

BPW TRANSPEC DIGEST

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

AUTUMN 2015



TRANSPEC
ENGINEERED TO LAST

Meeting new ADRs

The Gen3 Transpec EBS offers improved stability algorithm and reliability, as well as being simple and flexible for customers. **10**

When opportunity knocks

It's a simple set of business principles that MCG Group operates by, and it starts with seizing an opportunity. **32**

Specifying for safety

Safety is the driving force behind everything Toll Liquids does. **36**

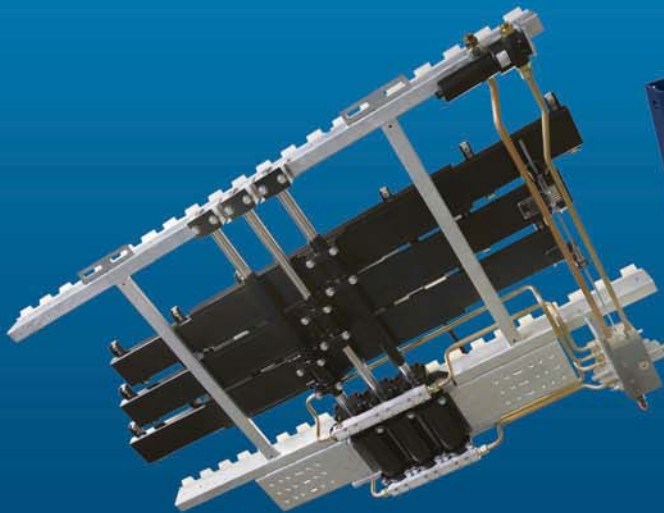


The right direction

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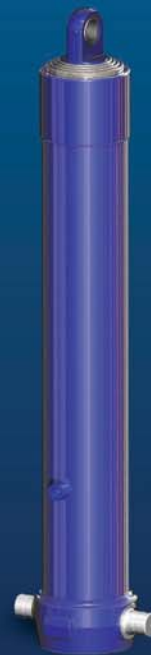


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From the Joint MDs

Welcome to the autumn issue of the BPW Transpec Digest.

For our first issue of the Digest for 2015 we would like to announce three new appointments to the BPW Transpec management team; Murray Gayski, Manager - WA, Scott Merriman, Manager - NSW and Grant Kemp, Manager - Qld and NT. We are delighted to have them join us on the management team.

The team at BPW Transpec spent a considerable amount of time in late 2014 in activities that complement the industry's drive to improve safety and efficiency. BPW Transpec was a training contributor and participant in a number of forums, including the LRTA Tanker Day, RMS (Road Maritime Services) NSW and the ATA's Technical Maintenance Conference. The support and appreciation of the work done by BPW Transpec's technical department in these forums was evident from the attendance and interest shown.

As a natural follow on from the industry focus on safety, we at BPW Transpec have seen demand grow for our BPW steer axles and EBS solutions. Our workshops are assisting customers seeking to retrofit their current fleets with EBS and educating customers in the installation and maintenance of EBS. The importance and value of using genuine products and undertaking proactive maintenance programs that stipulate original parts replacement is an objective for many fleets. Our National Spare Parts department is conducting information sessions improving the understanding of why genuine parts matter.

For a number of our customers 2014 was also a year where they achieved significant business milestones. We congratulate Gilbert's Transport on achieving 50 years in business and Vawdrey on its achievement of a successful 40 years (see page 5 for photos).

In what was an extremely busy 2014 with challenging economic conditions, we found time to relax with our customers, employees and suppliers. Stefan Oelhafen hosted a lovely group of customers on the BPW Transpec Study Tour in Germany in September, including a visit to our parent company in Wiehl and to a select group of manufacturing centres of excellence. The tour also encompassed various cultural places of interest, as a precursor to the IAA in Hanover. In October, I joined a group of road bike enthusiasts, including customers, employees and suppliers on a 120 kilometre trek as part of the BUPA Around the Bay in a Day. It was a hot day for the ride but worth it for the wonderful camaraderie. BPW Transpec hosts the Study Tour in Germany every second IAA show and the bike ride we do each year so we encourage our customers to contact us if they are interested in participating in future events.

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Tranzliquid Logistics has the right mix when it comes to maintenance and safety and the unique structure to achieve it.



Welcome Carmen Ohler



On June 1, 2014, BPW Transpec welcomed a new employee to the fold. Carmen Ohler, BPW Transpec's new National Product Manager – Agricultural Equipment, joined us, having previously worked at BPW's head office in Wiehl for ten years.

"Immediately after I finished school I started a cadetship, which involved training for two-and-a-half years, before joining BPW as a permanent employee," said Carmen.

Starting in the Aftersales department and with responsibility for the company's highway products, Carmen soon progressed to managing sales in the agriculture markets in France and Benelux. It was here her tertiary education in Industrial Engineering, gained while working full-time at BPW really became beneficial.

"The agricultural product range is complex and having a technical education complemented my experience so I could help my customers by providing them with the best solution. I love to learn about, and understand the technical aspects of the product so continuing my education was a logical step for me," she said.

From France and Benelux, Carmen was promoted internally and immediately prior to coming to Australia was responsible at BPW for managing key agricultural accounts in Germany, including Krone, Claas and John Deere.

When the opportunity to move to Australia to manage the agricultural product portfolio arose, she said she accepted happily.

"I spent two weeks in Melbourne in November 2013 and I really liked what I saw. I met with BPW Transpec and was encouraged by the view for the product portfolio, and I really enjoyed being in Melbourne. There is so much to do outdoors and I love the Australian way. People are so laid-back and friendly."

Since arriving, Carmen's primary focus has been to gain an overview of the market. She has been busy meeting customers and visiting the many agricultural field days across the country.

In the near future Carmen will continue to meet with as many customers as possible and work to understand what they are looking for. "In the longer term," she said, "my intention is to see which agricultural suspension technologies from Europe or perhaps those which are standard in the road transport industry in Europe would suit the Australian market. In the future I can see, for example, a place for hydro-pneumatic suspensions. There are already some in Australia and the feedback about them has been positive."

When asked what was new for her in the market here she said it was the number of unbraked axles. "In Europe unbraked axles are non-existent so I was surprised, but I really enjoy learning about the differences in the market here compared with Europe. One thing I've noticed is Australian trailer builders' ingenuity; they have a very high level of vertical integration in their businesses. It's impressive and I have great respect for them."

In terms of her role at BPW Transpec, Carmen said, "I'm really looking forward to learning more about the market conditions here and then ensuring BPW Transpec offers the best products in order to generate the best outcome for our customers."

Carmen has already impressed us all with her willingness to join in, including going on the 120 kilometre bike ride some BPW Transpec employees participated in (see picture page 6) and testing our Aussie vernacular, but she still maintains a reluctance to eat Vegemite. "It doesn't taste very good!" she said, laughing.

If you are interested in learning more about our agricultural product please ring Carmen on (03) 9267 2418.

Did you know BPW Transpec's Melbourne workshop offers subframe assembly?



With our highly experienced, trained staff assembling the subframe, you can be guaranteed a superior product, and a process that allows you to concentrate on what you do best.

To find out more please contact your Product Consultant, or Workshop Manager John Guzzardi on (03) 9267 2432.



Business milestones!

We offer our congratulations to Gilbert's Transport for reaching the auspicious milestone of 50 years in business and Vawdrey on achieving 40 years in business in 2014. Both companies are stalwarts of the transport industry in Australia and BPW Transpec is proud to have had long associations with both. Here's to many more years of success in business!



Stefan Oelhafen with Peter Gilbert



Mick Vawdrey and Stefan Oelhafen

Roads and Maritime Services Training

In September and October last year and March 2015 BPW Transpec was privileged to be invited to provide technical training for the Heavy Vehicle Inspectors of the New South Wales Roads and Maritime Services (RMS).

Over the initial two months approximately 300 inspectors were trained in the finer points of modern heavy transport equipment.

In conjunction with Bridgestone, Jost, Scania and Volvo the attendees were taken through the technical and inspection requirements of modern heavy transport vehicles – with the emphasis on safety and correct operating procedures.

At these sessions we were able to cover the features that make BPW axles and suspensions unique and we trained the inspectors in the correct methods to inspect and assess these products.

As product suppliers to the heavy transport industry we also learned a great deal about the daily challenges faced by the inspectors.

The training was extremely well received by the inspectors, many of whom have extensive experience with the RMS.

This type of training highlights BPW Transpec's commitment to long term business relationships and our desire to give back to the communities which have supported us for nearly 60 years.

More sessions were just completed and we hope to roll out the program to other states later in the year.

BPW Transpec thanks all those involved in arranging and organising these sessions, including our fellow suppliers – Bridgestone, Jost, Scania and Volvo – for also recognising the need to give something back to the community.



Stephen du Toit, National Training and Customer Service Manager

New PO Box for the Queensland branch

Our Queensland branch's new post office box is:

PO Box 733

Mount Ommaney QLD 4074



See us on stand 23 at the Brisbane Truck Show

Make sure you stop by the BPW Transpec stand at the Brisbane Truck Show! With a fresh design and new displays, including the newly released Ringfeder 303 AUS automatic drawbar coupling, this year's stand is sure to make a statement.



EVENTS



ZAGAME AUTOMOTIVE RIDE AROUND THE BAY 2014

For the second year running, a group of 18 BPW Transpec employees, customers and suppliers took up the challenge to ride 120 kilometres from St Kilda to McCrae and back, in the Zagame Automotive Ride Around the Bay 2014 on October 19.

Like the previous year, the riders met for a prompt 6:30am departure and the weather looked to be great for a ride along the coast. Split into groups to accommodate different abilities, the long ride was broken up with drink and refreshment breaks, and breakfast at the halfway point. Despite the morning's nice weather, participants endured a difficult head wind during the last leg but everyone from BPW Transpec team made it to the end and enjoyed a well-earned lunch. Congratulations to everyone who participated and we look forward to even more people taking up the challenge later this year!

AWRE

The 2014 AWRE (Australasian Waste & Recycling Expo) was held in Homebush Sydney October 9-10 last year. BPW Transpec exhibited the Cargo Floor product, which is widely used in the waste industry in semi-trailers as well as stationary applications in transfer stations. Thank you to all the visitors who stopped by our stand to see the Moving Floor display.



TASMANIAN TRANSPORT ASSOCIATION ANNUAL DINNER

In October last year the TTA held its annual dinner and awards evening. BPW Transpec, again, enjoyed an evening together with colleagues and friends to celebrate the industry in Tasmania.



BPW TRANSPREC AT BULK TANKER DAY

Run by the National Bulk Tanker Association, the 6th annual Bulk Tanker Day was held on Thursday 4 September at Sandown Racecourse in Melbourne. Aimed at improving safety, productivity and compliance, participants were treated to the latest in braking systems, new technology, maintenance demonstrations and training exercises all focused on improving bulk tanker safety, productivity and compliance.



BPW TRANSPEC STUDY TOUR 2014

Every four years, BPW Transpec hosts its Study Tour, coinciding with the IAA show in Hanover. The 2014 tour proved to be a great success, with many highlights along the way.

BPW TRANSPEC AT TMC

BPW Transpec again presented two training sessions at the ATA's Technical and Maintenance Conference in Melbourne in October last year. National Training and Customer Service Manager, Stephen du Toit, and National Parts Manager, Erin Pistrutto, taught participants about the perils of non-compliant and alternative parts. Ian Thomson, National Engineering Manager delivered training on the setting of trailer brakes. Participants in this workshop walked away with an understanding of the importance of good brakes, including details about how drum and disc brakes work, how ADR 38/04 will affect them, drum/disc harmonisation and the setting of drum and disc brakes and of automatic slack adjusters.



Stephen du Toit
presenting at TMC.



AGRICULTURAL FIELD DAYS

In the latter part of 2014, we enjoyed the Dowerin and Agquip (Gunnedah) Field Days. They were both great days and wonderful opportunities to again see and spend time with our customers.





