

# BPW DIGEST

BPW'S MAGAZINE FOR THE TRANSPORT INDUSTRY IN AUSTRALIA & NEW ZEALAND

WINTER 2017



## ACHIEVING A LONG-HAUL RECORD

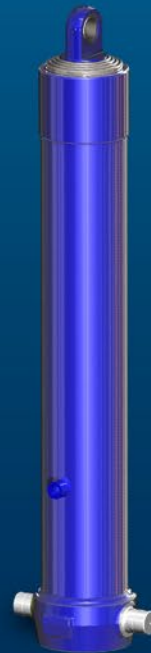
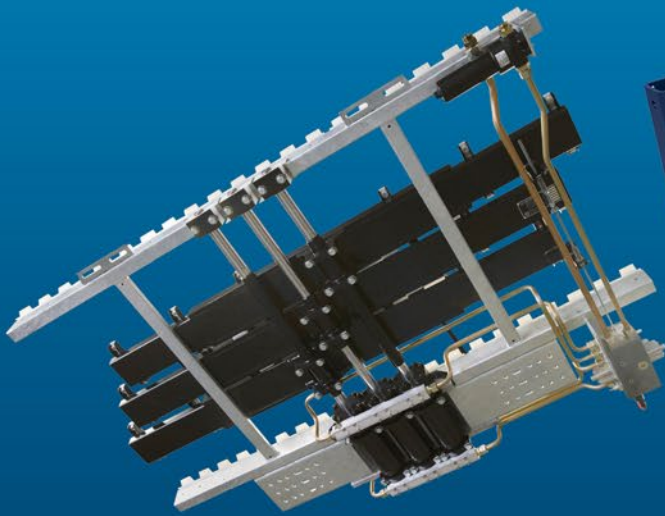
World-first testing of a 60-metre long super-quad roadtrain has proven huge success for Bruce Rock Engineering and MGM Bulk with their roadtrain regularly travelling the 'Texas of Trucking' 860km return to and from the Pilbara mines.

Story page 30





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AND BALLRACE TURNTABLES



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## From the Joint MDs

Welcome to the Winter 2017 issue of the BPW Digest, just in time for the Brisbane Truck Show.

Full of exciting stories reflecting the diversity and uniqueness of our industry in Australia and New Zealand. In this edition we have also included some interesting stories featuring product applications in the agricultural sector, which is becoming more and more important to our company.

While the market remains highly competitive we recognise the new PBS scheme in Australia, and new legislation in New Zealand, both gaining momentum leading to higher operational efficiencies, thus creating demand for new vehicles and vehicle configurations.

The BPW focus remains on our wide product offering, ranging from BPW axles and suspension, Transpec brake and EBS systems, and Ringfeder couplings. As well as maintaining our reputation amongst our customers as the best one-stop-shop for Hydraulic products from Edbro and Cargo Floor.

Looking forward to the Brisbane Truck Show, BPW Transpec will be using this industry renowned 'main event' to present various product innovations, particularly those supporting the much sought after key requirements of less tare weight and operational safety. In conjunction with these product innovations customers can expect to get a glimpse of much anticipated future innovation presented by BPW Germany at the 2016 IAA show in Hannover.

We hope you enjoy this latest issue of the BPW Digest. The BPW team is looking forward to welcoming you at our stand at the Brisbane Truck Show to give you further insight into the BPW offering.

Until then, enjoy reading.

**Stefan Oelhafen**

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## 52 Kirk Simpson Ag

New Zealand's North Island highway network is linking up in a big way, with huge demand for specialised earthmoving machinery. Kirk Simpson discovers that sometimes you need to make your own.



## Welcome Duncan Arlidge

Duncan Arlidge joined the New Zealand team in late 2016 in a Regional Sales and Technical Consultant role, Duncan services the lower North Island and Nelson Marlborough regions of the South Island from his Palmerston North base. Duncan has an extensive automotive background in both passenger and commercial vehicles, most recently he was with Gough Transpecs and TWL in Regional Sales and Product Manager roles. Duncan is a local and as such has formed good relationships with many transport operators and the local trailer manufacturers over recent years, being locally based means he's accessible and is able to take part in local events which support the customers and BPW Transport Efficiency.

## John Melling – Otways

John Melling from the Melbourne Spare Parts office is an avid cyclist. Cycling to and from work between his home and Laverton North a number of days each week, keeping him young, fit and healthy. On Saturday 18th March 2017 John participated in the Great Ocean & Otway Classic Ride, cycling 145kms to raise funds for the Amy Gillet Foundation.



## PowerLifting Heavyweight Sebastian

Sebastian Pilimai from Melbourne's Trailer Servicing department recently competed for the first time as a novice Super heavy Weight. Weighing in at approximately 170kg he lifted a whopping 330kg in Victorian Powerlifting and achieved 'Overall Best'. Sebastian hopes to continue training and aspires to eventually become part of the Australian Team competing for World Titles, where competitors deadlift 400kg. We wish Sebastian all the very best with this goal.





## Milestone Steve Civelle 40 yrs at BPW

Congratulations to Steve Civelle, Production Manager in Melbourne for achieving 40 years working at BPW Transpec. Thank-you Steve for your long-standing contribution to the BPW Transpec business over the past 40 years, we wish you all the best for your future years with the company.



ABC Transport



Spare Parts Training NSW

## Commitment to training

The importance of correct installation and maintenance of BPW Products is insurmountable to product quality and reliability which is supported by our National Customer Service and Training Manager Stephen du Toit. Stephen travels around Australia for a significant portion of the year conducting training sessions on topics ranging from; installation, spare parts, EBS, troubleshooting, maintenance and even sales. Training can be conducted in various environments, customised and delivered to suit your company's needs. For further information contact your BPW Transpec Sales Representative.



OES



Scott's Group





**Southern Cross Trailers – 40 years**  
(L/R: Maggie Deverson & Phil Ramfoss)



**Boyles Livestock – 60 years** (L/R: Anthony Boyle, Kevin Boyle, Rodney Boyle)

## Significant Business Milestones

We offer congratulations to the following companies for achieving so many years respectively in their businesses, and wish them all the best for many more years of success.



**SRH – 20 years** (L/R: Regina & Scott Harvey)



**Kennedy Trailers – 40 years** (Garry Kennedy)



**Roadmaster (NZ) – 40 years** (L/R: Lyall McGee, Candy McGee, Ross Bell)





# EVENTS



## THE Expo

For three days in March the Transport world shifted its focus to New Zealand's quadrennial event, 'THE Expo' (Transport and Heavy Equipment Expo) in New Zealand. Visitors and exhibitors alike engaged in the latest technologies and demonstrations the industry has to offer. Across 115 hectares the Mystery Creek Events Centre, located just 10 minutes south of Hamilton CBD was attended by almost 15,000 visitors.

BPW Transport Efficiency had its prominent stand within the main pavilion, near the entrance, which showcased offerings such as the BPW Airlight II suspension with Eco Plus 3 hubs and BPW's 'ride-sensitive' PDC shows. Other BPW brands on show included Razor, Rockinger, Jost, Cargo Floor and Knorr-Bremse. The stand also showcased BPW's 119 year history highlighting key milestones for the company and industry alike. The Expo was hugely successful for BPW, and the NZ transport industry, and is expected to stimulate the market for years to come.

Read more about the THE Expo on pages 32-35

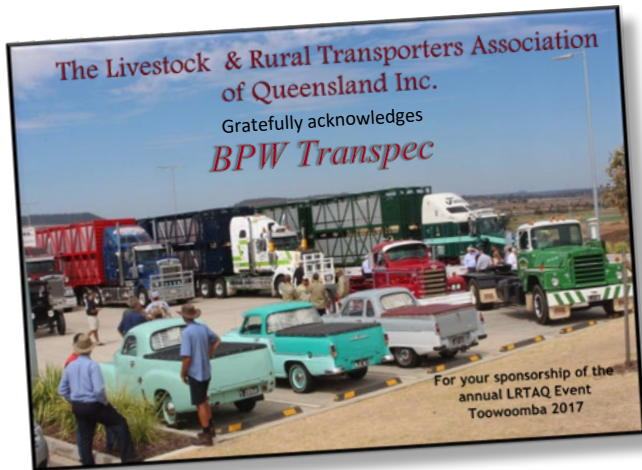






# EVENTS

## LRTAQ



The Livestock & Rural Transport Association of Queensland held their Annual National Conference in Toowoomba in February. BPW contributed to this important event by donating a Ringfeder in support of the LRTAQ's contribution to the Transport industry.

Pictured: Certificate of appreciation for sponsorship

## LRBCA



BPW Transpec were thrilled to celebrate the LRBCA's 30th year in supporting the livestock, Bulk and Rural carriers of NSW (April 2017 in Dubbo).

## Zagame Ride Around the Bay

The 2016 Team Zagame – ride around the Bay marked a fourth consecutive year a group of BPW Transpec employees, customers and suppliers have ridden the 130 Kilometers from St Kilda to McCrae and back. On Sunday 9th October, the riders met for breakfast with the team in St Kilda to prepare for the big ride. It was a tough ride with raging winds but together the team powered through. Everyone on the team made it back safely and enjoyed a celebratory lunch with all the other riders. The ride raised funds for the Smith Family. Congratulations to all the participants. If you are interested in joining in next year please email [digest@bpwtranspec.com.au](mailto:digest@bpwtranspec.com.au) to register.



Team BPW Transpec: Viliami Vaai, David Mortellaro, Peter O'Malley, Carmen Ohler, Kerrie Willmot, John Melling, Darrell Lamb, William Dolley, Ian Thomson, John Guzzardi and Vas Gjorgievski.



