

Peter is emphatic. The Canterbury dairy industry alone has a forecast 5% compound growth for each of the next 20 years. A new irrigation scheme—the Hunterdowns—is about to open up 44,000 hectares to grazing—100,000 cows. And that is just one scheme; there are at least three others of equivalent size coming on stream.

Conspicuous by its absence is any mention of the Christchurch post-quakes rebuild. Peter shrugs his shoulders. “It is there,” he acknowledges. “But the real story—the big story—particularly for South Canterbury is still dairy. And that is massive, with massive on flow to other industries, including our own,” says Peter.

Growth doesn’t come without its challenges. One of the biggest facing Hiltons, and it has been for some time, is people. Good people. Finding them.

Peter puts some figures to it: “Typically road transport grows at twice the rate of GDP. If South Canterbury has 7% GDP, transport has 15%. If we have 200 drivers, we need 30 more in the next year, just to cover organic growth”.

The same situation applies to fleet escalation; with 150 trucks and a turnover for each every 10 years, 15 trucks need replacing each year, just to stand still!”

The introduction of HPMV (High Productivity Motor Vehicles) with increased gross weights and cubic capacity are assisting in slowing

the increased number of trucks and drivers required. Hilton has so far introduced 30 nine axle HPMV units into their fleet with another 10 planned over the next year.

For all of that, the acquisitions, and the challenges—such as they are—are still all growth related. And the company will continue to grow to meet demand.

“Standing still” doesn’t sit well at Hiltons. It is not in their vocabulary or plans.

“The real growth, and the most sustainable,” says Peter, “is still the region’s food producing industry. That’s where South Canterbury’s future lies...and ours:

“Carrying Canterbury’s Future.”

With a future like that, there is clearly a lot more to the Hilton story yet and another book still to be written. 📖



THE PERFECT SOLUTION

Words by Petra Wurm, photographs by Norbert Schmelz

Knauf Gips KG has succeeded in achieving an advance in underground transport in terms of technology and efficiency: with an enormous payload gain, faster transport speed and lower diesel consumption.

Knauf Gips KG is part of the German Knauf Group. In a recent survey in Focus magazine titled 'Germany's best employer,' it was the highest placed SME in the category of 'Manufacture and processing of process and construction materials.' One of the high-quality products from Knauf Gips KG is liquid screed, a free-flowing screed variant made from the precursor material, anhydrite, which is mined underground.

1.7 kilometres that present a challenge

The dry anhydrite is mined near the Lower Franconian town of Hüttenheim. It is extracted by blasting about 150 metres underground, then transported 1.7 kilometres along tunnels to the crusher. This sounds easier than it is, because the route to the destination is very tricky: barely lit galleries, sometimes only 3.3 metres high

and a maximum of 6 metres wide, rough and rocky ground – a real challenge for the driver and vehicle, and made all the more so when towing a load weighing many tonnes. For decades, Knauf used 2-wheel trailers with a steel framework that it built itself for transporting anhydrite. These were towed by conventional tractors, such as from John Deere or Deutz. Not an ideal solution, but no other alternative was available. Norbert Feilner, head of the workshop and the fleet, explains: "The commercial vehicle sector did not have any towing vehicle available to help us make our extremely tricky raw material option more profitable; as a result, we took the decision to build it ourselves."

From the idea to the ideal solution

"We wanted to reduce equipment wear and tear significantly, cut the safety and health

risks to the drivers – as well as saving diesel and expensive working time," explains the 54-year-old Feilner, a true stalwart of Knauf. He started his apprenticeship at Knauf in 1974, and is still active in the company. "After working for the company for 40 years, I know precisely what our vehicles need to be able to do." He worked to understand the transport problem and instigated the 'Trailer' working group in 2012, comprising himself, tractor drivers, controllers, health and safety experts as well as colleagues from the motor vehicle workshop. With a cold eye for figures, technical expertise and plenty of commitment, the team worked on finding a solution to the problem of underground transport. First they produced technical specifications, then a 1:20 scale model and finally the prototype trailer suitable for working in the mine, built in the plant's own motor vehicle workshop. Combined with a Mercedes-Benz Zetros as the tractor vehicle, the trailer proved to be the ideal solution. The Knauf development is equipped with BPW axles which, according to Feilner, also perform excellently underground: "It was a good decision to equip our new development with BPW axles," says Feilner happily. Prior to the new tractor/trailer combination being used, the rough route had been imposing significant strain on people and machinery.

Intelligent ideas are welcome

The commitment and wealth of ideas displayed by Feilner is by no means rare at the world's leading manufacturer of building materials and building system solutions. "I'm a typical Knauf employee," he says with a grin. Knauf welcomes intelligent ideas, and operates a company suggestion scheme to encourage them



Norbert Feilner, head of the workshop and fleet at Knauf Gips KG



Driving in extremely cramped conditions with a 330HP all-wheel drive tractor vehicle and about 23 tonnes payload: Knauf's in-house development.

Knauf – a company on course for success

What started out in 1932 in a small gypsum mine at Schengen an der Mosel has developed into a globally active group of companies over the past 80 years. Nowadays, Knauf Gips KG, part of the German Knauf Group, operates more than 150 plants with a total of around 25,000 employees from its company headquarters in Iphofen. Knauf produces modern dry wall systems, plaster, insulating materials, accessories, thermal insulation attachment systems, paints, flooring systems, machinery and tools. In 2012, the group of companies earned more than EUR 6 billion in this line of work.