UPCOMING EVENTS

With the year well underway, we look forward to the following events in the upcoming months:

MAY

Agfest Field Days Tasmania (7th – 9th)
Brisbane Truck Show (14th – 17th)

JUNE

FarmFest (2nd – 4th)
LRTASA Conference (12th – 13th)

JULY

National Landfill and Transfer Stations
Conference & Expo (27th – 30th)

AUGUST

Mallee Machinery Field Days (5th – 6th)
LRTAV Conference (7th – 8th)
Agquip Field Days (18th – 20th)
Dowerin Field Days (26th – 27th)

DEDICATED EBS TO MEET NEW ADRS

A new age for vehicle safety has begun for the Australian road transport industry as ADR 38/04 now requires all new heavy duty trailers to be fitted with a minimum of load sensing or ABS, which means companies are going straight to the trailer EBS control side of brakes for roll stability solutions.

Words and photographs by Mark Pearce

As of January 1 2015, the trailer braking system regulations changed over to its fourth variation (38/04), which takes effect for all new Australian trailers with a 2015 compliance plate.

One of the standout performance products that complies with the new regulations is the Transpec Gen3 Electronic Braking System (EBS).

BPW Transpec has been heavily involved in developing the design of the system,

which was first introduced for Australian road transport conditions in 2004. In 2014 Transpec announced its third generation EBS for trailers, complete with extensive software and hardware development, allowing greater capacity than ever before.

Not only does the Gen3 come with improved stability algorithm and reliability, but the new multi-volt valve operation and its circuitry now offer simplicity and flexibility for customers.



The Gen3 Transpec Electronic Braking System allows the trailer to autonomously apply the brakes so drivers can get back in control.



Traditionally the electronic braking systems came standard with 24-volt power, which required an inverter to bump up power to 24-volts when feeding back from a 12-volt prime mover. The new Gen3 EBS comes complete with a multi-volt valve system, which means the valve can function between 8 and 32 volts, allowing all prime movers (operating on either 12 or 24 volts) to be accessed, integrated and used immediately.

Once powered up, the EBS can be set up so the trailer itself can apply the brakes autonomously to maintain vehicle stability and negate 'lock-ups', events that

commonly occur when going too quickly around a corner, pulling up on slippery or wet roads, or trailer wheels dropping off the shoulder of the road. In these situations, the electronic system applies the brakes slightly to maintain control of the vehicle and then releases them again shortly thereafter.

The load sensing part of the system identifies whether the trailer is empty, full, or partially loaded using the intelligence of the valve, which senses the airbag pressures. If a trailer is empty for instance, the EBS can determine there's not going to be any need for full brake application.



The new Don Watson road train on its maiden voyage from Melbourne to Brisbane in early February 2015.

DEDICATED EBS TO MEET NEW ADRS

This smart technology also facilitates the tuning of the trailer brakes depending on the load case.

There are many other benefits for operators, such as using the Fleet Plus application data files which can be downloaded to monitor and re-educate drivers on how, when and where they've applied the brakes during every captured or recorded intervention.

Yet the number one electronic stability feature of the system is its ability to do everything it can (in a bad situation) to keep the vehicle upright and out of trouble, enabling drivers to regain control.

According to Lyndon Watson, Business Manager at Don Watson Transport, the power of the EBS was attributed to evading a rollover situation in a 2012 incident, when one of their drivers was heading north of Goulburn (Victoria) along the Hume Highway.

A removalist truck had rolled over across the highway only moments before the Don Watson vehicle approached the bend in the highway where the incident had happened. Carrying a load of hanging pork, the driver swerved in attempt to avoid the collision with the truck, but couldn't steer clear and smashed straight through the rear end of the trailer,

destroying his prime mover.

"Our unit stayed upright and we found out later when we downloaded the data files that the EBS had kicked in. We would have expected our truck to roll over in a heavy impact situation like that but for some reason it stayed upright and we can only attribute it to the EBS system," Lyndon recalls.

Don Watson Transport was an early up-taker of the Transpec EBS, fitting the system to their trailers as far back as 2004, but it's only recently the company has imposed the system on their drivers every time they hook up to a trailer.

"We spec all our trucks and trailers with the EBS but it's not something we have enforced our drivers to use, until now," explains Lyndon.

The most current combination they purchased is a converter dolly road train which routes mixed loads between Melbourne and Brisbane. The unit runs as a complete EBS active combination on both trailers and the prime mover.

"The whole vehicle is set up as a smart vehicle and gives it every opportunity to stay upright in the kind of emergency or heavy duty braking situation it might face. It's given us a lot of confidence," says Lyndon.



**Lyndon Watson -
Business Manager,
Don Watson
Transport**

**The new Byrne livestock trailers fitted
with Transpec EBS Gen3.**



**“WE FITTED EBS TO THE PRIME MOVER AS WELL
IN ORDER FOR THE EBS TO WORK FROM FRONT
TO BACK TO GET THE FULL USAGE AND
POTENTIAL.” ROB HODGE**



**Rob Hodge – Managing Director, Rob Hodge
Livestock Transport Services**



Another operator running the full EBS active combination is Rob Hodge Livestock Transport Services, based in Blakeville (Vic). Rob is the third generation member of his family-owned business and has been managing the company for a decade.

“We actually fitted EBS to the prime mover as well in order for the EBS to work from front to back, rather than just work on the trailers. We did that to get full usage and potential of the system, so it’s powerful in that sense,” says Rob.

Apart from being loyal to BPW products, Rob wanted to keep up with smart technology advancements in an attempt to improve driver judgements as well as protection against unpredictable motoring events.

“You can be the best driver in Australia and accident free but you can’t predict what is going to happen on the road; it’s as simple as that.

“We’ll get our first look at the data shortly to give us a better understanding in terms of driver behaviour and brake counts so we can get the best out of our brakes on the truck and the trailer,” he adds.

Driver of the vehicle, Damien Hodge (Rob’s cousin) had never driven a trailer with any electronic stability system previously until the company purchased its new B-double


Byrne trailer in August 2014.

“After the first few times you drive you don’t even notice it. I didn’t know what to expect, but I really like it the way it’s all set up. Without realising it, you probably corner a bit faster on empty loads and when the EBS kicks in the trailers stand up well considering the weight we carry and height of the trailers,” Damien observes.

The latest ADR change implemented for trailer safety is likely to be an intermediate step before 2017, when the next ADR is expected to mandate EBS as standard for all trailers.

Companies are gearing up towards this date already, retrofitting their trailers and tankers with the Transpec EBS kit. The key motive for customers to retrofit with BPW seems to be that they’re keen to deal with a one-stop shop of experts for brake system issues.

Ian Thomson, BPW Transpec Engineering Manager, echoes this sentiment:

“Our team is specialised and has a long, successful engineering history in not just looking at the control components or the mechanical parts of the trailer, but we have an holistic understanding of the whole system (that can sometimes have a mix of axles and suspensions kits) which ensures all upgraded combinations leave our workshop with the optimum brake balance.” 

BY GEORGE!

There aren't many Australian transport companies that can trace an unbroken heritage over five generations and more than one hundred years. One of the few to truly endure the tests of time and toil is George MacDonald and Sons on the NSW Central Coast.

In the march of time, it's a long way from the sedate clip-clop of horse hooves around the warehouses and wharves of inner Sydney to the whining wheels and burly hum of a B-double stretching out on an interstate highway.

That, however, is exactly the journey of George MacDonald and Sons, based near Warnervale on the NSW Central Coast.

"It's a transport tree that first took root in the late 1800s with the horse-drawn general cartage business of the original George MacDonald," said retired company director Alan Jameson.

Typical of the time, George's son and grandson were also named Joseph George

MacDonald but to no doubt avoid confusion, convenience saw the name simply shortened to George.

Surviving the Great Depression, recessions, two World Wars, transport's historically fierce competition and the relentless reach of regulation and red tape, evolution came slowly until 1975 when the business was incorporated by the third George MacDonald as, logically enough, George MacDonald and Sons.

Some years earlier in the late 1960s, son-in-law Alan Jameson had joined the company and by 1969 George's son Ken MacDonald had also come on board. Following George's retirement in 1981, Alan and Ken shared the





Fifth generation. Front to rear, Blaine MacDonald, Brent Jameson and Erron Jameson.

“WE’VE BEEN USING BPW SINCE ABOUT 2008 AND THE LIFE WE GET OUT OF THEIR EQUIPMENT NEVER CEASES TO SURPRISE US. REMARKABLE’S THE ONLY WORD FOR IT.”

ERRON JAMESON

running of the company, and a decade later in 1991 his grandson Erron Jameson joined the payroll. As time and circumstance would ultimately show, the company’s future was being redrawn and reinforced by the next generation of descendants which would eventually include Ken’s son Blaine and Alan’s younger son Brent.

For more than 30 years Alan Jameson and Ken MacDonald carefully nurtured the company’s growth, particularly in its relationship with Rosemount Wines, with whom they’d forged a relationship when they were just a burgeoning Hunter Valley wine-maker. Critically, their sons were not only learning the business from the ground up but just as their fathers and grandfather had done, also coming to understand and appreciate the value of good equipment.

“Rosemount was certainly our biggest customer and we had an exceptional association with them,” Alan remarks, adding that the fleet grew to 15 prime movers, 12 hauling B-double sets on regional and interstate runs, and three hauling single trailers mainly on local and intrastate work.

However, as is sometimes the case when corporations change ownership, even the most secure relationships can dissolve quickly. By 2005, the long-standing Rosemount work had basically dried up. Literally!

“That was tough,” Alan admits, conceding that after so many years in the business, he and Ken gave serious thought to simply closing the company’s doors for good.

Their three boys, however, had other ideas and with youth and enthusiasm in abundance, urged their fathers to hand the reins over. Cautious, but with confidence in the abilities and determination of their sons,

Alan and Ken agreed and stepped aside.

With the company down to just six trucks and customer prospects more hopeful than definite, Erron Jameson became general manager, Blaine MacDonald operations manager, and Brent Jameson responsible for service and maintenance. Still, the titles were little more than academic as all three were spending most of their time behind the wheel, running the business from the cab of a truck with mobile phones running hot.

“It wasn’t easy,” Erron reflects. “The wolves were waiting to move in at the first sign of trouble.”

Yet determination and commitment are powerful tools in any business and a decade of hard work which still finds each of the boys climbing behind the wheel when needs arise, has taken George MacDonald and Sons into a new era.

“It’s been tough, for sure,” Erron comments, “but we’ve grown the business and kept the family tradition going. That means a lot to all of us.”

In fact, the company’s now bigger than ever, serving a client base which again draws on MacDonald’s long experience in linehaul and regional movements of beverage freight – soft drink, water, beer, wine – as well as grocery work for major chains.

These days there are 20 prime movers in the MacDonald operation, dominated by cab-over and conventional Kenworths pulling

curtain-sided B-double sets running on BPW axles and air suspensions, increasingly under Vawdrey drop-deck combinations with electrically-operated mezzanine floors.


An adamant Erron Jameson says the combination of BPW running gear under Vawdrey trailers is “hard to beat”, particularly given the trailer maker’s willingness to work with the company in meeting stringent customer demands for safe, efficient transport equipment.

“Build quality and tare weight are certainly assets with Vawdrey,” he says. “These days it’s definitely the trailer of choice.”

On BPW axles and suspensions, “Nothing comes close,” Erron states with absolute certainty. “Their reliability and durability are unbeatable. It’s as simple as that. We wouldn’t run anything else under our trailers.”

Importantly though, he confirms that BPW maintenance training programs have also been valuable adjuncts to further enhancing the reliability and performance benefits of brakes, bearings and suspension components.

“We’ve been using BPW since about 2008 and the life we get out of their equipment never ceases to surprise us. Remarkable’s the only word for it,” he emphasises.

As for the next generation of George MacDonald and Sons? “We’ll just have to wait and see,” Erron concludes with a wry smile. 

Left: Kenworth trucks hooked to Vawdrey B-double sets mounted on BPW axles and suspensions dominate the MacDonald fleet.

Right: Vawdrey has become the trailer of choice due to build quality, tare weight, cost effectiveness and the trailer maker’s willingness to meet customer requirements.





WHEN HARD WORK PAYS OFF

*Words and photographs
by Katarina Pringle*

It was in his early childhood, while tinkering about the dairy farm on which he grew up in Denmark, Western Australia, when Chad Stewart's penchant for innovation and hard work became clear. A couple of decades on and he is going from strength to strength with a bit more than just tinkering and is proving that hard work really does pay off.