# Come and see us at the Brisbane Truck Show



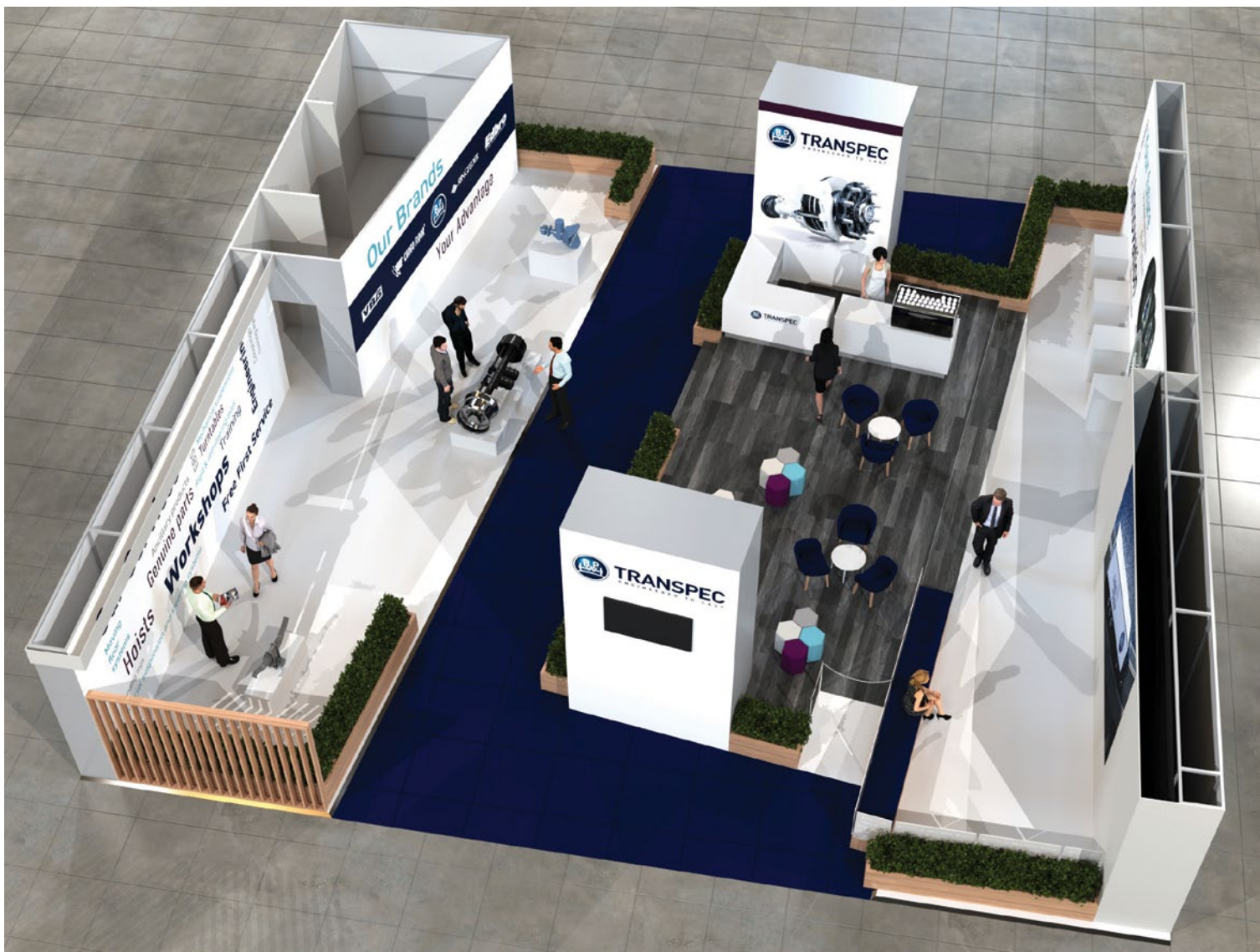
At BPW Transpec we are reinforcing our focus on the future of the Australian commercial road transport industry with our stand at the upcoming Brisbane Truck Show in May.

We will be showcasing various product improvements supporting the industry in terms of safety and weight savings, such as a light weight drum option, a new improved hub sealing and the air-optimised version of the proven Ringfeder AUS303. The BPW award-winning new AirSave Tyre Pressure Control System recently launched at the IAA Commercial Vehicles Show in Hanover Germany, which provides an insight into future developments.

AirSave is an autonomous system that keeps tyre pressure within the optimum range in order to improve tyre wear and reduce fuel consumption. AirSave took home the 2016 Trailer Innovation award in the Components category in Hanover and is expected to be available to the Australian market late 2018.

We will also be displaying recent developments in trailer energy recovery through our ePower wheel hub generator, which repurposes braking energy into power for the likes of refrigerated vehicles.

**Come and see us at the show! We are stand #45**





Three years ago, a change in regulations ushered in a surge of super-sized domestic houseboats on Lake Eildon in Victoria. Phil Dixon and Jeff Thynne, owners of Lake Eildon Marina and Houseboat Hire realised they'd need a whole new kind of trailer.

*Words by Emily Weekes*

*Photos by Mike Dalmau*



# STEERING GRAND DESIGNS







**W**ith the arrival of super-sized houseboats – three storeys tall on a 24x65 foot base – came a mighty challenge to the trailer industry. What used to be a standard 40-tonne load had now morphed into houseboats that weighed closer to 75 or 80 tonnes. When Phil and Jeff realised the trusty ol’ trailer they bought 10 years ago – still running on BPW axles no less – wouldn’t be able to carry the new super-sized homes, they reached out to Drake Trailers in Queensland.

“I knew Drake Trailers through the transport industry,” says Phil, who founded and operates Auspro Logistics with his wife, Louise. “They were probably the only manufacturer in Australia that

could build what we wanted.”

The trailer has to do many things – carry an 80 tonne load for starters, but the back of the trailer has to be able to lift when it’s taken down the boat ramp, sometimes up to two metres. A trailer like this also has to steer in tight places. Every axle has to turn. And, it has to extend 20 metres in length – and have arms that extend out as well.

“When John Drake, the owner of Drake Trailers came down to Victoria, he said that in 50 years of building trailers he’d never built a trailer like this one,” says Phil. “He personally took on the bulk of the design, which was sensational for us.”

“He designed us something totally unique in Australia, or anywhere really.”

Lake Eildon itself is a unique landscape

for houseboats. Water levels can drop a kilometre and a half. With around 750 houseboats on the lake and multiple marinas, Phil reports that water levels have fluctuated from 85% full to 68% currently this year.

“Our whole marina moves out as the water drops,” explains Phil. “Our fuel barge. Everything. It all has to move with the water levels. Our boat ramp is two kilometres long because as the levels shift, the marina condenses and the whole thing tightens up.”

On the other extreme, rains from nearby mountains produce a deluge of water, which is sold to farmers up north for irrigation. “Once they let the water go, it’s like someone pulled the plug out...” says Phil, laughing.

**THE NEW TRAILER IS FITTED WITH BPW AXLES, WHICH PHIL SAYS WAS A NATURAL PARTNERSHIP. “IF YOU’RE GOING TO BUILD ONE OF THE BEST TRAILERS, THEN YOU’RE GOING TO USE THE BEST AXLES UNDER IT AS WELL. WHEN YOU SEE WHAT THE AXLES ARE DOING, IT’S UNBELIEVABLE.” “HE DESIGNED US SOMETHING TOTALLY UNIQUE IN AUSTRALIA, OR ANYWHERE REALLY.” PHIL DIXON**







## STEERING GRAND DESIGNS

Phil and Jeff both have houseboats on the lake and had holidayed at Lake Eildon for decades, when they bought the marina 13 years ago. Today they have an 11-acre site around the marina and a four and a half acre shed that's just five minutes away. "We snuck in under the radar without anyone knowing," says Phil. "I'd been in the transport industry all my life and done a fair bit of truck driving myself and Jeff is very good at driving houseboats. So it was a merging of skillsets. Jeff can put the houseboats anywhere and parks them on the trailer in all sorts of conditions."

It's tight mountainous country to navigate – complete with power lines, heat waves

and snowstorms. They take January off when the marina becomes crowded with tourists.

Phil and Jeff knew exactly what they wanted when they approached Drake. "We knew that if we were going to set the standard for the next 10 to 15 years this trailer had to be a new proposition that would not only impress the market but blow it away as well."

Sam Drake agrees. As Business Development Manager at Drake Trailers, he says the trailer has shown the market Drake can build a product line for any industry. "There are a lot of different trailers we could build off the back of this first model," he says.

It took six months to refine the design and another six months to build in Queensland. "We sat down with Phil several times and really nussed out every detail of what was required," says Sam. "It was a real team effort between the two of us."

The hydraulic system is an integral part of the design – especially when it has to perform while being submerged in water 8 to 10 times a day – and a fully steerable trailer.

"Not only do the axles lift up and down, every axle steers," Phil explains. "You can either steer automatically from the truck or by remote control from the escort vehicle. So as we're going around the corner, Jeff can take over the steering and steer it on the roads."







The new trailer is fitted with BPW axles, which Phil says was a natural partnership. "If you're going to build one of the best trailers, then you're going to use the best axles under it as well. When you see what the axles are doing, it's unbelievable."

"We run BPW axles on our trailers out of our Auspro Logistics depots each night," says Phil. "And when you look at the last houseboat trailer we had with BPW axles, what we put it through, it's gone above and beyond what could be expected."

Some of the new super-sized houseboats are worth up to \$3 million, which is another reason Phil and Jeff remain so hands on in the business – driving and shifting highly prized houseboats as they've done together for years. 🇺🇸





# WIDE EXPECTATIONS

Bruce Aston is a third-generation farmer in country New South Wales. With properties around Young, Rankin Springs and Moree, he's always relied on contractors to transport his harvesting equipment. Last year he invested in a drop deck widener of his own.

*Story by Emily Weekes*





**“W**e do all our own harvesting – wheat, canola, chick peas, sorghum and faber beans – and cart a lot of hay,” says Bruce who runs Bruce Aston Bulk Haulage. The towering silos on Bruce’s property near Young are full of wheat he hopes to sell later this year.

“You don’t want to leave the crop sitting,” explains Bruce. “It can start shelling out if you get wind and rain it’s even worse, because wheat can be downgraded if it’s water damaged. The crop gets a black tip on it and that affects the milling process.”

“We find having our own header better than having to rely on contractors, because if you can’t get a contractor when you want them, it’s a massive gamble for your crops.”

Bruce has always hired a deck widener to transport his headers nearly 750km each

way between his properties in Young, Rankin Springs and West Moree.

His parents still take care of the family property nearby and are “still going strong” in their eighties. His brother farms cattle and they help each other out when they can.

“My family has always farmed wheat – just on a smaller scale. I can remember Dad bought a new header when we were kids and it was about \$8K brand new,” says Bruce. “It was only a little 12ft tow-behind. Now this one is 40ft wide and cost me \$800,000.”

“But it’s got a much bigger capacity. I’m a small operator but we’re busy doing the farming and a sideline in tippers. I’ve always had an interest in trucks and we’ve always carted our own wheat to the silos or fertiliser out of Port Kembla or Newcastle.”


“I’ve always been with BPW on my tippers because of the rough going and the parts, there are dealers across the countryside that stock a huge range of BPW Transpec products,” says Bruce. “You don’t seem to have to worry about BPW as much as other brands.”

When he decided to invest in a drop deck widener of his own, Bruce approached Sloanebuilt Trailers in New South Wales. The new trailer is extra-long, wide and robust. It was a first for Sloanebuilt who traditionally build tippers.

“I’ve stuck with BPW axles and suspension because it can handle the toughest environments. I don’t worry about tare weight much in my job. I’d rather know that my trailer is spec’d for the roads I’ll be travelling on i.e. rough gravel roads.”







"I'VE STUCK WITH BPW AXLES AND SUSPENSION BECAUSE IT CAN HANDLE THE TOUGHEST ENVIRONMENTS. I DON'T WORRY ABOUT TARE WEIGHT MUCH IN MY JOB. I'D RATHER KNOW THAT MY TRAILER IS SPEC'D FOR THE ROADS I'LL BE TRAVELLING ON I.E. ROUGH GRAVEL ROADS."

BRUCE ASTON.



## WIDE EXPECTATIONS

The deck widens by front and rear hydraulic rams. Everything has been designed to suit the customer, including more than a dozen tie down points (cut out in the deck floor) to avoid tearing up the outside of the trailer when you chain down a load.