Knauf's product range also includes liquid screeds. The raw material for these is anhydrite, a dry gypsum-like sedimentary material. Since 1957, it has been mined underground near Hüttenheim in Lower Franconia, about 40 kilometres from Würzburg. There is a total roadway network spanning about 160 kilometres in the mine, and only the numbered stone pillars provide help with navigation. Nowadays, the anhydrite is transported about 1.7 kilometres from the extraction point to the crusher using the tractor/trailer combination of a Mercedes-Benz Zetros and a trailer that Knauf developed itself.



The even weight distribution of the cargo, significantly improved payload and improved manoeuvrability making underground transport easier, safer and more efficient.

specifically. "Every employee," says HR Manager Irma Amrehn, "can feel part of our company family." This confidence in the ideas and skills of employees also helped in the 'Trailer' project when the going got tough, remembers Feilner. "After all, we occasionally also had our doubts or got frustrated because of short-term setbacks," admits Feilner. His conviction and experience indicates that projects such as developing the trailer for use in the mine can only be achieved if you have a good connection to colleagues and superiors – right up to board level.

Achieving more through ongoing development

The combination of the Mercedes-Benz Zetros and the trailer developed in-house, features appealing design and, above all, ingenious technology. The prototype trailer designed by the team had a 20 percent heavier payload: its gooseneck coupling is connected to the rear axle of the Zetros using a special ball joint also developed by Knauf. Work is now underway in the Knauf motor vehicle workshop to develop this further: future solutions will be tested for

their practicality on the company's own track. Feilner is convinced it will be possible to increase the trailer's payload by a further 10 percent. The tractor/trailer combination could quite easily demonstrate its potential in other locations: "We could well imagine," explains Norbert Feilner, "using further developments internationally in the future for extracting raw materials, for example also in the states of the former Soviet Union where the Knauf Group has mining operations. In any case, our new development satisfies realistic requirements with regard to the cost-benefit ratio of the investment."

Terry Nolan

With more than 40 years in road transport, warehousing and distribution, Terry Nolan's death on April 9 this year was always going to affect many people. But it's not just the length of time he contributed to the industry that determined his legacy, but the man he was.



A highly regarded and well-respected member of the transport industry, Terry is best remembered for growing Nolan's Interstate Transport, with wife Daphne, from a small regional trucking company with three trucks and a couple of employees in the 1970s, into one of the largest refrigerated carriers in Australia today, with more than 130 prime movers, 250 trailers and 300 staff.

One of the largest family-owned transport businesses in Queensland, Nolan's is described by Noelene Watson, Chair of the ATA, as "one of the safest and most professional transport businesses in the state." Terry had been at the forefront of advancing safety and professionalism in the industry and was heavily involved in the development of better fatigue and work health and safety standards in the industry, including the ATA's TruckSafe program.

In addition to his own business accomplishments, he and Daphne were inducted into the "Road Transport Hall Of Fame" in 2003, and among many other awards, Terry was the winner of the 2005 QTA Safety Initiative Award and the recipient of the 2011 ATA Outstanding Contribution to the Australian Trucking Industry Award.

Lockyer Valley Mayor Steve Jones, a close friend of Terry and Daphne described Terry as a "very special bloke and a real leader in the transport industry", and said although



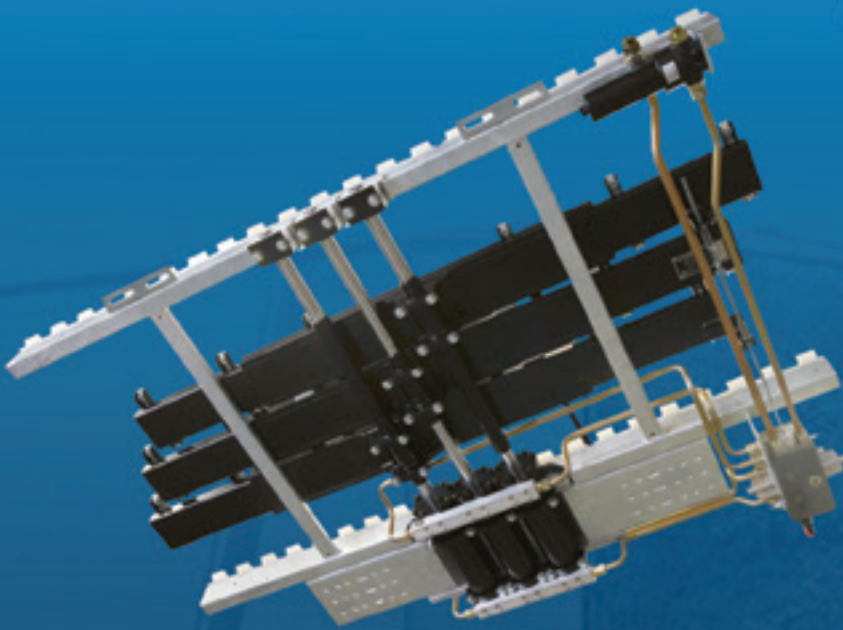
he worked tirelessly behind the scenes with his wife Daphne to run their successful transport business, he was never one for seeking accolades.

Terry passed away aged 69 after a seven year battle with cancer. Described as a "larger than life character" by son Darren, and clearly a man who had a passion for his local area, he was given a suitably large send off, with well over a thousand family, friends, staff and business and industry

colleagues paying tribute.

The death of this leader in the transport industry has left a hole for all who knew him. From everyone at BPW Transpec, we extend our sympathy to Daphne and the other members of the Nolan family. 🙏

**Vale Terry Nolan,
March 13 1945 – April 9 2014**



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