After working for 15 years in the fabrication industry, Chad took a leap of faith in April 2010 and founded Coastal Transport Engineering. Starting out by himself, in the town of Albany, equipped with a strong desire to design and build quality transport equipment in Australia to suit all Australian environments, Chad now has a staff of 15 and demonstrates what hard work and flexibility can achieve.

"Being in business means I have control over all aspects of the business, but the downside is the buck stops with me.

"I endeavour to provide good leadership to my staff," he adds, "but as everyone in business knows, there are always challenges."

It was Wayne Daw from Ravensthorpe Bulk Haulage who supported Chad early on. By working closely with Wayne from the design stage to the commissioning of the finished product it gave Chad a real understanding of how to work with a customer to determine their requirements and needs. And that started the ball rolling.

"Once the product was out on the road word got out and our customer base

started to increase with more orders from AD Contractors, Halls Haulage, Southern Haulage and GSS to mention a few.

"It's through word-of-mouth that we've grown. We have clients who've seen our grain trailers on the road and liked them and come to us."

Chad and his team laud themselves for building a good product, and are willing to produce fewer units to do so. They clearly work very closely with their customers to understand exactly what they require and Chad cites openness and willingness to listen as being the key to maximising efficiency in the process.

"Staff input and being flexible with customers and employees is what allows us to provide real value in terms of creativity and innovation, which is what we want to show. We try to put the best product we can out there. A lot of trailers are the same but it's the finishing off, the style, the cleanliness of the design, that's where the innovation comes in.

"We also use the best components we can source. Your product's only as good as the components you're putting on and BPW is

"IT'S A PRETTY BIG THING WITH EVERY TRAILER THAT GOES OUT THE DOOR AND WHEN I SEE A HAPPY CUSTOMER AND THEN SEE IT DRIVING DOWN THE ROAD AND THINK 'GEEZ, WE BUILT THAT', IT'S A GOOD FEELING."



Sally Yates, Sandi Anning and Chad Stewart, Coastal Transport Engineering

by far a lot better than anything else on the market, so by putting BPW on it makes the finished product better."

It's with genuine pride in his voice that Chad describes each trailer leaving the shed.

"It's a pretty big thing with every trailer that goes out the door and when I see a happy customer and then see it driving down the road and think 'geez, we built that', it's a good feeling. It's also what makes it worth being in business, seeing people like what you do."

But there's no resting on his laurels for Chad, and it's clear he takes the advice proffered by industry long-timers on board.

"The best advice I've had was from Graham North from GI & IJ North Transport who said 'you're only as good as the last job you've done.' It's really stuck with me and we try to instil that into everyone we have working for us. We want them to understand that you can do ten good jobs and only one bad job, but it'll be the bad job that'll sink your ship."

With his strong work ethic and willingness to listen, you can bet Chad's ship won't sink. 



THE RIGHT DIRECTION

Self-steer axles are getting accolades for their performance in tight spaces and difficult places and their savings in operating costs.

Words by Jim Darby





We've all seen the way the wheels at the back of a trailer scrub around tight corners, creating so much friction they wear the tyres and the road surface unnecessarily, not to mention the structural and component stress from side loads. With BPW self-steer axles fitted, these problems are virtually eliminated. "They won't cut in as much when you corner," Ian Thomson, BPW Transpec's Engineering Manager explained. "Especially with agricultural applications, that means you're less likely to run into a gatepost or those kinds of objects. "It gives much better manoeuvrability on the farms and greatly reduces infrastructure damage."

When they're fitted, the driver doesn't need to do anything for the axles to steer; they drive just as they would normally.

Because the axles are self-steering, when the rig comes to a corner, the trailer follows the prime-mover more naturally, "it will steer itself according to the road and load and cornering forces being encountered," Ian said.

"It also means because we've gone from having a footprint of the three axles, being a fairly big spread, but with a steer axle at the back, it's virtually like having a tandem, so it tends not to chop up the gravel hard stands or driveways."

The capabilities of the self-steer axles are at the heart of some major innovations

for the NSW (Moama-Echuca) tanker-builder, Byford Equipment, including their new PBS-approved Maxless 20 metre AB and 26 metre A-double combinations. [see breakout] In Gary Byford's patented configurations the steer axle is strategically placed as the follower of a tandem group, meaning it acts as a single, reducing road infrastructure damage.

BPW Transpec's Ian Thomson points out that, because the BPW self-steering axle is self-centering, it also gives a significant advantage in straight line travel.

"In conjunction with the Transpec Multivolt EBS, the self-steering axles can be locked and unlocked at pre-determined speeds.

(Continued page 22)

Byford Equipment's new Maxless 20 metre AB and 26 metre A-double combinations push the boundaries of innovation in milk tankers.



PRODUCT • SELF-STEER AXLES

Byford Equipment are renowned innovators. Using BPW's self-steering axles, they've made some major additions to their range of innovations.



ROLLING ALONG

Byford Equipment's new 20 metre and 26 metre Maxless milk tanker combinations increase payload, improve accessibility, increase tyre life and reduce road and infrastructure damage. And the crucial component is the BPW self-steering axle. Traditionally, combinations for milk haulage have been a 19 metre or 25 metre B-double. A typical 25 metre B-double combination has a gross load of 68½ tonne. Byford's new 26 metre A-double combination's axle configuration leads to an impressive 74½ tonne GCM. "We've gained six tonne," Byford's General Manager Lindsay Furness said. "The steer axles are where we have gone with these new innovations," he said. Maxless, as the Byford concept is known, was launched at the 2014 Melbourne Truck

and saying 'the Byford 26 metre performs well on the farm because it doesn't destroy the infrastructure and has great manoeuvrability.'

"On a full lock in a conventional 19 metre or 25 metre rig, the tyres will drag across the road damaging the gravel infrastructure, causing holes or tearing aggregate from the bitumen infrastructure. With the steer axles on the 20 metre and the 26 metre, it continues to roll. There is no drag."

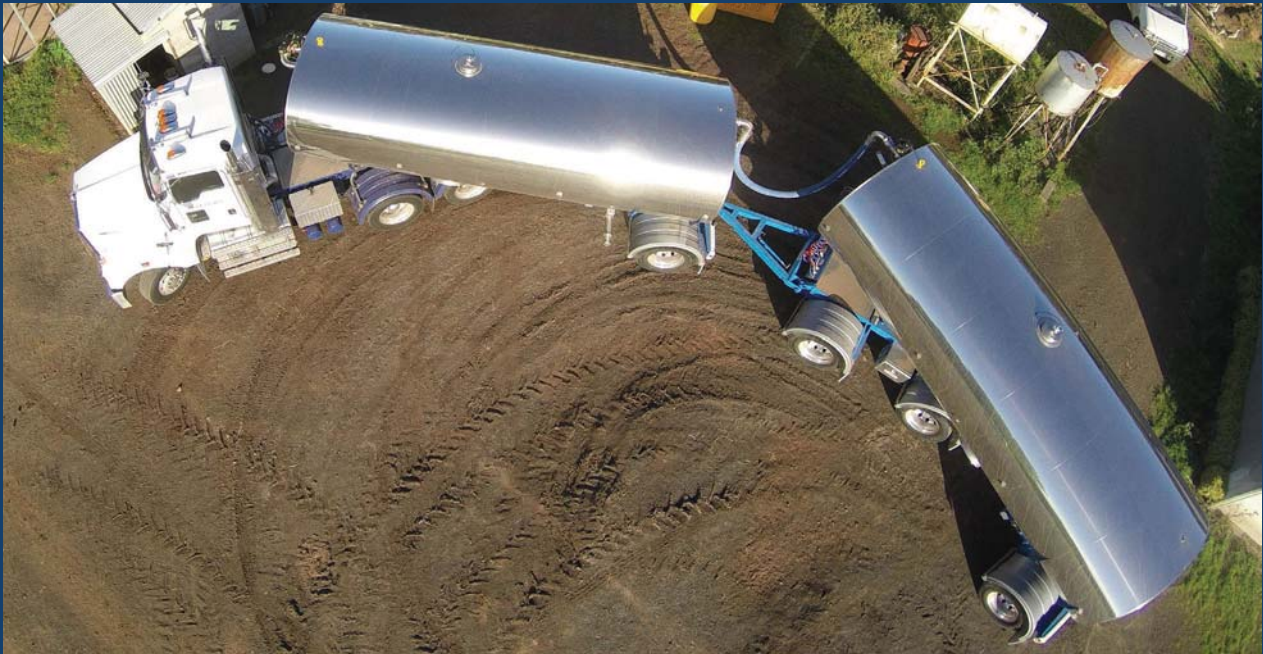
There are also big gains in efficiency. Due to its swept path the 20 metre combination, can compete with a single 28,000 litre tanker. The combination can be scheduled to go out and pick up on general access routes and then on the last farm pick up on an HML (higher mass limit) route. That combination can come home with up to 9,000 litres more

Byford is based in Moama, in regional New South Wales and also has a service facility in Melbourne. Lindsay points to their locations as having a major advantage when engaging with their key client base.

"We're amongst it – we focus on dairy and we're in their backyard. We're in the middle of where the cows are milking and where the tankers are operating."

"We understand the environment these tankers have to work in; we see them every day on the road. You're always thinking about how you can improve the industry because you're living in it."

The company was founded, and is still run, by Gary and Irene Byford. There are around 120 employees involved in the design and manufacture, repair and service of their road tankers at their Moama and Melbourne



Show. The concept involves maximum payload and maximum access through an exceptionally good swept path.

"By adding the steer axle, there's been a huge increase in manoeuvrability," Lindsay says.

On farm and shire roads, infrastructure damage is a major problem and creates financial pain.

"With the BPW steer axle, these things roll, they just don't drag on the road surface as conventional axles do."

There was initial resistance from road managers and local shires in granting access to what they saw as a bigger rig, but when Byford demonstrates how well they work "within a week, access is usually granted."

"Farmers are actually going to the companies

than in a standard single tanker.

"If you do your three loads a day, these units are now capable of doing more than 100,000 litres a day – before you would have been down around 80,000 litres." It means a smaller fleet can deliver an even larger payload and when you start knocking one in five out of your fleet, you need fewer prime movers, fewer drivers and lower running costs.

One of Byford Equipment's major clients has nine 26 metre combinations in service. "They have 20 and 26 metre combinations working that have travelled 120,000 kilometres and the trailers still have 50 percent on every tyre on the combination, with expected tyre life of around 230,000 kilometres. None of the tyres are fighting each other," Lindsay said.

facilities, as well as tippers, silos, tanks, vessels and, through Byford Fluid Solutions, the supply of hose and fluid technology for wineries and the dairy industry.

The future is good for these Australian innovators, not least with the Maxless breakthrough. "These products, the 20 metre AB and the 26 metre A-double lend themselves to a range of applications, such as tippers and log trailers for example," Lindsay Furness said.

Gary Byford had a driver write to him recently, thanking him for the product and praising its engineering excellence; explaining that it makes his life so much easier.

Clearly, they're steering in the right direction.

THE RIGHT DIRECTION

(Continued from page 19)

"Making full use of the capabilities of the EBS valve for the Byford combinations, the steer axles are locked once they reach 30kmph and release again once travelling less than 25kmph. This reduces the additional maintenance to merely addition greasing as for front steer kingpins on prime movers.

"Reversing is also quite simple with a solenoid fitted to lock the axle in a straight position when the combination is put into reverse.

"We normally also do a manual override for that function, in case it's slippery getting out of a place, so you can manually lock it into that straight-ahead position," Ian Thomson said.

Clifford Brick and Tile, a Ballarat-based transporter of building materials also finds they gain an edge using the BPW self-steer axles. [see breakout]

Fleet manager Peter Clifford says it's the manoeuvrability that makes the biggest difference. "Because the rear axle steers, it shifts the pivot point from the middle of the tri-axle to the middle of the two front axles, so it operates like a bogie. As well as the manoeuvrability, there's a lot less tyre drag and better tyre wear."

"The advantage of the steer axle on the 13.7 metre (45 foot) trailer is that it gives you the turning circle of a 12.2 metre (40 foot) trailer, because they track that much better," Peter said.

"So much of our work is into new estates and older suburbs, where they've put in roundabouts to keep heavy traffic out, but people still want to build, they still want extensions.

"We did have a lady say once she didn't think we'd bring such a big truck, but it's pretty hard to bring 20 tonnes of roof tiles on a little truck!" 