"This was a first for Sloanebuilt. They've never had pockets in the floor before," says Bruce. "But I can put two tractors on this, one at the back and another at the front. That's why there are so many tie-down points. You can just chain everything where you want it."

For Scott Winter from Sloanebuilt Trailers working with a customer like Bruce, meant they could build a product that was specifically designed to meet the demands of his working life.

"Someone like Bruce who's been around a long time knows what he wants and knows what he needs," says Scott. "We built everything in-house, manufactured the chassis, fitted the plumbing and piping, but always with the customer's input."

"We used BPW Transpec components on the trailer - Ringfeder brand tow couplings and Edbro hoists, as well as BPW axles and suspensions," he says. "At the end of the day, our customers want performance and product support. They choose BPW for the same reasons and for the quality."

There's no restriction around what the trailer can carry, so long as it's under a gross weight of 43.5 tonnes. On Bruce's permit, the maximum height is five metres; with the header on-board, the trailer load sits at a towering 4.9 metres from the ground.

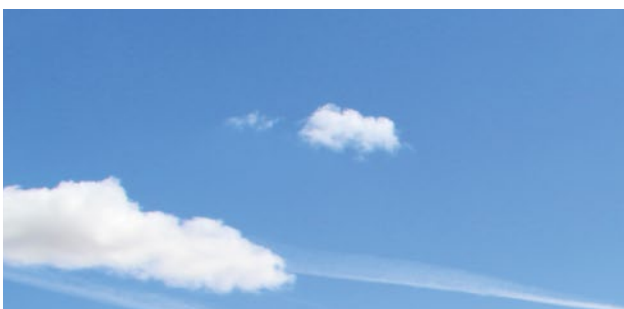
"Everyone wants a drop deck trailer - and now they want a deck widener," says Bruce. "Because instead of spending \$80-100K you can step it up a bit and get a deck widener. It took Sloanebuilt a bit of engineering, but now that they've got it, I think it'll be a big seller."

Scott Merriman from BPW with Bruce Aston



**"AT THE END OF THE DAY, OUR CUSTOMERS WANT PERFORMANCE AND PRODUCT SUPPORT. THEY CHOOSE BPW FOR THE QUALITY!"**

**SCOTT WINTER, SLOANEUILT TRAILERS.**





# TREADING A SM

Centurion approached Bruce Rock Engineering to design a more efficient way to transport mining and earth-moving tyres around Western Australia. The result is a slim-line solution that ensures greater returns.

*Words by Emily Weekes*



Mining and earth moving tyres have traditionally been transported on a flat top conventional trailer. Measuring four metres in diameter and weighing around six tonnes each, the tyres are usually laid down and carted as an oversized load with an escort, pilot vehicles front and back and only ever during the day.

As a result, the cost of shipping tyres like these – often to remote regions like the Pilbara – is expensive. Centurion, one of the largest transport and logistics companies operating in Western Australia asked Bruce Rock Engineering to find a way for the tyres to be carted vertically, which might allow for more tyres on each trailer and a more efficient load.

According to Damion Verhoogt, Managing Director of Bruce Rock Engineering, the concept of carting tyres vertically was not new – but the challenges that needed to be met and overcome were considerable.

“We put a massive amount of engineering

into this new design,” says Damion. “After nine months, we’ve now got a trailer that can carry four large, oversize tyres or eight mid sized tyres standing vertically and within width. This means we don’t require an escort and they can travel at night.”

With each tyre weighing up to six tonnes, the load restraint and dynamic requirements under the performance base standards scheme (PBS) is strict. “You can’t have them falling over because it will kill someone before they even know about it,” says Damion.

The solution: radio remote-controlled hydraulic load-restraint clamp arms, which enable the driver or tyre handler to operate the load restraint clamp via a remote control from inside the forklift, so that no one is in the vicinity during the loading and unloading.

The trailers went out on the road in mid-2016 as part of two, 53.5m triple road trains built by Bruce Rock Engineering. The

trailers are built with a groove low enough to hold the tyres in place, a kind of well in which the tyre sits, keeping the overall height down.

“We worked closely with Main Roads WA on this, testing out different operating conditions because we were determined to create a more efficient triple road train, which meant working outside the normal length, width and height allowances.”

“We had to prove that this was going to handle and behave better than something that didn’t need a PBS permit, to be able to get the increase in efficiencies required by our client,” says Damion.

The result is a trailer that handles better than the conventional triple road train while not taking up any more room on the road, despite being wider. Here’s how.

When a truck and trailer turn a corner or perform a lane change manoeuvre, trailers don’t follow directly behind the truck” explains Damion. “Through the PBS



# ART PATH



framework we were able to prove that even though the trailer is wider it actually doesn't use up any more of the road."

"Being able to operate over 2.5-metre's at night is huge, normally that would only be allowed during daytime; being able to run an Oversize load in a triple road train is also a big deal, you can normally only do that as a double road train on very specific routes."

Centurion requested the new trailers all run on BPW axles.

Despite being a specialised piece of equipment, it's likely other companies will be interested in the trailer once they see it on the road; there are massive volumes of these sorts of tyres being shipped around remote areas of Australia.

"Now we can fit four large tyres on one trailer or eight of the smaller tyres," says Damion "which offers huge savings for tyre transporters across the country."

Bruce Rock Engineering, a family-run




business, focuses primarily on road transport equipment design, manufacture and servicing, from a range of locations across Australia, which includes everything from mining to agriculture, general freight to refrigerated and oversized specialty loads.

Damion's brothers each manage an arm of the company: Brenton runs the operation in Perth and oversees CNC processing, chassis fabrication, repairs and

maintenance, while Keenan runs the tyre and mechanical division in Bruce Rock.

"We don't profess to be a mass producer," says Damion. "We're a true custom builder. If something hasn't been done before we'll take it on."

"These out-of-the-ordinary PBS designs – where we're pushing the limits and coming up with something new – is really what we're best at and all about." 



# PULP PIONEERS

Story by Dean Evans

Photos: Gerald Shacklock/ETL

One million tonnes and almost one million kilometres, Emmerson Transport's pair of BPW-shod Super-B trucks have pioneered, and are now proving their success.







A pair of Super-Bs have pioneered an area of trucking across Australia and New Zealand. Emmerson Transport Limited, in Hastings, New Zealand, has just celebrated its millionth tonne of freight by its pair of 62 tonne Super-Bs.

Introduced in January 2012 (and the second identical unit nine months later) as a way of streamlining costs by increasing capacity, the units were designed solely and specifically to run a 40km round-trip route from Pan Pac, a local pulp mill, to Napier Port and back. The 62t Kenworth T408 8x4 trucks were fitted with trailers built by NZ manufacturers Kraft Engineering, and Fruehauf, using BPW suspension and 9-tonne axles with a steer axle on the rear of the mid group, which gave the trailers a slightly better swept path than conventional trailers.

With Kraft building the low-profile chassis, Fruehauf developed a load-rated quick-release side curtain that allows the trailer to be fully loaded/unloaded of its 114 bales of pulp in just 10-15 minutes.

Five years in operation, the project has exceeded expectations and come under budgets, resulting in significant operational savings across multiple areas.

A joint initiative between ETL, Pan Pac, NZ Transport Agency (NZTA) and many project partners and suppliers, the Super-B programme was tasked with streamlining the delivery of pulp bales to Napier Port, for global export to areas like Japan, China and Taiwan, countries which use the pulp for the production of everyday consumables including coffee cups and fast food packaging.

Staged to alternate their arrivals between factory and port, while crossing paths multiple times per day, the two units achieve a total of 28-30 round trips combined each day, over a 16-hour load out window with two drivers, five-and-a-half days a week. In five years, over the same, short route, the trucks – ETL trucks 68 and 69 – have clocked up 570,000km, and 480,000km respectively, for a total of more than one-million kilometres, and counting.

Over this term, the two 11-axle (8x4 Kenworth, seven-axle quad, tri-axle B-train) Super-Bs have resulted in a 33% reduction in both daily trips and total kilometres travelled, a 27% reduction in labour input, 12% reduction in capital input, 9% reduction in fuel use and a 4% reduction in RUCs, compared to the previous truck fleet.

Previously, the freight was moved by a fleet of six 44t trucks and six drivers over a day shift only, five days per week, but the pair of Super-Bs have not just cut costs, but also improved efficiency and safety, with fewer daily trips, less exposure to the roads and public, and under budgeted expectations.

Emmerson Transport MD Ian Emmerson, says of the venture: "We've taken 3500 movements off the road per 12 month period. They're now doing 28-30 total rounds trips a day, from 6am to 10pm, over two shifts with four drivers.


"Mechanically, this mode proves less costly than budgeted, partly due to the flat terrain we're on. We replaced a clutch and preventatively replaced gearbox bearings at 550,000km, but we could have left the gearbox – it's as good as any linehaul truck of the same age."

Added Emmerson: "They're achieving 140,000km per year, which is up from the 95-100,000km the trucks were doing in the early years. We've budgeted to rebuild engines at 750,000km but we'll likely do a crate motor swap for the first unit and inspect, rebuild and review it for the changeover of the second unit." This will keep downtime to a minimum.

Tony Clifford, GM of Pulp Division at Pan Pac speaks highly of the initiative: "We've saved over 400,000 litres of diesel since these units were introduced, and the HPMV [High Productivity Motor Vehicle] concept has halved our product cartage cost over the next equivalent option."

Pan Pac Managing Director Doug Ducker adds: "Four years ago we looked at how to minimise operational costs, and this HPMV initiative was one of the elements. In the early days, we were moving 200,000t of pulp product per year; the six truck and trailer units became cost-prohibitive. The HPMV development was a major step forward, fundamentally across just two routes, with the two trucks and four drivers – on top of that, we're moving 50% more tonnage."

With just four of these Super-B units approved and built, the NZ Transport Agency is currently reviewing the Performance Based Standards for completion by the end of 2017, with consideration for more units, specifically restricted to suitable routes and roads.

With a million tonnes and a million kilometres already completed, this pair of working Super-Bs could be the start of a new hive. 



# BIG TICKET

*Words and photos by Mark Pearce*

**K&S has introduced to its fleet Super B-doubles; big-ticket items which will enable the company to cut-down their fleet size and reduce their road container requirements by half.**

**S**uper B-doubles are not new to the road transport industry but they are new to the K&S Corporation; the company has recently been granted access to Palmers Road (out the front of their Melbourne facility in Truganina), gazetted as part of the major rail freight and wharf cartage route. The green light permits them to dedicate a new Super B-double fleet that will have a transformative impact on the operation as well as Melbourne's roads. K&S National Equipment Manager Robert

Douglas, who started as a driver back in 1990 with the multi-conglomerate, now manages the design and construction of the transport equipment department to maintain the company's quality standards. He is enthusiastic about the potential productivity gains from using the new Super B-doubles... "The Super B's are something we've been trying to progress for close to two years," explains Robert. "The new road access means we can carry slightly more weight with less trucks.





**“WE OPERATE SEVERAL THOUSAND VEHICLES... OUR AIM IS TO HAVE LARGER, SAFER VEHICLES TO REDUCE THE OVERALL NUMBER OF TRUCKS ON THE ROAD – THE SUPER B’S IS HOW WE CAN DO THAT.”**

**ROBERT DOUGLAS, K&S CORPORATION – NATIONAL EQUIPMENT MANAGER**



One of three brand new specialised quad-quad Super B-doubles fitted with BPW disc brakes, steer axles and Airlight II suspensions unloading at the K&S state-of-the-art Truganina holding yard.



## BIG TICKET



We can improve fleet productivity with Super B's which in effect reduces our road requirements by half. This is going to diminish the number of trucks on local Melbourne roads and that's the big ticket for us, the community and the environment – it's a big incentive for everybody."

The Vawdrey skel quad-quad axle trailers with self steer axles on each set are designed with three-way pins, which means

each trailer can carry one 40-foot (12-metre) container or two 20-foot (6-metre) containers. The configurations can also adjust to an alternative position for heavier boxes so that trailers can carry two 20-foot containers, fully loaded. This allows K&S great versatility; for example, carrying two empties and a full, or four empties, or two full, or four full containers on a balanced load, provided that it's not overweight.

Under permit, from the wharf to the rail, the 'heavy' Super B's will carry up to 117 tonnes (GCM) back to the state-of-the-art K&S holding yard where the company also stores and packs containers on site. Each Super B-double is then permitted to access the Melbourne rail or wharf at a maximum export GCM of 77½ tonnes. The K&S containers then begin their journeys of being trans-shipped around the country or across the ditch to New Zealand.







## K&S HAS FOSTERED A CULTURE WHERE SAFETY AND EFFICIENCY ARE INTEGRATED WITH THEIR BUSINESS MODEL OF VERSATILITY.

"It will be a great improvement for us," says Robert. "There's individual improvement all round in the sense that it will carry more containers with less trucks – and that's what we are about – we're a business striving to do things better and improve the status quo."

Indeed, K&S is a company on the move. Since 2012, they have expanded rapidly, acquiring the Scott Corporation, Northern Territory Freight Services (NTFS), Scott's Transport and Aero Refuellers. From rail transport to heavy tipping machinery, interstate fleets and heavy haulage fleets that carry steel, raw materials, mining interests, chemical transport and refrigerated transport, K&S has branded itself as a full-load transport supply chain business – meaning the freight they carry is everything but parcels...

"As a company, we operate several thousand vehicles and it would be advantageous to both us and the general road users to have innovative vehicles and equipment on the road. The current systems sometimes make that difficult, in terms of knowing what you can and can't do and where you can do it, but our aim is to have cost effective, safer vehicles to reduce the overall number of trucks on the road – and the Super B's are just one part of how we can do that," Robert states.

With safety being a K&S priority, Robert and his team made contact with a range of suppliers to see who was going to be best suited to put their Super B-doubles on the road.

Due to the nonstop nature of Melbourne's wharf cartage industry, Vawdrey and BPW were chosen for the first tranche of three units, as the trailers not only feature the latest technology additions to carry more containers but more importantly they offer K&S a full disc brake safety option with steer axles.

"The challenge for us was to ensure we had disc brakes and EBS throughout the whole unit because safety is the number one thing, especially with the size of these units running around Melbourne. The EBS roll protection system is a design that's very holistic and something that is very innovative from BPW. They integrate well with our Scania fleet which have complementary features" Robert claims. In addition to increased safety features, on-board electronic scales help the operators manage the weights of the whole trailer/truck combination. Each Super B is also fitted with self steer axles on the back of the BPW Airlight II quad suspension kits to achieve the ultimate in turning circle manoeuvrability.


"What it actually does is allow you to turn tight corners but because you've got four axles on the trailer, you're not dragging nearly as much," Robert explains. "The rear axle will actually turn and steer so it reduces your thread/swept path and you're able to execute corners and curbs much easier. It also reduces the amount of road drag and road damage, because rather than trying to slide a tyre, it's actually steering it around the corner."

The steering design of the trailers also enables the driver to effectively drive the entire 29.3 metre combination forwards and in reverse around the loading dock. In combination with a side-view camera system, it makes the task extremely safe and efficient in the congested port area.

Recent trends have seen trailers and transport equipment getting bigger but also safer. As standard, K&S now purchases everything with EBS and roll stability, and wherever possible they buy their trucks with lane-change technology, adaptive cruise control, air bags, satellite tracking and fatigue management camera systems.

"Not only are we trying to talk the talk, we are ensuring that we walk the talk by having this type of technology in all our vehicles" Robert says.

K&S has fostered a culture where safety and efficiency are integrated with their business model of versatility. While using the new Palmer Road access route, their Melbourne container operations will be bound by time restrictions but because the new Super B-double unit's provide excellence in versatility, K&S can operate for longer hours when they reduce the overall weights across the trailers.

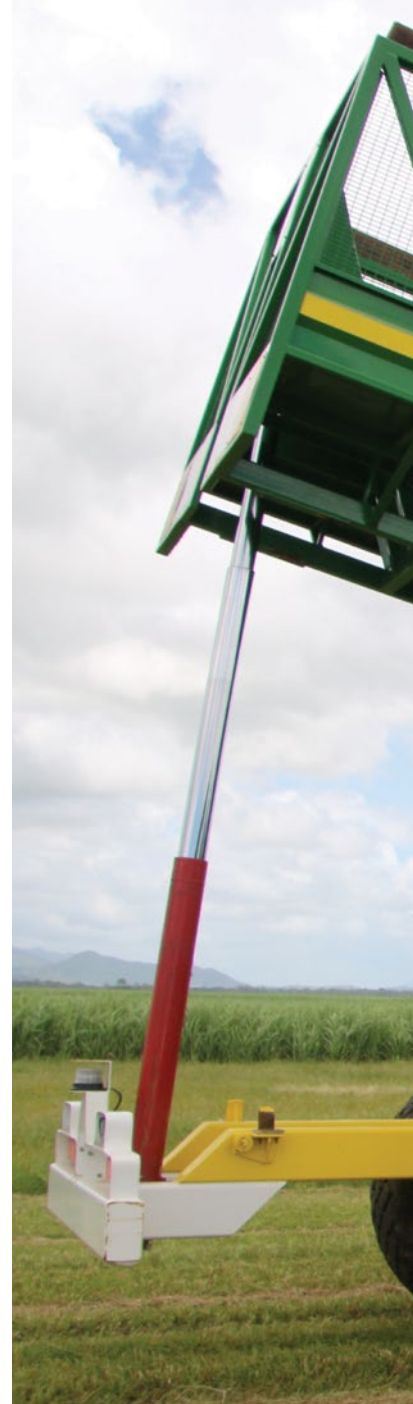
"Our view is to maximise the time restrictions using lower payloads to better utilise the assets of the road. The more you can work at night while people are sleeping the better because then we have less trucks on the road during the day. It's the way of the future," Robert concludes. 



# HARSH CONDITIONS FOR REFINED PRODUCTS

*Words and photos by Emily Weekes*

**Mackay Sugar farmer, Charlie Galea runs a side business designing and building cane-hauling chaser bins. He and his son, Darren recently built their first prototype with BPW's Hydro-Pneumatic Agricultural Suspension, which impressed them due to the high roll stability as well as the compensation it offers.**



**C**harlie & Darren Galea farm sugar cane in far north Queensland for Mackay Sugar, Australia's second largest milling company. It's a farming cooperative that started in 1988. Today, Mackay Sugar represents more than 1100 farmers in the region.

Its farms fan out across a 40-50 km radius from the town of Mackay, taking in lush green valleys and vast tablelands. Mackay Sugar owns and operates four mills in the region. It produces raw and refined sugar molasses and renewable energy.

When the sugar cane is harvested - typically from late May to mid-November - a heaving network of train lines transports kilometres of bins from the paddocks to the mills, each piled high with cane. The trains run 24/7 during the harvest.

Sadly for the farmers one of the mills failed due to maintenance issues last year. According to Charlie, \$20 million worth of sugar cane was left in the paddocks unharvested. In his 43 years of farming in cane, he can only remember this happening once.

Charlie was 12 when his family arrived in Australia from Malta. His father worked in the sugar industries with his in-laws and when he was 15, Charlie left school to join them on the farm.

"I had to learn English first", says Charlie. "That was a big job. My brothers and sisters and I barley had two words between us when we arrived. But we had good teachers."

"Sugar had been grown around here for well over 150 years. It's a shame it's fallen back

a bit," he says. "The mining boom makes it harder to get the young ones back."

"I'm fortunate that I've got my son, Darren (who works weekdays at the mines) and my grandson, Jayden who's only 15 and half but wants to take over. He's been driving since he was 13 or so. He left school and is doing an apprenticeship here."

Sugar cane crops typically return 3-4 years in a row, which means they don't require sowing or tilling each year. The cane is cut and then grows again for another season.

"If we have to leave crops in the paddock, it hurts the farmers," Charlie explains.

"Because if we cut too late, into December and after Christmas like we did last year, we're cutting paddocks that are not going to return. They just won't be ready in time."





Darren, Charlie and Jayden Galea





## HARSH CONDITIONS FOR REFINED PRODUCTS



Carmen Ohler with  
Darren and Charlie Galea.



While it's the mill that brings in the money for the farmers, the machinery that cuts and collects the cane during the hectic harvest, can't afford to fail either. If a chaser bin or tractors break down it can take weeks to fix, resulting in a hefty repair bill and lost tonnage on the farm.

Charlie built his first cane-hauling bin in the 1990s and fitted it with BPW axles and air suspension. As he says, "It's still going." He's been running BPW products ever since.

Last year, Charlie demonstrated to BPW's Matt Burns and Stephen du Toit the extreme height of the bin once it's fully elevated. As the payload is extracted from the side into the cane train, it was immediately clear how important roll stability is for the industry.

That's when BPW introduced them to the Agricultural Hydro-Pneumatic suspension.

"We told BPW about the harsh conditions and they said, 'We've got a solution for that,'" says Charlie. "I thought, you beauty." Darren Galea worked with BPW's Agricultural Manager, Carmen Ohler to develop and refine a prototype that's rolling out nicely.

The Galea's are the first trailer manufacturer in Australia to fit BPW's hydraulic suspension to its customer designed chaser bins.

This type of suspension has been used in Europe for many years and offers great value to Australian farms - making harvest time smoother, safer and more efficient for farmers and the drivers who work seasonally from farm to farm.

According to Darren, the Hydro-Pneumatic suspension allows the chaser bin to stay behind you. "It corrects easily, follows you and stays up straight," he says. "It gives you confidence in the field."

Charlie agrees, "We've had drivers within a week of driving on hydraulics, well, they won't drive anything else any more. It's the stability they've always wanted carting sugar cane."

Last year, Craig Keating asked the Galea's to build his business an elevating chaser bin. When they recommended hydraulic suspension, Craig was happy to try something new.

"Stability is the biggest thing for us," says Craig of C & S Keating. "There's just no rocking and rolling." The hydraulic suspension ensures a solid uncompromised ride and feel.