BUILDING RELIABILITY

Clifford Brick and Tile is a Ballarat-based business specialising in transporting building products throughout Victoria and interstate for the likes of Monier, Selkirk and Boral, as well as delivering loads such as kit sheds.





With the self-steer axle
there is no drag on the road

The business started in the 1970s, when loads of roofing tiles were unstacked by hand. With the progression to forklifts, Clifford was able to expand beyond tiles into other building and paving products. They gained an edge when they saw the need for flexibility in what their forklifts could handle.

"The roof tile companies at that stage still had three sizes of pallets: four, five and seven foot pallets. Because we set up to be adaptable to suit everything, it meant we could cart bricks or roof tiles or whatever else. We were more flexible," Fleet Manager Peter Clifford said.

Peter is in the business with his two older brothers, Neil and John. In Ballarat, they have around 45 employees and a fleet of 30 trucks – five of them truck-and-dog combinations, but most of them semi-trailers.

Their new trailers come from Barker Trailers, including around ten in the last 12 months. "We've had a long association with them, and they've always been BPW Transpec people. We've always had a good run with them, and no reason to change.

"This is because of the simplicity and the reliability of the product. For everything we've got here, I try and keep it so we don't have ten million things, you want to keep it standard."

In the early days, when they were running a combination of trailers, some with BPW axles and some without, Peter found the brake wear on the BPW axles was far superior to the others. "Nobody likes doing brakes. The less you have to do it the better, even if this means buying a premium product that lasts two or three times as long."

Thirty years on, business is good. In Peter Clifford's words: "it's like everything, I guess after 30 years of hard work you get lucky overnight."



Peter Clifford (L) and Neil Clifford

TAILOR-MADE FOR TAYLOR BROS

We visit a Tauranga-based company that is finding new and innovative ways to conduct its business and give something back to customers and the community.

Words and photographs by Mike Isle



Garry Taylor (right) and son Andrew

The noise was coming from the Bay of Plenty and Waikato.

Talk is of an alternate derivation on the conventional Cargo Floor Moving Floor system, commissioned by Tauranga-based Taylor Bros Transport and made by Transfleet Equipment in Wiri that is exceeding its performance expectations.

This is going to be worth a visit.

But as so often happens in our stories a trailer is only part of the story. It doesn't take a trip to Tauranga to show this is a company with impressive credentials when it comes to looking after its customers and community.

A preliminary reconnoitre of the Taylor Bros website shows Taylor Bros has no fewer than 17 community and charity organisations that it supports, among them Surf Lifesaving, St John's, hospices and food banks.

On the customer-side, the site catalogues an equally impressive array

of procedures and processes that enables Taylor Bros to maintain optimal resource management and service delivery. Implicit in the service delivery seems to be a horizontal management structure in which customers are able to, and are in fact encouraged to, deal direct with the company's despatchers and admin staff.

It's a process honed to perfection by 50 years of uninterrupted operations in the Bay of Plenty, and now across the upper North Island. Of the original Taylor Bros, Kevin and Garry, Kevin is retired, but Garry is still there every day, helping out his son Andrew, who joined the company as a driver in 1990 and is now its managing director.

Core business is aggregate, post peel, stock food, and wood waste cartage with processes and contracts that allow for substantial backloading. The company operates 30 trucks and trailer units, mostly UD's and tippers and





employs staff out of depots in Matamata, Katikati and Tauranga.

It's in Tauranga that we catch up with Garry and Andrew. And the trailer.

At first sight and from the exterior, it is already impressive: 11.5 metres, five-axle bulk with 80 cubic metre capacity that, when combined with its UD tractor and its 50 cubic metre bin, delivers up to 130 cubic metres of load capacity.

The truck and trailer are off the road for the moment but that is only because of our visit and for the photos. "Otherwise," says Andrew, "it would be on the road and working at full capacity."

Obviously Andrew and Garry are pleased with their new acquisition and its performance. They took a bit of punt—moving floors are hardly new, but rarely have conventional profile floors stood up to the hard-grind of loose material, particularly aggregate.

The concept was still worth a punt though. Moving floors, in some situations, offer better accessibility and off-loading than tippers.

They also allow a greater capacity—good luck in finding and operating an 11.5 metre tipper. There are also major safety benefits.

But it still comes down to the wear and tear of standing up to loose materials such as aggregates and wood waste—the staples of the business.

Steel would do it. Cargo Floor's 3 millimetre



steel profile. Trade off would be tare-weight. But, built for purpose, tailor-made for Taylor Bros, Andrew and Garry could live with that. Maybe.

Time to talk it over with Transfleet.

"Matthew Gillies (Transfleet's chief executive) was on top of it," says Garry. "He knew moving floors inside out—knew what they were capable of and when we went to him and said we didn't want to replace the slats every two years—well, it was Matt who came up with the steel option in consultation with BPW Transport Efficiency and Cargo Floor's Australian distributor BPW Transpec.

"Okay, tare weight was a consideration. But in our business, with relatively light load material, we were more interested in the 80 cubic metre load capacity...and safety.

"We gave Matt and the team the greenlight."

Six months later the trailer was on the road. It's been on that road since April 2014, and principal driver Bevan Cruikshank couldn't be more pleased. A ten year veteran with the company, he says the steel profiles are working better than anticipated and, there is no discernible wear. The Cargo Floor system of seven sets of three profiles has the trailer offloading a full load in less than seven minutes.


From Andrew and Garry's points of view the punt has paid off—high volume loads of the 11.5 metre trailer offer a dramatically lower economic and environmental footprint, and two loads a day rather than the three of conventional trailers.

So, then, the big question: Will moving floors replace tippers?

Andrew says "maybe". He's more than happy with his fleet of Transfleet (alloy) and Cambridge Engineering (steel) tippers some of which have been around and fully operational for ten years or more.

But he could use some more moving floor trailers if the situations warranted. And that may happen, he says. The trailer has already attracted extra business.

"The main thing is that we have proven that Cargo Floor can work for loose materials of such diverse types.

"It's the punt that paid off." 



HAULING INTO THE FUTURE

Words and photographs by Emily Weekes

Set against a backdrop of northern New South Wales' sugar cane and lush hinterland, Marrison Hydraulics is a diverse business driven by service and design.

Chris Marrison had been involved in the family business for 20 years before buying it from his father seven years ago. At the time, it was largely a sales and service operation. Today, Marrison Hydraulics is busy carving out an enviable engineering and manufacturing division, making specialised sugar cane equipment for local and international customers.

"We've only just broken into the Queensland market, so it's a growing business for us," says Chris, "but we've also designed and sent products to Pakistan, Peru and Cambodia, which is now the biggest sugar growth area in the world."

Chris is proud of the steady growth in the business over the past twenty years. He's built on the reputation of his father's era and expanded the company's reach by taking on innovative custom-designed projects for clients.

The business continues to source Australian-made components wherever possible, against constant pressure to lower prices; but as a specialist in trucks and heavy equipment they simply can't afford to skimp on quality.





"We like to give our customers value, through the quality and longevity of the products we sell," says Chris.

"We provide a specialist service, not the cheapest product. There's a big difference to us."

Marrison Hydraulics is largely a self-sufficient enterprise. It provides two service trucks on the road 24 hours a day, as well as an onsite store and a fully equipped workshop on their purpose-built premises.

When it comes to manufacturing, Marrison Hydraulics is able to control every stage of the process. According to Chris, this allows them to create a superior product with a cleaner finish.

"When I look at a machine to purchase, I don't look at what it costs, but what it can save us," says Chris. "Computerised equipment gives us speed and cost effectiveness, but the biggest thing is quality, precision and repeatability."


One of Marrison's contractors, who operates from the same site invested in an \$800,000 Mitsubishi laser cutter. It's the fastest of its kind in the world and one of only two in Australia. Chris is dumbfounded by the demise of manufacturing.

Marrison Hydraulics recently built a tri-axle haulout for Maryborough Sugar Factory (MSF). The south Queensland operation is owned by a Thai company, which runs 32 sugar mills and employs 10,000 people worldwide.

Mark Zemek, harvest supervisor at MSF asked Chris to collaborate with him on a new design. Mark wanted to place the steer axle at the front of the haulout, when it traditionally sits at the rear, and his supplier had refused to work with him.

Chris asked his designer, Peter Richards, to have a go at drawing up the client's design. The result is a unique tri-axle haulout with a front steer axle. The haulout features BPW axles, which were requested by the client. [See break out]

"I feel confident that we'll use BPW axles on all of our heavy duty tippers from now on," says Chris. "They're heavier duty, easier to install and we always know there's great support and backup available from the office."

"I've seen a lot of our competitors go to market but they don't support their products and customers like we do," says Chris. "In the end, we need exactly the same thing from our manufacturers – excellent service and reliability." 

MARYBOROUGH SUGAR FACTORY

Two years ago, a haulout jack-knifed as it went down a hill.

"It was the last day of our first season and it very nearly killed one of my best operators, says Mark Zemek, harvester supervisor at Maryborough Sugar Factory (MSF).

A haulout is a combination of a tractor with a tri-axle trailer and chaser bin attached. Mark started an investigation to determine what had happened. After extensive research he realised that shifting the steering axle to the front of the trailer would change the occlusion point and make it steadier in the rear. When Mark asked his supplier to make the change, they refused.

"I was on my own. In the end, I built a trailer myself to test out the theory," says Mark. "We used it for a whole season last year. We hauled 80,000 tonnes of cane out of the paddocks without incident."

Eventually, Mark contacted Chris Marrison at Marrison Hydraulics and asked him to build the chaser bin and tri-axle trailer with the axle in the front. He specified that it needed to have BPW axles if it was to be competitive.

"Strength was a big issue," explains Mark. "Some of the other brands are not quite as strong, but we've carted 160,000 tonne on BPW axles in the past." Now when the driver is navigating a sharp turn, they hold the release lever forward which release the axles and once the wheels turn, they can let go of the lever and when the haul out straightens up, it will lock automatically.

"Chris has been great to work with. He's changed lots of things at my request," says Mark. "It's a totally different machine."

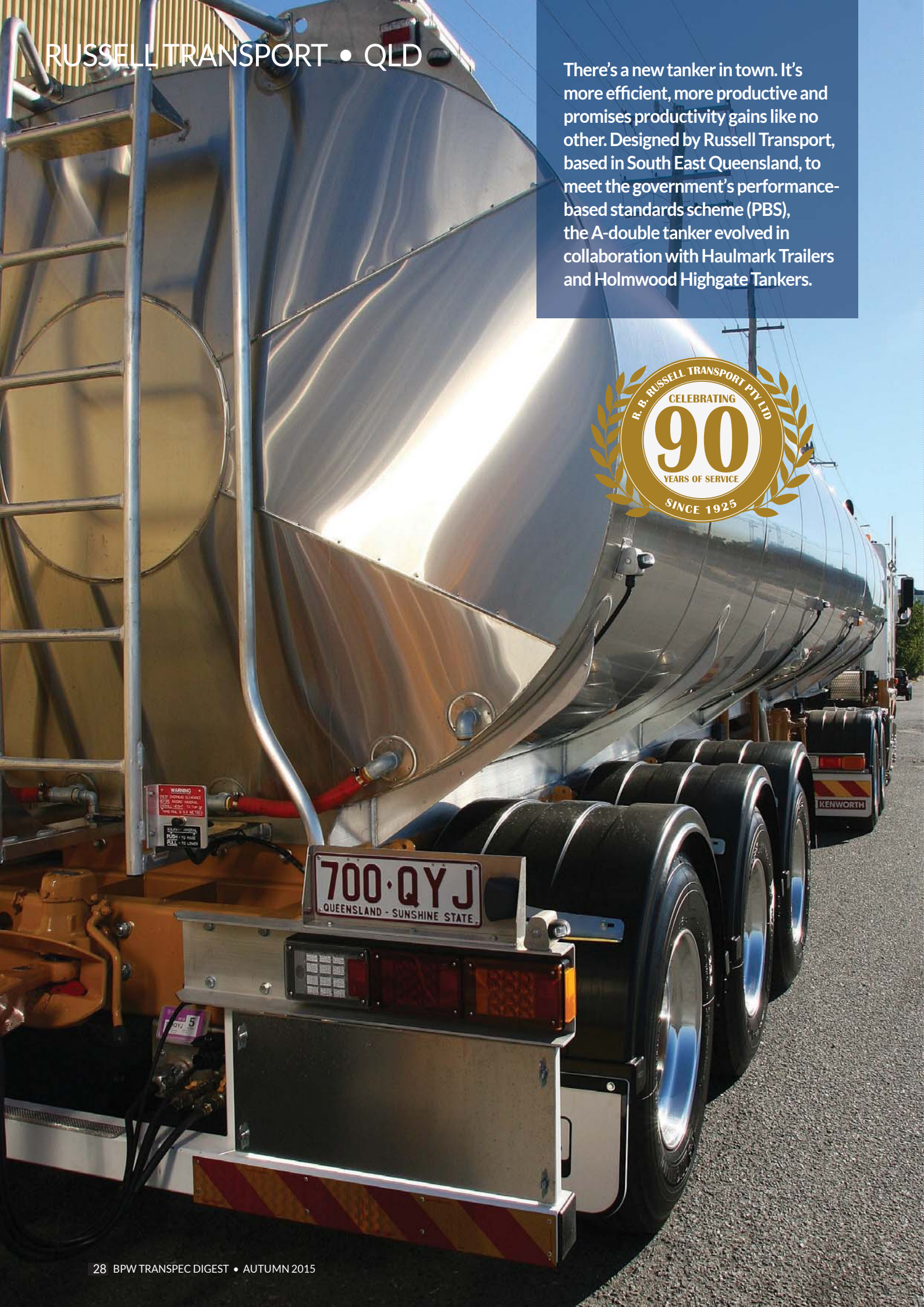
Maryborough Sugar Factory is the largest cane grower in Australia and the second largest miller, says Mark who supervises a 24-hour harvest system in Maryborough, along with eight staff, hauling 1,400 tonnes of sugar cane per day from the paddock. He's worked in sugar cane all his life, just like his father.