For Craig, that means less to worry about and less wearing of parts in the long-term. "We want minimal down time," he explains. "I can't see there being much need for



maintenance with this new system because it's more robust."

"We cut over a thousand tonne of cane a day and we've got 14kms to travel from here," explains Craig, "but it's in the roughness of paddocks where the new system really shines - you can see it sits nicely."

The Galea's have two cane harvesters. Charlie is converting one of them from tracks to wheels to harvest the poor quality cane he anticipates having to cut later this year.

It's expensive to run a harvester on tracks if the cane is poor," says Charlie. "The tonnes will be there, but the sugar quality will be down. It'll be a massive crop because it will have grown so much (having been left in the ground last harvest). So, it will even out."

Sugar cane that's left in the ground after harvest might grow to be over six metres tall. Some cane, the quicker varieties, can grow 50-70 mm in a day. Older crops might give six returns, but younger crops will produce more tonnage in fewer returns.


As you drive through sugar cane country, you could be forgiven for thinking these paddocks look identical - to the average Australian, sugar cane crops look pretty similar. But there's actually huge variety in sugar cane and a ton of uses for it too.

"Varieties make a lot of difference in terms of money," says Charlie. "When it comes out of the mill, it's as light brown raw sugar and molasses-coloured coffee sugar. We store it raw and take it back to the refinery to make three more products, including white sugar."

Nothing is wasted in sugar cane. After the cane has the juice squeezed out of it, the remainder of the stick is used to power the mill and con-generation.

"We sell a lot of sugar to the breweries and soft drink manufacturers," says Charlie. "And there's a chocolate factory in NSW that buys our syrup in a long plastic bladder."

"It was a spur of the moment decision in a way," says Darren. "We made it difficult because we wanted highway axles as well, because they are the best axles for maintenance. It took some time to set up, but one step after the other, and it all came together."

The Galea's have now built four bins on hydraulics and have three more already on order. While Charlie says he is looking forward to retiring from sugar harvesting he eyes light up when he talks about working with BPW to add self tracking axles. 

## STEERING IN A NEW DIRECTION

Adrian Arnold grew up in a farming family in England. In 2002, he came to Australia on a working holiday visa and backpacked across the country working as a contractor along the way. Eventually, he arrived in Mackay, with an idea he might try something new.

His first contact with BioDunder involved carting it for another contractor. It was a lucky break that set him off towards his current path; holding his own contract to apply BioDunder for Wilmar AgServices. BioDunder is a liquid fertiliser high in potassium and the natural by-product of a process that turns molasses into ethanol.

In Mackay, BioDunder is typically spread across the sugar cane paddocks using either a body truck or a tractor applicator, both with square bodied applicators.

Coming from England, Adrian was drawn to the idea of using a slurry tanker but he couldn't buy one from Europe because the width of the wheel spacing is too wide for Australia's sugar cane rows, which are generally between 1.5 and 1.8 metres.

"The only option was to build myself a tanker," says Adrian. He bought a 20-year-old tanker from a former piggery in Young, New South Wales, which hadn't been used in a while.

"I really just wanted the barrel. The vacuum pump was cast aside and a new centrifugal pump and metering system fitted. We built ourselves the new drawbar and attached a complete system from BPW - a steered tandem axle suspension - underneath it," he says. BPW made the specifications to suit Adrian's preferred wheel spacing width, which



today allows the tanker wheels to sit neatly between the sugarcane rows.

"I'm only a small operator, but everybody is intrigued by how my tanker steers," says Adrian. "I don't think there are other steering units in Mackay, but I was familiar with it in the UK because there's a lot of self-steering there, due to working on pasture."

Adrian fertilises seven rows of sugar cane at the one time, with applicator arms stretched out either side of his tanker. With steering on the rear axle, he's less likely to cut up the ground when he turns in and out of rows.

"With rear steering my arms and tanker are in a good position, I don't cut the corner of the row as much as I would if I had fixed axles," explains Adrian.

"Rear-steer allows the tractor to glide around the tight corners rather than being dragged around them. It is so much easier on the machine and indeed my tyres, which should now last much longer."

Another feature Adrian got to know back in the UK, is BPW's supplied load-sensing valve, as part of the suspension kit. It allows the brakes to move with more or less pressure in relation to the weight of the load.

According to Adrian, Mackay's rainy climate can create a conflict for farmers desperate to harvest a valuable crop whilst protecting the soil so that same crop can ratoon (re-shoot) and go on to produce another crop for the following year.

Whether steering more safely along rows, employing an aligned braking system or using tracks on a harvester to avoid compressing already soggy soil - smart decisions during the harvest season can make all the difference in this industry.



# ACHIEVING A LONG-HAUL RECORD

*Words by Emily Weekes*



**World-first testing of a 60-metre long super-quad roadtrain has proven huge success for Bruce Rock Engineering – the only original equipment manufacturer with support facilities in Western Australia’s Pilbara region.**

**T**he Pilbara is unlike any other region in Australia. It’s large, dry and sparsely populated. Flanked by the Indian Ocean to the west and the Northern Territory border to the east, the region spans approximately 505,000 square kilometres.

Located in the northern part of Western Australia, the Pilbara is home to a raft of minerals. But it is best known for iron ore, with large mines in the central-southern and western parts of the region.

Double-shifted hauling ensures a consistent delivery of iron ore from the mines to Port Hedland, a town on the Pilbara coast, 1765 kilometres north west of Perth. Trucks are rarely off the road and there’s no time to waste.

Damion Verhoogt, Managing Director of Bruce Rock Engineering, describes the Pilbara as “the Texas of trucking” when it comes to road conditions.

“It’s a very unique area in Australia, let alone the world,” says Damion. “The difference is really the heat and the tonnage we’re allowed for these conditions. In the Pilbara, the only time a truck stops is to get

new tyres, fuel and an oil change.”

In 2015, Bruce Rock Engineering worked with Main Roads Western Australia, the state government agency responsible for managing road access and main roads to develop the world’s longest legal super-quad roadtrain.

The aim: to deliver cost savings to the mining sector while reducing heavy vehicle road traffic, lessening the impact of long-haul transportation on the state’s roads.

After a successful trial, the 60-metre long roadtrain was approved and allowed on the road to operate on specific routes. Being hard to miss, MGM Bulk approached Bruce Rock Engineering and requested a trailer of their own to be run on BPW axles.

Operating out of Port Hedland carting iron ore, the trailer is identical to the trial version approved last year – a design applicable to any 53-metre road train network.

“It’s definitely hard to miss on the road!” says Damion. “And while we’ve had a huge amount of interest from other companies who’d like one, we’re just waiting for Main

Roads WA to announce how they plan to implement and permit this new design.”

Reducing truck movements by up to 20% for the same amount of tonnes, the new design is an adaptation of Bruce Rock Engineering’s conventional quad-side tipper.

“We got our first side tipper in 2006 for a client in the Pilbara, so we’ve been involved in and out of Port Hedland for the last 5-10 years and had a full-time presence there with our workshop for the past 2 years,” explains Damion.

“The first side tippers we ever built were on BPW axles. It’s a high end product that comes with the least amount of unscheduled maintenance and breakdowns,” says Damion. “And it performs well in the conditions we have here.”

In the Pilbara, everything operates at its maximum limit. As Damion explains, “if an axle group has a 30-tonne rating we’re sitting on 90% of that. In the rest of the country, they might only be sitting on 60% of the maximum limit.”





The new design is a result of careful testing, engineering and design which meant that Bruce Rock Engineering was able to achieve and pass all the different performance levels set out in the performance based standards (PBS).


"Our drawbar and our coupling positioning, the way that works, that's how we've been able to achieve the handling characteristics and dynamic stability on road," says Damion of meeting and surpassing the demands of the PBS framework.

This is largely what Bruce Rock Engineering is known for – working with existing designs and customising the technology and science to improve upon its outcomes.

Located in WA's wheat belt region, halfway between Perth and Kalgoorlie, Bruce Rock Engineering was established in 1980 by Damion's parents, Mike and Gay. Today it offers a maintenance service facility in Port Hedland and as well as one in Perth.

"Our work is customer driven and at the end of the day, we'll fit what the customer wants," says Damion. "BPW knows their product locally and that's a big deal for us. The sales reps are always on hand if and when there's a problem."

With its own onsite manufacturing facility, Bruce Rock Engineering is one of the few companies in Western Australia, let alone the Pilbara, to do everything in house.

"From our own engineering, 3D modelling, FEA design to processing, fabrication, blast paint, fit out, hydraulics, suspension and wheel alignment – we do not farm a single thing out," says Damion. "We've got some very skilled people here." 

According to Damion, even when operating on sealed roads, there's always a portion that's unsealed getting in and out of the mine, which due to the number of truck movements, remoteness and lack of water, is generally not maintained that well.

BPW is the preferred choice of many Pilbara-based customers, including MGM Bulk.

So it's just a combination of heat, cycle time, GCM, tonnage, payload –

"Everything is big and hard in the Pilbara," says Damion. "It's a combination of heat, cycle time, gross combination mass (GCM), tonnage and payload and the fact that almost everything is double shifted."

"One driver gets in and the other gets out. So the longevity and standards you have to reach, to keep machinery performing and available on the road is a huge deal."

This 60-metre super-quad road train on BPW axles will typically operate out of Port Hedland, regularly travelling 860-kilometres return to and from the Pilbara mines.





# MYSTERY CREEK

*Photos and words by Dean Evans*

**THE Expo may happen once every four years, but it makes up for it with almost 15,000 people pouring into the three-day event, showcasing New Zealand's premier forum for the road transport industry – and BPW was there in force.**



L/R: Duncan Arlidge, Paul Chandler, Rhys Harnett, Rob Gosling

All roads lead to Hamilton, New Zealand, for three days in March, when the transport world shifts its focus to the Transport and Heavy Equipment (THE) Expo, at the 115 hectare Mystery Creek Events Centre, 10 minutes south of Hamilton CBD. Located in the heart of the Waikato region, the area is known for its strong Rugby team, the largest river in NZ, and its major dairy transport industry. THE Expo is the only event of its type in NZ, an all-encompassing transport and heavy equipment showcase, offering visitors and exhibitors the ability to engage in the latest technologies. Organised by the not-for-profit NZ National Fieldays Society, jointly endorsed by the Motor Industry Association, NZ Truck-Trailer

Manufacturers Federation and NZ Equipment Suppliers Association THE Expo is a must-attend event, with the quadrennial frequency not just increasing expectation, but an ability to see how business and brands are faring in the marketplace. The show and stands feature a large array of industry and product specific information. Plus activities for anyone not just interested in the heavy industry, but automotive in general, with ever-present demonstrations and hands-on elements. With the first two days held over Thursday and Friday predominantly attracting the industry. Saturday is where the public files in, and THE Expo responds with Saturday's Show & Shine attracting almost 100 entrants across new, classic and vintage genres.





## BPW ON SHOW

Within the main pavilion, BPW Transport Efficiency had its prominent stand near the entrance. Drawing massive attention to its products and brand awareness of not just BPW Transport Efficiency, but its other brands such as Razor, Rockinger, Jost, Cargo Floor and Knorr-Bremse.

The centrepiece of the stand was BPW's 'Perspex' styled trailer chassis, the showpiece for a number of products, including the BPW Airlight 2 air suspension with new Eco Plus 3 hubs and BPW 'ride-sensitive' PDC shocks. In and around the stand were a Jost fifth wheel, Rockinger coupling, Razor power tarp equipment and video display.

The feature wall showcased the history of BPW Germany, dating back to the start in 1898, highlighting key milestones for both the company and the transport industry throughout the company's 119 year history, clear evidence the company is a worthy partner to the industry and a leader of innovation.





## MYSTERY CREEK



Around the show, BPW and its associate brands were well featured. A large proportion of the NZ trailer manufacturers featured BPW axles and suspension. One of the newest trailers on display was **Roadmaster's** Push-Off trailer, using a plunger design to quickly and effectively clear the material, without the need to lift the body – and rolling along on BPW.

Another new trailer imported just for the show was an Australian-spec Schmitz Cargo Bull semi distributed by **Fruehauf**. Primarily highlighting its Deep Freeze trailer and European-spec insulating material, but certainly drawing a crowd to its stand, alongside its 45 cube tipper and vintage two-axle also running original BPW axles.

**Maxitrans** had a number of trailers, including two quad-axle semis, six-axle B-train/B-double, and a five-axle pull trailer, and all four trailers on BPW axles and suspension, with various levels of detailing in chrome, paint and polish.

**Hammar** was a focal point of the show, as it used THE Expo for the global unveiling of its new 110 Sidelifter. A mid-sized model, the 110 uses an evolutionary and revolutionary 'SledgeLeg' design, that allows unloading of a container in spaces more limited than a conventional 'StepOver' mode allows, reduces deployment time, along with being able to – if required – operate each leg in each mode; and while maintaining a 36-tonne

lifting capacity. As a bonus, a redesign of the trailer meant Hammar was able to reduce tare weight down to 8.5 tonnes. Hammar's low-loader was also on display, and like the 110, fitted with BPW axles and suspension.

Enduring Christchurch's earthquakes and road closures, **TMC Trailers** featured a quad-axle skeletal on BPW wide-track disc brakes and air suspension, while **Jackson Trailers** featured many of its display trailers on BPW, including a quad-axle trailer, five-axle pull trailer, and a five-axle 17.5 transporter.

**Transport Trailers** took advantage of its 'home' status, with the Hamilton manufacturer featuring an imposing nine trucks and trailers on its stand, with one model featuring the new Razor rear-sliding power tarp. With the **Razor** set to primarily operate side to side, TT demanded this rear slider version, with the controls positioned just behind the driver's door, on the front of the bucket.

Local company, Hamilton's own **Tidd Ross Trailers (TRT)** also featured a number of different models, from its huge tipper built for Kirk Simpson Ag Limited to use on the Waikato Expressway, one of NZ's biggest road projects, to a new Rows of 8 built for J Swap.

Hugely successful for BPW, the Waikato and the NZ transport industry, THE Expo has proven its popularity and will surely stimulate the market for years to come. 🇳🇿







Fruehauf



Fruehauf



Razor



Razor



Fruehauf



TRT



TMC Trailers



TRT



Patchells



TMC Trailers



Jacksons



Jacksons



# THE INFLUENCE

*Words and photos by Mark Pearce*

**Family-owned company Porthaul has been pushing the PBS boundaries for five years or more. General Manager James Williamson seeks to continually evolve the company and believes their 38-metre Super A-double is poised to become the crown jewel in container cartage.**

**W**hether you're an owner operator, a managing director or a warehouse supervisor, all successful leaders have to be forward thinking if they want to make a profound difference or a lasting change in their industry.

Progress in the container cartage game can routinely be measured on how well you problem-solve your transport operations to move the sheer volume of heavy freight activity, through to contributing your knowledge and negotiating with government agencies to successfully develop road networks for the PBS scheme.

In the day-to-day quest for efficiency gains, these types of concerns are at the centre of Porthaul Managing Director James Williamson's mindset.

"Other than the wheel, I think everything can be made better if you take a different approach and view on things," James remarks. This bold and optimistic philosophy has been passed down from his father, Brian Williamson, who established Porthaul in 1990.

James grew up on a cattle farm in Heathmere just outside of Portland, where he recalls the beginnings of his family





# RS

“BPW HAS PROVEN TO BE RELIABLE FOR A LONG TIME WITH US. THEIR CUSTOMER CARE IS ON THE NEXT LEVEL AND THAT’S SOMETHING WE APPRECIATE.”

PORTHAUL MANAGING DIRECTOR, JAMES WILLIAMSON



Porthaul's Super A-double enters the Coode Road wharf in Melbourne.



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PORTHAUL MANAGING  
DIRECTOR,  
JAMES WILLIAMSON





## THE INFLUENCERS

business. It was a moment in time when a small local business named Bulkhaul, a company contracted with Incitec Pivot and Port of Portland, had their backs to the wall. "Bulkhaul was about to shutdown and my father approached both the owners of Incitec Pivot and Port of Portland and asked them if they would support him if he took the business over. They said yes, so he turned up the next day and kept everybody on when they all thought they were about to be laid off. Incitec Pivot is still our customer today and has been since day one."

This fearless approach has continued over the decades; Porthaul now run a transport fleet of over 50 trucks along with a civil and construction division, which marks them up as monster-sized operation.

Since James joined the company in 2007, Porthaul has turned itself into a modular business whereby their entire skel fleet is now interchangeable and can take on any task; be it refrigerated, grain, fertiliser, woodchip or container transport.

The modernisation of Porthaul's fleet hasn't been without an effort to solve multiple struggles. From cartage volumes, to the practicability of double-shifting vehicles, the intricacy of organising trucks, trailers, and drivers to jobs on time, and the continual dilemma of purchasing additional trucks year after year to keep up with their contracts has pressed Porthaul to be innovative.

Porthaul began pushing out performance-based vehicles in 2012 to reduce the amount of trucks on the road to do the same task. With six different PBS combinations amongst their fleet ranging from tri axles, quad axles, truck and dogs, quad axle semi's, quad-quad B-doubles and A-doubles, the company has cut out 30 percent of vehicles from their fleet to complete the same freight tasks.

Their most recent PBS units – three 34-metre Super A-doubles – were built to pass various Victorian bridges on a specific detour route from Mount Gambier to the Coode Road wharf at Melbourne Ports. In February 2017 Porthaul began a five-year contract with United International Container Services to run the export containers on a daily basis. James believes the new PBS units are not only necessary to fulfil duties now, but they're here to stay for the future.

"The Super A in my eyes is the benchmark going forward in transport over the next 20 years," James claims.

"They're as fuel efficient, if not more fuel-efficient than a B-double. They turn better than a B-double and they carry 10-tonnes more than a B-double. They ride better. The weight distribution is better. I would say

most aspects compared to a B-double they will beat, no problem at all."

James admits Porthaul has endured teething issues regarding road access and weight distribution when developing other PBS vehicles over the last five years, but on this occasion he believes he has nailed both the road network process as well as the design aspects of the Super A's.

"Being four metres longer than a conventional B-double with different axle spacings and drawbar lengths, a lot of people get a bit scared with the size of the Super A. In saying that, Vic Roads and the national regulator (NHVR) have been great to deal with; their performance testing and other checks have been spot on.

"The vehicles are custom-built and permitted



Porthaul Managing Director,  
James Williamson

to drive on one road, which we've worked very heavily with all the engineers, including the trailer and axle manufacturers, to get everything exactly right," James states.

The MaxiTRANS Super A skel combinations, which were modelled on Porthaul's previous woodchip trailers, can handle two 40-foot containers and can operate at their full export weight of up to 64 tonnes (including containers).

When the Victorian roads and bridges are eventually upgraded, each unit will be expected to run at 85.5 tonne GCM to help move Porthaul's two million tonnes of sawn timber products per year, as well as grain products, milk powder, wine, potatoes, popcorn and approximately 50 percent of Portland's fish supply.

"These trailers are deliberately designed to pass bridges. Much of the design would otherwise fail because of the heavy weights. It's a bit next level when you think about it... to put things into perspective, you could sit a loaded B-double (at concessional mass) on the back of one of these and you'd be legal to drive to Melbourne," James chuckles.

Two of the three Super A-double skel combinations, which Porthaul took delivery of in the middle of January 2017 run on

BPW AL II airbag suspensions and 10stud 285pcd disc brake axles throughout, complete with rear steer.

"BPW has proven to be reliable for a long time with us. Their customer care is on the next level and that's something we appreciate," James mentions. "Peter Hart (BPW Transpec Product Consultant) was very involved in the process with MaxiTRANS to make sure everything was spot on. Across the board, the experience has been exactly what we were hoping for to make sure we got the best equipment under our trailers."

Other features include tyre deflation sensors so the driver is aware of when and where they're losing air pressure, digital weight gauges, air CTI, as well as tyre equalisers.

"Our tyre equalisers on the trailers through the BPW axles are giving us great tyre wear and the steer axles are performing perfectly," James declares.

The Super A's are hooked up to brand new Mercedes Benz Actros 2663 630Hp prime movers, which include turning and self-driving capabilities, as well as the latest GPS technologies. James is considering geo-fencing and speed-limiting the vehicles in the not so distant future, so that Porthaul has the ability to automatically de-rate the truck when it enters or exits particular zones.

Beyond fitting the best possible technologies to their fleet to attract good drivers and keep everyone safe, James is also in talks with authorities on how the industry can change the way PBS is assessed.

In today's transport world of expert law and policy, operators are expected to build trailers and purchase combinations prior to obtaining

permits. As James points out, permit rejections and other technical matters can put huge stress on companies, which in some cases can potentially send them broke.

"A while back, we waited four weeks for our PBS permit to run a quad-quad B-double and that cost us in excess of \$60,000 including lost revenue, lease payments and alike. Since I've had my say with the authorities, I believe those issues will be streamlined a little better."

Porthaul is expanding their business with United International Container Services and is envisioning another 15 to 20 Super A units which will hit the road over the next two years.

"I think Victoria has the capability of matching our freight tasks and meeting it. And I believe the PBS vehicles will help do that and with Vic Roads supporting it, we've got a bright future," James concludes.


Porthaul is testament to how a company can tap into the power of influence. They've proven they can reach out and help others work smarter, grow faster and save lives through the industry's technological infrastructure. And once you've achieved these important steps in the PBS and high productivity network, the sky is the limit.



# A LIGHTER SOLUTION







Stuart Brothers Transport tankers can travel up to 250,000 kilometres a year, typically carting cement to concrete works and construction sites in New South Wales. Since Michael Stuart and his brother Craig moved to aluminium tankers, they've been able to achieve 30 tonne payloads – an additional two tonnes per load.

*Words by Emily Weekes*

**N**o one manufactures aluminium tankers in Australia," Michael explains, "so we had to go to Europe. But they're two tonnes lighter to run – and we get paid by the tonne. So it's been well worth the effort."