"I was driving a haulout before I could touch the seat and pedals in one hit," he laughs. "My old man is about to turn 76 and he's still driving a harvester – but now he refuses to work night shifts!"



Chris Marrison (left) and designer, Peter Richards

There's a new tanker in town. It's more efficient, more productive and promises productivity gains like no other. Designed by Russell Transport, based in South East Queensland, to meet the government's performance-based standards scheme (PBS), the A-double tanker evolved in collaboration with Haulmark Trailers and Holmwood Highgate Tankers.



AN EFFICIENT EVOLUTION

Words and photographs by Emily Weekes



The A-double tanker is designed to address a gap in the market. A semi-trailer can be up to 19 metres long, a B-double up to 26 metres and a road train is 36.5 metres long; but there's nothing between a B-double and a road train.

Until now, that is. The PBS provided the perfect platform for designing an innovative new tanker with efficiency and safety in mind.

For Ken Russell, the newly designed tanker is a natural and timely addition to the market. He'd already seen A-doubles carrying more efficient loads of grain on the corridor from

Toowoomba to the Port of Brisbane. It simply made sense to find a way for tankers to achieve the same gains.

"The A-double is essentially a road train, slightly less than 30 metres long," Ken explains. "It has the similar turning characteristics and swept of path as a 26 metre B-double, so we've tried to get different corridors opened up, so that we can increase our payload from 42 to 59 tonne."

"But it's also classified as a road train: once it comes off the PBS-approved route, our drivers simply change the 'long vehicle' sign

After operating at the start on a restricted route and splitting the trailers to cross the Gateway Bridge, on the 20th October 2014 a permit to cross the bridge was granted and the true efficiency of the unit was realised.

The tanker was purpose-built to transport tallow for JBS Australia, the meat processing company. It will likely run the 380-kilometre round trip between Brisbane and Toowoomba twice a day carting tallow for the export market.

For Russell Transport, it's crucial the vehicle be as reliable as possible.



TRUCK SAFETY AWARD

In 2012, Russell Transport received a Truck Safety Award for a safety initiative set on raising awareness of the presence of its drivers at busy delivery sites.

"We found it wasn't our actions that were hurting our people, it was the behaviour of people already working at the delivery sites," explains Ken.

The team developed a set of signs to help make customers and their staff aware of their drivers while they unloaded vehicles in the presence of cranes and forklifts. These included slogans like: 'Help our driver stay safe', 'my dad drives this truck', and 'can you see the driver?'

The signs had a positive impact and successfully influenced behaviour in the workplace; there hasn't been an injury of fault since the signs were launched.

"We've been trying to engage the workforce, so there's not just a barrier that's stopping you from doing something," says Ken, "but rather, a reason to ask yourself why is the barrier here?"

to 'road train' and can continue on."

The new tanker looks set to open up the road networks. Instead of B-doubles being the largest vehicle out of South East Queensland, there's now an increased capacity vehicle that can run on the same corridor.

For Russell Transport, this means potential gains of up to 30 percent in tonnage. Not to mention the benefits of having technically advanced PBS vehicles on the road, equipped with onboard mass, anti-roll and EBS gear.

Ken believes the A-double tankers will be better to drive and more appealing to good drivers, which might help to alleviate the pain of a reducing labour market in the transport and logistics industry.

"This is the next evolution in efficiency gains," says Ken. "It's like when we went from the semi-trailer to the B-double, but it's the industry that's driving change."

"Mark Johnston from Haulmark Trailers has been a huge help for us to get this initiative on the road. This is the first set of tankers, and we're the first to access the Gateway Bridge," says Ken.

"We've selected the best equipment to make sure the vehicle stays together and has the highest up time on the road," says Ken. "We've got tankers that have been doing that route for the past eight years on BPW axles. They give us the lowest contact time with the maintenance crew and the most up time on the road."

Celebrating its 90th year in business this year, Russell Transport is diverse, catering for grocery deliveries and over-dimensional moves alike. It offers a range of innovative vehicles and is always on the lookout for smart solutions.

In 1925, Ken's grandfather, Roy Bayley Russell established the business; his son, Phil took over the business in 1971 and remains a director today. Phil's children all work in the business: Ken manages the business operations; his sister, Julie is in charge of support services; his brother, Michael is in the workshop.

"I see the tanker as offering a huge advantage to the state of Queensland," says Ken. "It's not just for us to get this vehicle on the road - it's common sense!"



RIPE PICKINGS ON THE ROAD

*Words and photographs
by Emily Weekes*

Forklifts fly past as we forge a path through the Brisbane Markets. We're here to meet Graham Hampson from Utchee Refrigerated Transport. He's told us to meet him in the small and bustling office of BaNaanez Plus, a market stand run by his brother, Terry. As Graham later explains, the businesses are uniquely entwined.

There's a science to bringing bananas to market. This temperature-sensitive commodity is reliant on careful handling – on and off the road. Bananas are transported and cold stored, then gassed at precise temperature intervals, in order to ripen three days later for shopkeepers. Growers are at the mercy of a multitude of variables and often risk losing money by the season. The produce is loaded with precise steps of equal importance. In 2010, Graham and Terry had their produce stuck on trucks during the Queensland floods with thousands of cartons stranded, unable to reach the Sydney markets. Graham knew they could access the drier roads west of Brisbane, but the transport company refused to budge.

"We had five B-doubles lined up with 2,200 cartons of fruit on each truck," recalls Graham. "We offered to pay the extra money to go around, but they said no." As the price per carton jumped in Sydney due to limited supply, Graham and Terry were stuck, unable to take advantage of a unique

window of opportunity. A similar fate plays out during Queensland's cyclone season. If growers can't get their fruit to market, they have to go nine months without a cent coming in.

After giving it some thought, the brothers bought two trucks and began transporting. "When we started, we listened to what growers wanted, delivered on time and moved from two trucks to seven trucks in two years," says Graham.

It's a family-driven business: growing and packing bananas, transporting produce and breeding bulls for the stud market – a side passion.

With seven drivers, two office staff and a diesel fitter, Utchee Refrigerated Transport has established a steady and reliable reputation. To meet the demands of this deadline-driven industry, Graham relies on five B-doubles and two road trains. All of the company's refrigerated vans and Rytran's dollies are fitted with BPW axles.

"We wanted to buy the best gear," says Graham. "The backup service was important

“WITH BPW PRODUCTS, THE INITIAL COST IS NOTHING COMPARED WITH ONGOING MAINTENANCE ISSUES YOU GET WITH OTHER PRODUCTS. I HAVE TO CONSIDER THE COST OF REPAIRING PARTS, BUT THE REAL COST IS IN HOW MANY DAYS THAT TRAILER IS OFF THE ROAD.” GRAHAM HAMPSON

to us and BPW's 1,000,000 kilometre warranty extends the value beyond the product. That's what it's all about."

Now travelling as far as Perth, the brothers talked extensively to people in the industry before choosing their trailers and trucks. In the end, it came down to the cost of maintaining equipment while managing the demands of business.

"With BPW products, the initial cost is nothing compared with ongoing maintenance issues you get with other products. I have to consider the cost of repairing parts, but the real cost is in how many days that trailer is off the road."

"When they're not turning the wheels, we're not making money," says Graham. It's a principle that applies to another of

Graham's passions. He's about to leave for the Variety Bash – a fundraiser car rally, celebrating its 25th anniversary. Hundreds of cars will make the 10-day trip from Brisbane to Sydney, using only the back roads, raising funds for disadvantaged and disabled children.

Graham and his mate have already packed the truck, which will join an extensive workshop crew supporting other vehicles. It's clear he wouldn't miss it for the world. The bash is part theatre, part fundraiser and part car-enthusiast heaven.

There's only one thing that comes as a surprise about Graham. After so many years working with one of the most nutritious edible fruits in the world, he sheepishly admits: "I never eat bananas, the smell puts me off!" 



Graham Hampson



All of the company's refrigerated vans and Rytran's dollies are fitted with BPW axles.

WHEN OPPORTUNITY KNOCKS

Words by Jim Darby

A simple set of business principles forms the MCG Group mantra: find opportunity, no matter the size, grab it with both hands and apply every bit of grit and determination to bring the opportunity to reality.



That has been the key to the MCG Group's success, along with a group of people who are hands-on at every level and share an enormous drive to succeed.

The business was started in 2002 by Bill McDonald as a bulk earthworks contractor running a few scrapers and it has expanded into civil construction, quarrying, concrete, exploration drilling, tenement development, start-up capital provider and now dairy.

Through Camperdown Dairy International (CDI), of which MCG Group is the major shareholder and start-up capital funder, they are developing a "complete" dairy business. And it is big, very big.

Economists would describe the operations as "fully vertically-integrated". Tim Nowell, MCG Group asset manager explains that it means CDI controls each and every aspect of the business at every level.

"We own the farms, grow the crops, harvest the crops, feed the cows, milk the cows and transport the raw milk. We own and run the processing facility, package the

final product, and deliver that product to customers across the globe.

"It means we can produce an extremely consistent product with traceability through the entire production chain, from the soil the feed is grown in, right through to the delivery onto the shelves of our customers' local store anywhere in the world. We own it, we control it, we live it," Tim said.

For the past 10 years or so, the core operations of the MCG Group have been in civil construction, quarrying and concrete. MCG Civil has successfully conducted projects all over the eastern states of Australia and more recently has been focusing on the burgeoning coking coal construction market in the Bowen Basin, where MCG Group has completed projects for major blue chip clients such as BMA, Anglo Coal, Peabody Energy, Rio Tinto and the former MacArthur Coal.

Closely following this path was MCG Quarries, centred on the hub of the

"Reliability is the key, and hence we began our long-standing relationship with BPW Transpec. BPW is under nearly every trailer we own. All the road train side tipper fleet runs on BPW ECO Plus, and even though the fleet operates in very harsh conditions – 80 per cent of the work is 'off-road' – the Group is extremely happy with the performance of the BPW product," Tim said.

He suspects BPW operates an excellent back-up service, but confesses he really can't say: "We do not know what the back-up service is like, because we've never had a serious issue with the BPW product. Even after millions of off-road kilometres travelled."

Tim has been around trucks all his life. His family operates log trucks in some of the harshest conditions out there for trucking, and they all run BPW. "The decision was simple ... BPW was the only way to go," and it's a decision Tim says he "has not had one single reason to regret."



"RELIABILITY IS THE KEY, AND HENCE WE BEGAN OUR LONG-STANDING RELATIONSHIP WITH BPW TRANSPEC. BPW IS UNDER NEARLY EVERY TRAILER WE OWN."