In 2010, Michael and Craig bought their first aluminium tanker – a second-hand tanker that mostly carted to and from cargo ships crossing the English Channel. "In Europe, the



## A LIGHTER SOLUTION

roads are salted in winter, so rust was a problem when it came to inspecting all the steel components, whereas the aluminium tanker was fine."

Their most recent import – two new Spitzer aluminium tankers from Germany – cost more than local steel tankers, but for the brothers the benefits will always outweigh the initial costs.

Stuart Brothers Transport is a relatively small business that carts for larger companies like

Boral. The brothers started the business three years ago but have been carting cement for two decades. They have an onsite mechanic who maintains all the vehicles.

"In the past, we would cart and pull the trailers given to us by the companies," says Michael. "They were really heavy old clunkers and you'd lose 2-3 tonne, which can have a huge impact at the end of the year."

"Now that we've bought our own trailers we can do what we actually want to do," he

says. The aluminium tankers were specified with BPW Air Light II air suspension with front and rear axle lift, BPW 10/335 disc brake Eco-Plus 'Super single' axles and EBS.

According to Michael, super singles were once "going out of fashion" – with companies preferring to run conventional dual tyres on their trucks and trailers.

Today, Stuart Brothers Transport can run Higher Mass Limit loads (HML) and Concessional Mass Limit loads (CML) on







super singles in Victoria, Queensland and New South Wales.

"With the steel tankers, we got payloads of 27 tonne," says Michael. "Now we can get a payload of about 30 tonne with just the CML loads. The new trailer has front and rear lift axles too, which means it automatically lifts when it's empty. So we're saving on fuel and tyres as well."

"We chose BPW componentry, because it's a known product and we can get parts easily. It's also very simple, and that's what we look for in most things. We've had the new trailer for 12 months and haven't put a spanner to it since it was serviced," he says.

"And we can get more information out of the info centre on the trailer than we can get out of a truck!" The info centre is the electronic pad on the side of the trailer, which displays axle load data, travelled kilometres, service reminders, trouble shooting information, for starters.


"We fitted it in Australia and it's amazing. It runs ABS and EBS so long as it's got power; and it's 12 and 24 volt, so it works with European and American trucks. It's very simple."

In fact, the biggest cost in importing aluminium tankers, according to Michael, was the government charges on top of the overall purchase. Fortunately the exchange rate was more favourable last year than in 2010.

Michael runs another business too: Blue Water Barge Hire, which carts concrete trucks to tricky locations, typically when new bridges need to be scoped out or constructed.

"I've always been on the water," he explains. "Dad had a concrete truck with Pioneer Concrete for 28 years. When they build boat sheds, they use concrete trucks on barges because it's usually a really hilly area, and they can't get the concrete in from the top."

"I can get my hands on a barge that will cart 3000 tonne of cement but we don't have the infrastructure yet to unload barges efficiently," says Michael. "I'm trying to get people thinking about this as a viable option for the future."

"You'd be surprised how much gets moved around by barge." 





**It all started with a digger for Pat Papaluca and Patlin Transport. Now they haul the heavy loads for other people to do the digging and a new tilt-slide trailer is making that work a lot more efficiently.**

*Words and photos  
by Jim Darby*

**A**t the age of 18, Pat Papaluca made a move that would ultimately see the formation of Patlin Transport Pty Ltd. His first machine was just a digger and as he says "I just went out and started using the machine, digging anything from pools to house cuts and foundations". As his business grew, Pat grew with it, buying a tipper and a few other pieces of machinery to carry out the work he was being requested on. Then in 1996 he bought his first float to move the machinery. From there Patlin Transport grew its float business and then in 2016, a strategic move was made, seeing the move from tippers and machinery to a full heavy haulage business.

As with any business, it was important to Pat to see what the industry needed now and into the future. One major component of this foresight was the need for customers to move heavy machinery for repairs. A lot of machine breakdowns happen on site, with the need for the machine to be transported back to base or a repair workshop to have repairs carried out before the machine could be returned to work. This flow can obviously see a machine out of work for a period of time, when it is needed to be working on a site. While Patlin Transport had a suitable

trailer with a required winch, demand for machinery repairs on site was growing and the trailer was not always able to handle larger machines.

After two years in negotiation and design with Drake Trailers, Patlin Transport now owns the only quad axle unit that Drake has built. The trailer features BPW airbag suspension and axles, with the two rear axles self-tracking steer axles. The advantages of the steer axles are in versatility and cost-savings. "It gives you a lot better turning circle, your access is chalk and cheese and it actually goes around a corner better than what a tri-axle trailer does," Pat says. "The other thing is, you can actually back it into the customer's bay and put it exactly where they want it. As long as they've got the room and clearance, you can back in and offload it where they want it. You have that versatility."

"There isn't the need to worry about cranes or dogmen - it eliminates the need for four people. The trailer tilts and widens making it a very versatile piece of machinery. You also save on tyre wear, you have better access, I believe even tri-axle trailers should be running around with the steer axles, especially the way subdivisions and roads are in Melbourne.



The tilt-slide trailer at Patlin's Somerton base.

With the tilt-slide trailer are, from left, Peter O'Malley (BPW), Pat Papaluca (Patlin Managing Director) and Joe Papaluca (Patlin Operations Manager).



Some of the roundabouts they put in are just ridiculous."

Quality is important to this kind of build and Patlin Transport try to ensure quality on all of their fleet. "You can't go past BPW for quality, they're service is good too - you want parts, most of the time they've got them. They're there for you." Reliability is important all-round for Patlin. This trailer has been built with two 30,000 pound winches and a 20,000 pound winch.


Pat admits that the trailer is more specific than others of its kind "It's probably a bit of overkill, I mean I like V8s instead of four cylinders... I'd rather know the capabilities are there." Patlin Transport has a fleet of 18 prime-movers and 23 trailers, they operate Australia-wide but the majority of business is in Victoria. The success and need for the new trailer has Patlin Transport keen to once again expand their business and offerings for their customers. Pat says they'll soon be ordering another quad-trailer and they have a platform in the pipeline with a row of six or a row of eight in the next year or two.

From a digger at the age of 18, going into business for himself to see Patlin Transport



The BPW self-tracking steer axles at work on the quad-axle tilt-slide trailer.

now running at the top of their game, "In all honesty, I've gone way beyond my expectations," Pat says. "I was happy enough to stay with three trucks and plod along quietly, mind my own business and have a holiday at Christmas time and so on. But if your customer grows, you have to grow with them or pull out. You have to understand what your customers needs are and give them that in a way that's beneficial to you and beneficial to them."

Patlin Transport has now been in business for 30 years and is steadily growing into the heavy haulage industry. Now with the second generation of the Papaluca family working in Patlin Transport the future is certainly looking bright for the business and their customer base. With the introduction of such innovative machinery the business of heavy haulage is sure to change with Patlin Transport leading the charge. 



# METRO MARKETS

*Words and photos  
by Mark Pearce*

In a career that began in the driver's seat delivering fruit and vegetables and has led to the managerial desk at Quality Control Freight Management (QCFM), Eddie Quadara takes each step as it comes. Eddie offers a glimpse at the refrigerated logistics and conveyance of cold freight across the major city centres.

**T**he conveyance of perishable products around the active metropolitan cities is a complex and demanding task. For both business and society to benefit, it requires accurate logistics and data access systems for quick turnarounds, led by someone with intimate knowledge of refrigerated transport, connections with corporate partners, and a passion to drive it. Eddie Quadara, age 44, sits at his desk in the upstairs, newly refurbished office at

QCFM headquarters in Yarraville – just west of Melbourne's CBD. He's enjoying a few moments away from the madness that is the 24/7 fruit and vegetable transporting and logistics day.

His focus is making sure his business stays ahead of the broader trends of the freight industry.

"I look at QCFM like a football team. There's no one bigger than the business. We all play a part and if each of us embrace





“APART FROM THEIR AXLE AND SUSPENSION  
QUALITY, THE BEAUTY OF BPW IS THEIR  
PEOPLE LISTEN TO US”

EDDIE QUADARA

Eddie Quadara, QCFM Managing Director, stands against one of the quality controlled, refrigerated units on the outskirts of metropolitan Melbourne.



## METRO MARKETS

the role, and take it on like we own it, we are going to be capable enough to develop our own ways to realise our vision," says QCFM Managing Director, Eddie Quadara. That vision entails effective oversight and quality control solutions to maintain safe and secure cargo for all QCFM cold freight delivery needs.

Being his usual honest self, Eddie maintains a view that state-of-the-art, specialised, supply-chain technology is developing so fast that it's re-shaping the industry in a phenomenal way.

"This part of the business (IT programs) doesn't make you instantaneous money but it will save you time, keep your products in the best possible condition, and certain programs can analyse all the details for you

as well as major retailers such as Coles, Woolworths and Aldi Australia.

Dealing with major supply chains requires corporate responsibility and intrinsic compliance. QCFM has devised methods and collaborated transparently to become part of the Retail Logistics Safety Code of Practice, a core element in lifting their business and its network of partners to the next level.

"It's not just about compliance; you have to make sure you abide by it," Eddie declares. "We are fortunate enough to have close relationships which allow us to mitigate problems and we see that as a benefit. But at the same time we have to perform. We still have to prove that we are competitive and we can deliver, according to the

information becomes instantly accessible for QCFM administration which ultimately paces up the delivery process.

"The biggest issue is making sure our workers understand behind the scenes," Eddie states. "Because all our freight is refrigerated and different products require different temperature ranges, we put all our drivers through various training procedures and regular toolbox meetings. It's not just about driving a truck. It's about probing freight, recording it, and signing off to make sure everything we do goes above and beyond the regular expectations."

In order to maintain the appropriate conditions inside each trailer, Eddie has implemented Cooltrax, a program that monitors and helps speed up the freight task through GPS technology, giving him the ability to change temperatures in transit. This system also outputs speed alerts and vehicle timeline durations at each destination.

QCFM also operate Drive Cam, a risk management device which monitors and records vehicle activity, both inside and outside, when a dangerous event occurs in real time. For instance, Drive Cam will activate if a driver takes a corner too quickly. It will also record the stored 30 seconds prior to the event. Drive Cam has been a valuable and effective tool, says Eddie, because it's enabled him to closely and independently mentor his drivers.