Moranbah South Quarry operation in Central Queensland. This operation began out of an opportunity to support MCG Group's construction activities. True to MCG form, it began on a minuscule scale with three people running it, but it has become a massive enterprise running 24 hours a day, employing in more than 250 people and dispatching 20,000 tonnes of road base every 24 hours, seven days a week.

Further quarrying opportunities were then developed along Queensland's South-Central Coast and South-West to service the gas fields and into Victoria to service infrastructure development projects in that state. A natural progression was into concrete, which was executed in 2012 with great success.

Tim goes on to explain, that with service the key to positive customer outcomes, MCG Logistics was developed "to service our key clients. That meant mustering a large fleet of road train side tippers, concrete agi trucks and support equipment such as floats and tilt trays to service the our clients.

The Camperdown Dairy International business will mean a further major expansion in transport and logistics, presenting Tim with some tough decisions in terms of the operational economics of transporting milk, farm products and final powder products to port.

Tim grew up in Colac, in Western Victoria: "I'm excited by the opportunities in the dynamic environment the MCG Group presents. Victorians should also be excited about the long-term economic and employment opportunities CDI will present in the state."

Tim went on to say, "you do not work for the MCG Group, you work with the MCG Group. It can be all-consuming. I love to work 18 hours a day, seven days a week, as I believe in the plan. I'm surrounded by a group of hands-on, motivated people who have your back at every turn, and push themselves to the limit to get the job done.

"It is a hugely rewarding environment, and I look forward to each and every day."

FORGED IN A GORGE

Words and photographs by Mike Isle

We meet two men who have forged a remarkable collaborative approach to running their businesses, based on what is best for both businesses.

It is a 400 kilometre round trip, done twice a day. Each trip takes about six hours on a good day.

There are bad days.

In the middle of the run is a torturous seven kilometre gorge. That gorge can be challenging at the best of times for a truck and driver. At the worst of times, when

the weather sets in, it can be difficult, even dangerous.

Nevertheless, it is done. And done daily.

Give us this day our daily bread.

The man who does it, makes the first of the two return runs, is a softly spoken veteran owner-driver called Glen Parker.

We meet Glen at George Weston Foods (GWF) Auckland bakery. Also on hand is the bakery's national transport manager, Scott Barnard. There is an interesting synergy between the two, and we will come back to that.

Glen's job, under contract to GWF, is to deliver upwards of 30,000 loaves of bread from the company's Auckland bakery to its Tauranga depot.

Twice a day that takes him through the notorious Karangahake Gorge. It is a dictatorial gorge. We will return to the gorge later. At night.

Glen has had his long-haul contract with GWF since 2008. However, his association with the bakery goes back to 1996 when he was a distribution partner for GWF making local deliveries.

When the line-haul contracts came up in 2008, largely replacing GWF's in-house fleet, Glen successfully secured the Auckland-Tauranga run, while son, Chris, obtained Auckland-Hamilton and Auckland-Whangarei. Father and son have separate operations.

Glen has one truck—a MAN—and a new five-axle hard-side trailer built by



**“TWO MEN—A CUSTOMER AND A
CONTRACTOR—WITH A COMMON PURPOSE:
TO DO WHAT IS BEST FOR BUSINESS.”**



Roadmaster Trailers in Rotorua. That trailer has raised some very serious questions from some equally serious operators. Some question why five-axle, why the Duropanel and why a hard-sider from Roadmaster, a company justly renowned for its curtainsiders?

In hunting for the answers, we unwittingly arrive at the heart of this story.

In fact, it is sitting right before us. Two men—a customer and a contractor—with a common purpose: to do what is best for business.

When it came to the acquisition of a new trailer, it was never going to be solely Glen's decision or Scott's. That is not the way these two work. They talk, they discuss, they research and they assess.

That is why we find them at the northern mouth of the Karangahake Gorge on a wet and cold Saturday night.

The elephant in the room is always the Karangahake Gorge. It dictates the size of the trailer on this run. What is the maximum size trailer that could make it through that twister?

Glen and Scott want to find out. Chris has just taken delivery of a new three-axle simple trailer. They use that for a test run.

With Chris driving, and driving slowly, Glen and Scott follow. A couple of over-hanging bluffs and tight bends worry them most. The high-side trailer is clearing them, but it is close, too close, no margin.

Chris is doing his best, and if his was the only vehicle on the road, it would be okay. That is not the way it works, though. Scott, conscious that there will be other traffic on the road, and protective too of GWF's envious safety record, deems the margin too close for comfort.

He and Glen will have to investigate other options. Again, the collective decision.

Route diversion (over the Kaimai Range) is one option. Too long, too costly.

Therefore, it has to be the trailer configuration.

The two look at three- and four-axle trailers, and certainly their initial build will be cheaper. However, with 5,000 kilometres travelled every week and a cost saving on road-user charges of up to \$600 a week, depending on axle numbers and combinations—the collective decision swings in favour of long-term savings and safety.

It is to be five axles. Lower, but longer. Able to take the load. Able to take the gorge.

And why Roadmaster?

“Savings,” says Scott.

“Roadmaster was able to offer us a composite build that was lighter and tougher than other options we considered. Glen's Roadmaster combination is 1.5 tonne lighter on a similar volume.”

Contributing factors to the composite were the aluminium floors (a change from fibreglass), and the honeycombed Duropanel hard-sides sourced out of the Netherlands.

That was a Roadmaster recommendation, as was the choice of BPW running gear because of its ease of maintenance and backup support.

“At the end of the day, it was a collaborative process with us (GWF), Glen and Roadmaster, and even Chris weighing in—literally,” says Scott.

“That's the way it works around here,” he says.

“And it has worked. I honestly think Glen now has one of the best units on the road.”



Glen Parker and Scott Barnard

SPECIFYING FOR SAFETY

Words and photographs by Mark Pearce

Safety is the driving force behind everything Toll Liquids does. Be it new and improved products on vehicles and trailers, traceability, accountability, fatigue monitoring technologies or driver education – it's all now part and parcel of Toll's DNA, a company that is ever more 'specifying for safety'.



One of six tri-axle dolly tanker combinations that picks up diesel out of Adelaide, and delivers to the Thiess/Oz Minerals mine 90km south-east of Coober Pedy.

As part of Australia's largest mover of freight, Toll Group, Toll Liquids runs the largest bulk road tanker fleet in Australia, made up of 270 prime movers and nearly 600 trailers. You might presume they would be cutting costs wherever possible in today's low margin commerce climate, but that couldn't be further from the truth.

Toll Liquids has gone in the opposite direction, buying up all the safety features it can get its hands on in order to become the safest and most efficient provider of fuel transportation services across Australia.

Toll Liquids National Fleet Manager David Mallows explains the systems and culture being driven from the top has changed considerably.

"Toll's historical focus on growth by acquisition has shifted to focus more on organic growth opportunities: to do things better and to continuously improve the service we provide. We always work to satisfy the customer but we are not going to do that at the expense of safety," says David.

Until mid-2013, Toll Liquids predominately specialised in bulk tanker services for the

retail fuel market. A recent restructure and new contracts has seen Liquids grow its fleet from 1.7 trailers per prime mover to 2.2 trailers. The growth ratio of trailers to prime mover is mainly due to winning a series of outback logistics contracts.

Assignments like the Prominent Hill project (a 1,600 kilometre, 33-hour round trip) see six Holmwood- and Tieman-built tri-axle dolly tanker combinations picking up diesel out of the Shell terminal in Birkenhead, Adelaide, and delivering to the Thiess/Oz Minerals copper and gold mine, 90 kilometres south-east of Coober Pedy.

At 32.6 metres in total length (with the tri dolly included), the PBS-approved tankers can run full loads on all double road train routes across South Australia. Each sleek configuration is fully equipped with BPW ECO Plus Airlight II air suspended axle systems, drum brakes and EBS.

"We have been fitting EBS into the tanker fleet since about 2007," says Mallows.

Toll Liquids driver Stewart Cox has been driving the unit over the last twelve months. He describes the ride stability as like 'floating along the highway'.

"I've been driving this since brand new and there's no real kick going over bumps and

you don't get the normal bucking at the back when you hit a heavy duty groove in the road," states Cox.

"Compared to other rigs I've driven in the past, when I've got 71,000 litres of diesel at 90 tonne on this combination, the trailer seems to sit behind it a lot sweeter and a lot smoother with this suspension. The braking is very good and the tankers keep in a nice straight line. When you're empty the wind can have an effect, getting the 90-100 kilometre gusts going across the plains. The trailers don't move; they just sit there."

Due to short lead times, the manufacturing contract was split to both Tieman and Holmwood. In alliance with Toll, the trailers were built specifically for curbside delivery so the driver no longer needs to walk around to the other side.

"We're not only looking at whole-of-life cost of the equipment we acquire, we're trying to fit the best possible equipment from a driver point of view," says Mallows.

As part of Toll's drive to continuously improve safety for its people, the new tankers have additional emergency shut-down switches equipped all around the tanker so the driver is only a footstep or two from shutting everything down.



Also added to the vehicles are on-board cameras, additional lighting and, being an outback logistics operation, the trailers carry 'spares for the spares'.

"Some of the challenges for us are once they've past Port Augusta there's very little backup support for tyres or anything like that. So we run all new tyres to prevent damage. We carry spare tyres and we've tried to make the units as reliable as possible so our drivers can get up and back without an issue," explains Mallows.

"Beyond collecting driver performance data, there's not a lot more safety and reliability that can be put in place, other than the fact we do a heap of training," comments Mallows.

Even for an experienced fuel driver, Toll inducts all its drivers over a three-week period before they're out by themselves; this includes classroom theory alongside practical training out in the field with an experienced driver.

Toll Liquids driver, Stewart Cox



Cox says the Toll OHS driver induction was the most comprehensive training he's done.

"I've been driving trucks for 20 years now, but it challenged me, which meant I had to prove myself and yeah, I really enjoyed it. It's a lot nicer working for a company that is proactive in safety, I can tell you that," says Cox.

Toll Liquids is also implementing driver seeing system (DSS) in its WA long haul fleet – a dashboard-mounted camera system that monitors driver fatigue and microsleeps. The system detects pupil size, how frequently drivers blink and how long they keep their eyes shut; if the DSS system detects a microsleep has occurred, it triggers an audio alarm and vibrates a motor built into the driver's seat.

Despite all the driver education programs, collision avoidance, cameras, rollover prevention systems and other passive and active safety technologies, ultimately companies must rely on the driver and common sense.




**“WE’RE NOT ONLY LOOKING AT WHOLE-OF-LIFE
COST OF THE EQUIPMENT, WE’RE TRYING TO FIT
THE BEST POSSIBLE EQUIPMENT FROM A DRIVER
POINT OF VIEW.” DAVID MALLOWS**

Mallows has seen massive changes in safety regulation and legislation throughout the road transport and logistics industries over five decades. However, he says most of the credit for the company’s recent safety success is due to its drivers, who live by the safety principles the whole organisation has put in place.

“We can now track, monitor and provide feedback to our drivers and it’s amazing how fast they adapt and improve. They’re performing every day and the results we are seeing are the efforts of drivers who do just about everything right. But what makes our fleet safer is the holistic approach which encompasses the core

values we live by,” says Mallows.

Those values are: integrity and trust, safety, continuous improvement, teamwork, and being open and transparent. Commitment to these values by all Toll staff creates the belief that all injuries are preventable.

In today’s complex climate of employer/employee responsibility and compliance, transport businesses have a choice – to either become complacent about the future or to follow in Toll’s footsteps to become an industry leader that places the safety of its people and the communities that it operates in above all else. At the end of the day, everyone has the right to go home safely. 

**Toll Liquids National
Fleet Manager, David Mallows**



IT ALL WORX WELL

It's the classic example of a younger generation building on the foundations of a solid family business to carve out an entirely new enterprise. Such is the story of Sydney-based EARTHWORX, an excavation and tipper haulage company where opportunity and optimism are the cornerstones for today and tomorrow.



If confidence and passion are traits of success, then it's perhaps easy to understand how EARTHWORX has evolved to become a significant competitor in Sydney's tough excavation and tipper haulage industries.

The embodiment of those traits, and indeed the driving force behind the company's formation, is highly motivated Managing Director Anthony Maroun.

Yet Anthony certainly isn't alone in the running and nurturing of this burgeoning

business. EARTHWORX is a family company to the core. Along with Anthony are his twin brother Charbel, elder brother George and sister Nicole.

However, it was Anthony's initial vision and determination which propelled the company into existence and to its current strength. In fact, since formation in 2006, EARTHWORX has expanded from an infant offshoot of their father's construction and development business to a high-profile entity with more than 100 employees, an

impressive fleet of 45 trucks dominated by 43 truck and dog trailer combinations with more in production and due out early this year and a vast range of earthmoving plant ranging from excavators to bulldozers, dump trucks and front-end loaders.

At 30 years of age, Anthony Maroun has crammed plenty of energy into a working life that started when he left school at just 16. "I wasn't really into school work," he says casually. "I just wanted to be out working."



And work he has, starting in his father's construction business and four years later, still short of his 21st birthday, pursuing his belief that a formidable excavation and haulage business could evolve from the family company's foundations.

"I could see the opportunity and the need for a service that was fair and honest," Anthony insists. "We started doing our own excavation work but then things started to expand as other clients became aware of the work we were doing. It has been a progressive evolution, for sure, but we've always had the confidence to commit to the business."

As he quickly points out though, it was an extremely modest start. "We had plenty of ambition but as far as equipment went, we had next to nothing and used sub-contractors for just about everything," he explains. "But it didn't take long to realise we needed our own equipment and our own people to give customers the consistency and commitment they wanted."

From that point on, growth has come quickly for EARTHWORX. Although there's some demolition work, the bulk of the business is excavation and specialising in deep excavation projects, primarily in the Sydney CBD. The company today boasts clients ranging from small local developments to the biggest names in residential and commercial property development.

In 2014, EARTHWORX excavated between 1.5 and 1.8 million cubic metres of earth and rock that year alone.

Yet while around 85 percent of company turnover currently comes from excavation work, it's an adamant Anthony Maroun who says the haulage side of the business is the key to future growth. In fact, an entirely new office and transport base with greatly enhanced service, maintenance and parking facilities are being developed near the company's current premises at Glendenning in Sydney's western suburbs.

Meantime, Anthony is also quick to acknowledge the abilities and experience

of Transport Manager Tom Farrugia as a vital contributor to the current performance and future expansion of the haulage operation.

Tom has been with EARTHWORX from the start and has critical input into the specification and purchase of all haulage equipment. However, as Anthony adds, his expertise extends even further. "Some councils can be hesitant about trucks and trailers working on sites where access is limited," he says. "In those cases we invite council engineers and managers to an on-site demonstration of the manoeuvrability of a truck and dog. Tom explains how it works and then shows them how it works."

"It's definitely an important part of the business because trucks are our marketing, the public front for the company."

Kenworth trucks with Borcat tippers and three-axle dog trailers and more recently, Sloanebuilt tippers and four-axle dog trailers, are the obvious flagships of the EARTHWORX fleet. In addition, they have





**IT DOESN'T MATTER WHAT BUSINESS IT IS,
WHETHER IT'S OURS OR OUR SUPPLIERS', IT'S
ALL ABOUT THE RIGHT PEOPLE, THE RIGHT
SERVICE AND THE RIGHT PRODUCT.**

ANTHONY MAROUN



also introduced a new K200 prime mover to pull the new Drake quad axle float that is also equipped with BPW steer axles.

According to Anthony and Tom, reliability and relationships are the absolute foundations for long-term partnerships with customers and suppliers alike.

"We know what works," adds Tom Farrugia, "and that includes the service and support we get from our suppliers. That's where relationships come into it. You get to know who you can rely on."


Particularly high praise, however, goes to the products and service support of BPW Transpec.

"The service we get from BPW Transpec is truly excellent, particularly from Scott Merriman," he states. "But it's not just the service. Spare parts availability is great and if there's ever a technical issue we need addressed, they're really quick with an answer".

As for performance of the various products supplied by BPW Transpec, Tom explains that BPW trailer axles and suspensions, Edbro hoists and Ringfeder couplings have been a feature at EARTHWORX from the outset.

Likewise, "BPW's airbag suspension and axle sets are as good as it gets.

"But it's not just about their reliability," he exclaims. "The stability and handling is remarkable, and it doesn't matter whether they're running along a highway or tipping on a rough site, the stability is just exceptional."

"It doesn't matter what business it is, whether it's ours or our suppliers', it's all about the right people, the right service and the right product," concludes Anthony Maroun. 



“WE BECAME A TEAM...”

Words and photographs by Mike Isle

We make a return visit to a trailer builder who makes a point of producing the improbable, and remember a man whose vision they made a reality.

Puketutu Island in Auckland's Manukau Harbour has made a rich and diverse contribution to the growth of New Zealand's largest city.

In pre-European times, it hosted several Maori pa. In the 1950s, the island's volcanic scoria cones were heavily quarried to provide the backbone of the adjacent international airport extension. Most recently, Auckland gave something back: its biosolid waste from the nearby

water treatment plant.

It is the gift that keeps on giving. One day the rich and fertile soil of the island will provide the foundation for a new recreation park for the city and the region.

However, it is what is happening at Puketutu now that is of most interest to us. Puketutu Island is where a new and innovative form of road-train is being trialled.

Our story begins with the company that initiated the project, Auckland's water and

wastewater utility provider Watercare. Watercare owns the Mangere Water Treatment Plant and leases the adjacent Puketutu Island for its biosolid settlement cells.

Linking the two is a narrow causeway, Island Road. It is the causeway and its use that was the heart of the issue. The method of trucking the biosolids from plant to cell was...trucks—large six-wheel trucks making dozens of trips a day and causing irreparable





“THERE ARE TWO TRAINS NOW OPERATING AT PUKETUTU. OFFICIALLY THEY ARE STILL BEING TRIALLED, BUT ARE ALREADY COUNTED A SUCCESS.”



damage to a fragile environment destined to become a regional park.

There had to be a better way.

Watercare's then chief executive, Mark Ford, a fierce and formidable protector of the region's facilities and environment, challenged his engineers to find it.

Starting point was to rethink the concept. Why trucks at all? Why not a single tractor towing purpose-built trailers, a “train”? Bigger payloads, fewer truck movements.

Watercare engineer, Paula Steinmetz, tasked with managing the project, turned to the trailer-builder that built its reputation for rising to a challenge, for producing the “improbable”.

She turned to TRT.

What she saw impressed her. TRT visited the site—the only trailer-builder to do so. Every issue, every problem was canvassed by TRT. But the thing that impressed Paula most about TRT was their can-do attitude.

“They said to me at a very early stage that whatever else happens, they will make it

work. We built an immediate rapport. We became a team.”

And make it work TRT did. Bevan Olsen, who heads up its design team, and has appeared in these pages before (Transpower: Autumn 2014), takes up the story:

“What we came up with was a train of three side-tipping trailers, each 14 cubic metres capacity—42 tonnes of biosolid.”

Bevan says that side-tippers were preferred for both safety and efficiency. More than one rear tipping truck has followed its loads into a cell. Side tipping, however, allows the narrow causeways dividing the cells to be utilised for greater efficiency and safety.

With the aid of in-cab GPS and radar tracking, the operator relinquishes in-cab control to an auto drive, which positions the train on the narrow causeways between and parallel to the cells to within 20mm accuracy.

Not only does this provide greater safety,


it optimises load placement in the cells and reduces the amount of spreading by diggers.

Tipping of the trailers is also remotely controlled from within the cab—another safety measure.

For all the high-tech prowess at Puketutu (we have only touched the sides), it is perhaps surprising that in selecting the tractor unit, the Watercare/TRT team chooses raw power. The chosen tractor was a Fendt 936, supplied by Waikato Tractors, made with German quality, and offering 360 horsepower of sheer grunt.

There are two trains now operating at Puketutu. Officially they are still being trialled, but are already counted a success.

Sadly, the man whose vision initiated the concept, Mark Ford, passed away before his vision came to fruition. He never saw the trains in operation.

If he had, he would be pleased though, says Paula Steinmetz. “His concept is now reality.” 

COVERING ALL BASES

KIM Haulage is using technology wherever possible to improve operating safety standards.

Words by Chris Mullett



Ken McClelland, founder and managing director of Kim Haulage Aust. Pty Ltd

Australians are reputed to be early adopters of new technology. That's certainly the case for Sydney-based KIM Haulage where founder and managing director Ken McClelland is using a full suite of different technologies to improve safety, reduce vehicle downtime and minimise driver fatigue.

A self-confessed Mack devotee, in the past few years Ken has downsized his fleet from around 14 vehicles to the current level of 4 Mack Tridents, each powered by the 535 hp Mack engine with the mDRIVE automated manual transmission and supplied through Michael Inzitari at CMV Trucks, Sydney.

"At one stage I had trucks operating in WA, Queensland and Northern NSW. I sat down and worked out who were my best customers and how many trucks I needed to support them and then downsized accordingly," said Ken.

"Most of my drivers are older blokes and they love the mDRIVE. It reduces effort and fatigue and enables the driver to concentrate totally on traffic movement around them. From a power and performance perspective they can climb Mount Ousley at full GVM on cruise control, it's that easy," added Ken.

The controls and instrumentation in each truck is identical, with mobile telephones being non removable and non-operational when the vehicle is in motion. Alongside the phone installation are two screens, one providing sat. nav. coverage, the other enabling the driver to monitor five on-board cameras. A further camera attached to the windscreen covers the view of the road ahead, constantly recording the movements of all other road users.

"The camera vision covers any possible blindspot, and individual cameras are mounted on the top of the left-hand air intake





The new Vigia tyre inflation compressor mounts on the trailer and connects to the existing trailer air system, removing the previous reliance on the electrical system, not the prime mover. Pressures can be selected by the driver and also monitored independently by the compressor gauge.

and behind the truck body and the rear of the trailer,” said Ken.

With bodies and trailers by Sloanebuilt, three of the Mack Trident tippers are coupled to quad-dog tipping trailers while the fourth hauls a five-axle tipper.

“Under PBS we achieve payloads of 40 tonnes, but when running over the Blue Mountains PBS does not apply and we are restricted to 32 tonnes payload. We swapped over from three-axle to four-axle tippers as far back as 2000, and at the same time we went completely to disc brakes on BPW axles.

“In the early days of disc brakes we experienced an imbalance in brake effort between trucks and trailers. BPW moved to larger rotors and we worked through it to improve the overall balance and solved all the problems.

“You need a brake application lead to the trailer, and this was difficult to achieve in the

early days. We had to work with the truck manufacturers to modify their systems to work with what is a more sensitive disc-type foundation brake. The upside is that the stopping distance is so superior for discs versus drums.

“Now the balance is right, the pad replacement is around 200,000 kilometre intervals. Rotor condition is regularly monitored and under normal circumstances we expect two pad replacements to each rotor replacement.

“With brakes and tyres on quad-dog trailer work we experience more brake pad wear on the 1st and 3rd axles and more noticeable tyre wear on the 2nd and 4th axles. It’s the same with the trucks, with the 1st drive axle showing more brake pad wear and the 2nd drive axle highlighting more tyre wear.

“Kumho tyres have recently been approved for PBS application and we are recording a tyre life on drive axles of around 110,000 kilometres. This compares to previous Michelin tyres that achieved around 80,000 kilometres. We have trialled Dunlop SP430s but found they were more susceptible to stone punching that damaged the casings. Tyre condition is monitored visually with regular rotation completed in-house.

“Since 2007 all our trailers have been supplied with disc brakes, EBS and roll stability, plus Vigia automated tyre inflation systems. Tyre wear immediately reduced by 20 percent as a result of the Vigia tyre inflation system.

“Prior to PBS we ran with tyre pressures set at 95 psi, as we were only running 13.5 tonnes on each bogie spread. With PBS adding more weight we then increased to 100 psi. Having a small fleet we are much more hands-on when it comes to maintenance management and

regular inspection.

“The disc brake advantage is that we don’t flat-spot tyres. In the old days with drum brakes, even on brand new equipment, the adjustment could alter between drums. Disc brakes are always perfectly adjusted equally and you don’t flat-spot tyres.

“Using the new mechanical Vigia automatic tyre inflation system has not cut down the puncture rate, but it has reduced the number of blow-outs. The most common cause of blowouts is caused by a tyre deflating through a puncture, and that puts more weight on the adjacent tyre, causing overheating and failure. The Vigia system maintains pressure in the tyre experiencing the puncture, dramatically reducing the opportunity for a blowout of the neighbouring tyre.

“We have even had situations where a trailer parked in the yard empty has been found with a broken bead, early in the morning. The tyre inflation system is usually capable of re-inflating and resealing the bead. It’s happened three times, removing the need to replace the tyre until a more suitable time during that day.

“We believe that by maintaining correct tyre pressure management we also reduce the opportunity for bearing wear as the bearing is always evenly supported over both dual wheels. We just wash and repack bearings on a regular basis and very rarely need to replace them.

“When you are paying \$150,000 for a new five-axle trailer, I can’t understand why you don’t include EBS and automatic tyre inflation systems,” said Ken.

“For the sake of \$1,500 or so extra for the EBS over a standard brake kit, and \$5,000 for Vigia on five axles, you can extend tyre life and raise your equipment to a new safety level,” added Ken. (BA)



DOING IT RIGHT WITH TRUCKRIGHT

Words and photographs by Jim Darby

Here's a man on a mission; a driver with some extra drive.

Rod Hannifey is a campaigner who is relentless in his delivery of transport safety and industry messages – he puts it out over the airwaves and in print and on the B-double trailer combination he pilots.

The trailer reads like a series of huge billboards; letting anyone within sight know about the importance of the trucking and transport industry to the nation's economy and how to make it safer for all.

And that trailer set-up has just ticked over one million kilometres; that's a lot of exposure on the open roads and a huge tribute to the trailers' component suppliers.

Rod's epiphany came 15 years ago on a day when he had two near-misses – one a car that decided to overtake his B-double with another coming straight at him, sending both rigs off on to the shoulder.

Later that day, Rod flashed his lights at an oncoming driver as he was coming down a long hill towards a narrow bridge, "as if to say

'back off a bit, let me through and we won't have any problems on the bridge.'

"He didn't back off and I swear we missed each other by millimetres. I thought there has to be a better way to educate people about trucks."

This emerged from an earlier campaign of his to help caravanners improve their road safety and communications. It was Rod that pioneered the use of UHF Channel 18 by caravanners (he realised some of them didn't like the language they were hearing on channel 40 and simply turned off).

Alongside his driving, Rod had long been a contributor to magazines and was a talk-back radio regular. He saw the chance to keep on driving, but also spend time on his campaign for road safety and for all road users to understand the importance of the transport industry.

His argument to transport operators was simple: "if I can prevent just one accident by

doing what I do, I can be saving you money for the next 10 years."

The operator who agreed to work with him was Rod Pilon Transport, an Australia-wide logistics and warehousing operation with its headquarters in Dubbo.

Ken Wilkie, an owner-driver from Queensland helped Rod Hannifey out with his first prime mover and Rod Pilon the trailers.

The latest trailer set, known as the Truckright Industry Vehicle (with TIV in lights in the middle of the bullbar), has been supported by many industry suppliers – there are as many logos here as you'll find on a Formula One car and driver, recognising component suppliers like BPW Transpec which has contributed its Transpec EBS braking system and, on the front trailer, the Raise/Lower Valve. The trailers are also fitted with BPW suspensions which have performed extremely well.



Like their fellow suppliers, BPW has gone the distance with Rod – all one million kilometres of it on this particular trailer set up.

The curtains on the trailers tell a big story: they acknowledge the trailer sponsors and supporters, and they also tell the story of the industry, showing the different types of truck at work and their contribution to the national economy, with simple messages like

“Road transport in Australia employs over 220,000 people and contributes over 4% of Australia’s gross domestic product (that 4% amounts to about \$208 billion in 2013-14).”

Rod Hannifey was just 15 when he started in the transport industry and 16 when he drove his first road train. At the ripe old age of 17, he thought he should go straight up for his semi-trailer licence and he got it on his first try.

He has been behind the wheel ever since, driving intrastate, then in a container park for a decade and then onto interstate running.

Rod has been a Professional Driver of the Year (2001), has won safe driver and road safety awards and has regular radio slots or appearances as well as magazine columns.

He’ll hit the airwaves with the passion of a politician at election-time – during Truckweek in 2014, Rod contacted almost every radio station and newspaper along the Newell Highway, that 1,600 kilometre-plus stretch of road that runs through New South Wales from border to border, linking Melbourne to Brisbane.

“I try and get to one industry event per month or have one person in the truck with me – that might be a journalist, or someone from VicRoads or the (NSW) RMS; I’ve had the CEO of the NRMA,” Rod said.

He keeps on spreading the word. 



The campaigner: Rod Hannifey with his Truckright Industry Vehicle.

THE MESSAGE

Anyone who has met him will know, Rod Hannifey is passionate. He has a lot to say. But if there was just one thing he could say to road users who aren’t truck drivers, what would it be?

“If you respect the size and weight of trucks, road safety will be improved for all.”

He also has an on-road code for truckies. “You can’t tell motorists what to do if you don’t have an on-road code of your own.”

The number one message there?

“Whatever you do affects how we are seen... do the wrong thing and you tarnish us all.”



Delivering the message: Like a moving storyboard, the Truckright Industry Vehicle promotes road safety and explains the value of the transport industry.

GOT IT COVERED

Words and photographs by Mike Isle

We meet a company where core values meet modern technology – and the blend benefits both.

“It is actually quite neat.”

Paul Morrison, Winstone Aggregates' Auckland Transport Supervisor, is talking about the ease and convenience of Razor International's Rollover Power Tarp.

But, that is not the primary reason he and Brett Horrobin, Winstone's distribution manager, have chosen one, their first, for a Winstone truck and trailer unit.

“Yes, it suits drivers to lean out of the cab and just push a button. That's the convenience,” Paul says with a grin. “But the primary reason is to keep the driver safe.”

Winstone is hot on workplace safety. It is

an old company by New Zealand standards, 150 years old this year—a milestone recorded in an iconic television commercial and on the livery of its trucks and trailers.

What sets them apart though from many companies of a similar age is an almost evangelical zeal for workplace safety, care for the environment and staff welfare.

Their website, www.winstoneaggregates.co.nz, describes the founding fathers as “God-fearing, hardworking men” who employed people with the same work ethic, and looked after them.

Even when times were hard, staff were paid, while the Winstone family were not.

Not one staff member was laid-off in the Great Depression.

All of which speaks volumes for the company and its culture. But what does it have to do with the Razor Rollover Power Tarp?

Everything.

We start with the environment. Every one of Winstone's thirty-strong Auckland truck and trailer fleet is fitted with tarps. Every load whether it is aggregate or woodchip is covered. No exceptions. It is not government regulation; it is company policy. Winstone's policy.

What is good for the environment is good for the country.





But not always for staff.

That is a lot of tarps to roll over manually. It can be tiring and tedious work. And it is not without its risks—past and potential. Shoulder injuries and strains are reasonably common among drivers. Even getting out of the cab and being on the ground in a busy depot or quarry has risks. Going higher, balancing on a drawbar, to pull over a tarp can be hazardous.

None of which is acceptable to Winstone; nor, these days, necessary. Winstone has fitted their first Razor Rollover Power Tarp. It has been in use for four months, twenty loads a day, loading and unloading, five days

a week. Basic maths: approximately, 3,200 rollovers.

Some of Winstone's trucks, those doing double-shifts, have even greater frequency, and their drivers can't wait to get their hands on a power rollover.

They are going to be in luck.

Winstone is 'sold' on the push button concept of powered rollovers, primarily because of the health and safety aspect, but also because of the ease of use and the convenience.

A perfect fit for truck, trailer, company and culture.

And that about covers it all. 🚚



THE GOOD OIL

We travel to Tauranga to get the good oil on a transport operator who has the right mix when it comes to maintenance and safety and the unique structure to achieve it.

Words and photographs by Mike Isle



The correlation is not lost, on the interviewer or on the interviewee.

We are talking to Greg Pert, founder and, along with partner Jackie Carroll, co-owner of Tranzliquid Logistics Ltd.

Tranzliquid's business is oil. It transports petroleum and petroleum products from terminals to petrol stations and bitumen to road-builders throughout New Zealand. Oil makes New Zealand go round. It lubricates the wheels of industry and commerce. Makes things run smoothly.

Therein lies the correlation, beneath all complexity lies simplicity.

Tranzliquid, one of the few petroleum transport specialists in New Zealand, is a well-oiled machine. There is no more apt way of describing it. Moreover, we are not looking for one; what we are looking for are the reasons why—why this Tauranga-based company with millions of kilometres on the clock for many of its tankers has one of the most enviable maintenance and safety records in transport.

Greg immediately piques our interest with a term that demands attention: Tranzliquid Compliance.

"What does that mean? Some kind of regulation? Self regulation?"

"Kind of. It is the standards we set of ourselves, our operators and our customers."

Greg does not expand. However, we know by implication, by recollection and by result that they are exacting standards, involving well-planned maintenance schedules, operator loyalty and stringent safety principles.

We recall that this has always been his way. We first interviewed him for this magazine more than a decade ago. Quality standards was the theme of that earlier story, and remains so for this one. Greg confirms that, "It was what we started with, it's the business model we have continued with, it works so why change?"

Here the interviewer could be lulled into blind acceptance of Greg's statements.

After all, most companies focus on quality—or say they do. Greg is no different, except that he seems to have said it a lot longer and "stuck by it" with pit-bull persistence. He says "luck is where planning meets opportunity".

Still, we want more. More evidence of the practice in practice.

We find it in two tangible ways—the resilience of his fleet and of his relationships.

Fleet first. The oldest tanker in Tranzliquid's fleet was built in 1998. It has done upwards of four million kilometres, refurbished just once. He has others nearing that vintage and mileage.

Every tanker and truck in his fleet is subjected to a rigorous and methodical maintenance schedule. Greg will not be drawn on details, except to say the maintenance programme "probably" exceeds the norm for the industry and is treated by the company as a cornerstone investment.





“WHAT BECOMES APPARENT IS THAT ALL PARTIES ARE ACTING AS A HOMOGENOUS UNIT WITH TRANZLIQUID AS ITS PIVOTAL CENTRE SETTING STRINGENT GUIDELINES.”

He believes in getting it done once and done right. He does not believe in unnecessary downtime, or rework.

Another factor in his success is standardisation. Jackie uses the word correctly in terms of fleet selection and rationalisation. But it applies equally to the company's relationships—and their resilience.

Tranzliquid's tanker-builder, Neil Boys' Tanker Engineering in Otahuhu has been building Tranzliquid's tankers since the beginning of the century. All are spec'd BPW, another standardisation, which neither Neil nor Greg intend deviating from—retrofits are a matter of course...and compliance.

Tranzliquid's maintenance workshop for its tankers and trucks, Mt Maunganui's Trucklines Services, is a more recent addition—six years. The key to that relationship, says Greg, was to be specific about Tranzliquid's needs and expectations from the outset to ensure workshop buy-in.

The two companies get together monthly to review and update processes. The latter can include Trucklines' staff training by Tranzliquid and its suppliers.

What comes apparent is that all parties are acting as a homogenous unit with Tranzliquid as its pivotal centre setting stringent guidelines—Tranzliquid Compliance.

It is a robust system and it works.

There is a pause in the conversation. There is an elephant in the room, albeit a diminutive and softly spoken one. It is Jackie. Anyone who knows Jackie Carroll and her background could see this coming—her contribution and role.

Jackie is a highly experienced health and safety practitioner, which includes tenure as dangerous goods inspector back in the 1980s.

She is now using a formidable talent and skills base in the service of the company she owns with Greg.

She is the author, along with Greg, of the Tranzliquid Compliance programme—working with Greg to instil in its credibility and pragmatism, and she takes a hands-on role personally monitoring and auditing its application.

In the end, a company may boast that it has a quality assurance programme. However, unless that programme is carefully structured, accepted by all parties, and its implementation regularly monitored and adhered to, it will likely fail.

Tranzliquid's will not. The company seems to have it right. Perhaps it comes down to the unique combination that is the principals' partnership. “We have complementary skills, Jackie and I,” says Greg.

And in that, he is right. Testimony is a quality assurance programme, created by a fastidious transport operator who provides the will and a highly skilled health and safety practitioner who provides the way.

“Safety is no accident,” Says Greg.

Nor, as Tranzliquid proves daily, is quality. 

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