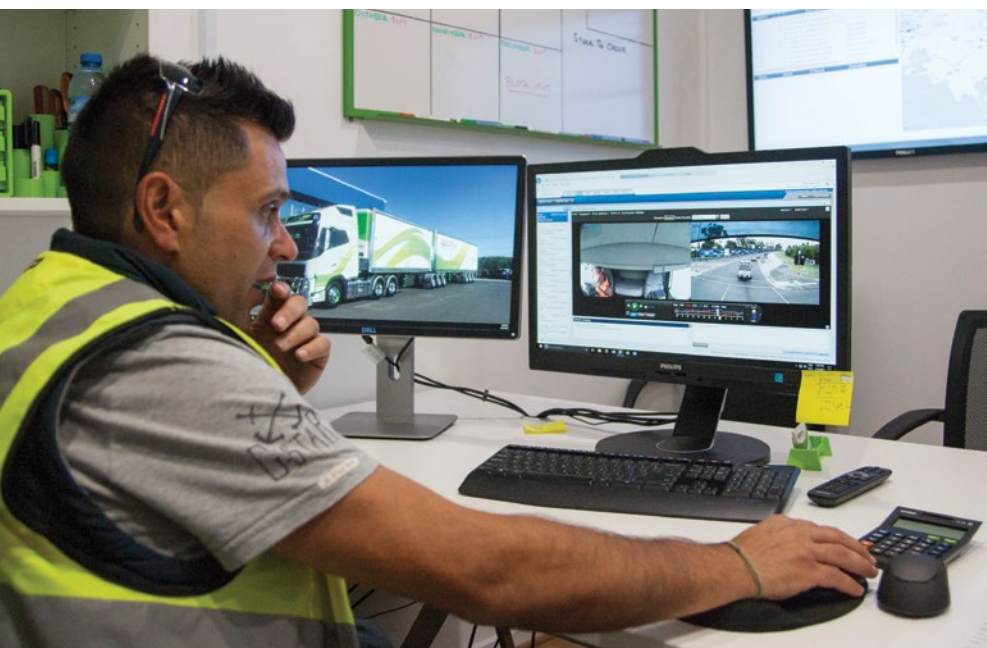
"It's a good tool to see where drivers are going wrong, in order to coach them. As I say to them, if you're doing something wrong it's better to be told from me than being caught by the authorities and being fined for it."

"Instead of fighting the systems, we work with them so the back-end flows seamlessly. It's all well and good to have all these quality accreditations but there's meaning and responsibility behind each one of them," he declares.

Another structure in place that serves all QCFM agendas is their uniformed fleet, which comprises of major brands such as CMV Volvo, MaxiTRANS, Thermo King, Bridgestone and BPW. While 14 of their 17 units run specifically on this combination, Eddie has ordered another three units based on the same specifications. And based on critical analysis, these vehicles and their trailer equipment have been running at optimum reliability without any major concerns over a sustained period.

"Everyone has mixed opinions about certain brands but the Volvo, MaxiTRANS, BPW, Bridgestone and Thermo King set-up works for our business," Eddie claims.

"It's all well and good to buy BPW from the get-go, but you have to understand how their axles stand up and perform with your business before you can just blindly believe in the product."



QCFM leads the way in state-of-the-art logistics systems; front monitor displays Drive Cam and background monitor displaying Cooltrax.

to reassure your customers they're getting the best possible service."

Since its beginnings in 2011, QCFM has had the exclusive license to cart sensitive product for the LaManna Premier Group. Apart from two B-double units that run from Melbourne to Wodonga 7-days a week, QCFM is purely a metropolitan operation that services farm pick-ups to distribution centres throughout the cities of Melbourne, Sydney and Brisbane.

The long-standing partnership with LaManna Premier Group means that Eddie's small team of 40 people can deliver perishables in optimum condition to fruit and vegetable wholesale markets,

accreditations we have."

The transport and logistics provider is integrating critical systems such as Gearbox (accredited by National Heavy Vehicle Regulator), a program that collects, records and manages individual assets. And as the company spends money on those assets, the software accumulates the figures and outputs per-kilometre readings to help QCFM increase efficiency gains in the long run.

They have also sought to set-up products such as MT Data so they can introduce glass tablet technology to perform tasks like electronic work diaries, run sheets and Proof of Delivery (PODs) dockets; hence



**"IT'S NOT JUST ABOUT COMPLIANCE; YOU  
HAVE TO MAKE SURE YOU ABIDE BY IT."**

EDDIE QUADARA

One of the fourteen QCFM combinations doing a metro delivery which run on BPW axles and Airlight II suspensions, disc brakes, ABS/EBS and Eco Plus.



"Apart from their axle and suspension quality, the beauty about BPW is their people listen to us. For instance, we asked them to attend product training with Volvo and there was no issue at all from their perspective. The idea is that we can train other parties to understand how to work with our fleet and facilities, and that seems important to BPW."

The need for ever-larger facilities is particularly pressing, given the continued growth of QCFM. They recently expanded their cold-chain freight and logistics services into the Brisbane market where they currently share facilities with the LaManna Premier Group.

Meanwhile in Melbourne, the shared depot arrangement at the Minnie Street, Yarraville location which Eddie occupies today has significant, sentimental value. Ironically the premises were originally the Manufactured Bottle Company site where his father, Joe Quadara, worked for many years in the 1970s and early 1980s.

"On school holidays I would sit in the passenger seat with Dad, and that's when I fell in love with trucks. The Manufactured Bottle Company used to give him three days to drive to Adelaide and I remember going straight to Adelaide to pick-up a load and return straight away so he could stay at home for two days and get things done around the house," Eddie laughs.

His father Joe is the reason Eddie began driving professionally in the early 1990s. Eddie recalls the story, which goes back to the summer of 1992...

"I had just finished year 12 and was at home for about two days and my dad said, 'What are you going to do, Eddie?' And I said that I needed to take two to four weeks' holiday to just relax and think about it. And he said, 'Think about what?' And I said, 'To see what I want to do with my life,' and he replied, 'You've had all your life to think about it – you're coming to work with me, champ!'"


And so at the age of 18, when independence mattered, Eddie helped his father work the fruit and vegetable game for the Melbourne Markets. This kick-start to his career helped Eddie understand refrigerated road freight and it was also when his relationship began with the owners of Premier Fruits Group.

Throughout the 1990s Eddie was building his confidence, his knowledge and his database of fruit and vegetable contacts. With a simple philosophy of 'keeping off the streets', he learned the necessary and practical understandings of transport logistics, which eventually led him into more complex work when he was introduced to the likes of Refrigerated Roadways and Brambles Transport, before he performed a double decade stint driving for Safeway.

"The Premier Group always knew I had the logistics background prior to starting QCFM. They asked me to come down and see if I could give them a hand and that's pretty much how it all began."

There's much blood, sweat and tears that go into growing fruit and vegetables and this effort is echoed at QCFM with their first-class freight services. Many people put a lot of trust in Eddie and his team to carry their freight so that thousands of Australians have the opportunity to put fresh produce on their tables every day.

To commit to such challenges and put into practice good intentions for both business and society, Eddie finds his inspiration from the old fashioned values he was handed down. As he explains:

"It's long hours and does take time away from family but I actually love it. I look back at my mum Josie and dad Joseph, and also my grandparents, Grace and Bob who looked after us when our parents were working... and all they seem to do was work hard make sure us kids were fed – and when I mean fed, I mean Italian-heritage fed! So my life growing up was always around food and work, and that's probably why I am where I am today. I look at it as a massive positive, you know, so my own children can grow up and learn the same simple values." 



# PERFECT TEN

*Words & photos: Dean Evans*

**A decade ago, Mark Lovett started driving on BPW axles in his new truck and trailer. Ten enjoyable years later, we revisit the owner-driver to see what gear he's fitted to his new trailer.**

**"I** decided to go for all the best trailer technology so the rig would not become obsolete in five-years' time. When it eventually comes time for a trailer upgrade, because of the quality ancillary gear, I'll get the best resale value."

Those were the words of owner-driver Mark Lovett, back in 2007, when he'd just purchased his B-train/B-double, fitted with all the latest BPW disc brakes and air

suspension, and Knorr-Bremse Electronic Braking System, following some guidance and advice to try BPW from his Kiwi and Aussie friends. He then formed what would become a strong and lasting relationship with TNL International New Zealand group, including branding his truck in the signature colours.

TNL Group is based in Auckland, NZ, and an international freight forwarder and logistics provider for air, road and sea. Dating back



Mark Lovett



to 1938, the worldwide agency carefully selects its partners specialising in their own geographic areas, who have commitment and determination to meet its high levels of customer service, from pick-up to destination.

Now having racked up 10 years with TNL, with great relationships formed - and lasting - both with TNL and BPW, some routing and different requirements have evolved his weekly routine to the point where Mark felt it was time to upgrade his trailer; "there was just less need for the 20 metre trailer," surmises Mark. And as far as resale value, it was good; and the length of the trailer probably had more to do with it, than the axles which were as reliable as ever. Which is also why, after ten years, that one area remained unchanged.

"We looked at and considered other brands, but we decided to choose and use BPW axles and suspension, based on what we wanted," says Mark. "We liked the square beam axles, and also the use of U-bolts, as the set-up seems to be a little more compliant and kinder on our chassis. But it was also BPW's

back-up and support over the years.

"We once had a small issue with a wheel bearing, and the BPW guys came out and inspected it, and we found it was simply due to the bearing being nipped up a fraction too tight during the 500,000km repack. And while they were there, the BPW crew inspected the axles, and even checked the workshop to make sure it was suitable for us and them."


Along with the axles and suspension, Mark also chose to happily equip the new trailer with the same Jost legs and fifth wheel. "They've been just brilliant," enthused Mark. "I've used Jost for 13 years now, and I reckon it's one of the best turntables I've ever had: good locking mechanism, solid, wide landing legs... in ten years I've never spent a cent on them; not an issue, not a bolt, a gear or anything!"

There were other reasons for the trailer upgrade: "A few jobs we've been doing lately have been bigger jobs, so we upgraded to a new Fruehauf 36-pallet B-train/B-double, from the 28-pallett."

Still based in Wellington, previously Mark's

regular run was to Auckland, loading up and returning to catch the ferry, and then to Christchurch to unload, and retrace his path, pretty much every week, with three round-trips a fortnight.

"Now we could go anywhere!" says Mark. "I do maybe 130-150,000km a year, which may not sound much initially, but I'm not just hooking up and going; I'm also loading, unloading - and I'm the only driver of the truck. We've done the odd run to Dunedin, to Nelson, but our main route is still Auckland to Christchurch. There aren't too many places I haven't been to, and I'm not normally a scenery person, but further down south down near Queenstown, the Devil's Staircase and along the lake is awesome - in fact so is the whole Central Otago!"

With more ferry crossings over the years than he cares to count, Mark is in a prime position, with a great employer, reliable assets and business partners who are also friends - and he's regularly travelling the land of the long white cloud. Thirteen years down, here's to the next ten! 







# LOAD RUNNER

New Zealand's North Island highway network is linking up in a big way, with huge demand for specialised earthmoving machinery - but as Kirk Simpson has discovered, sometimes you need to make your own.

*Words & photos: Dean Evans*

One of the largest, most ambitious road building projects is currently in progress in New Zealand's North Island. Effectively 'completing' the highway link between Auckland, south to Hamilton, Cambridge and beyond, the 10-year, multi-stage, \$458 million project, incorporating the five-year Waikato Expressway project, is not just a key strategic freight and public corridor for the Waikato region, it's a major part of bringing the country closer. With the major concept first publicly

mooted in 1964 - making it 56 years in the making when complete - the Waikato Expressway will run 102km, with a dual-lane, dual carriageway from the Bombay Hills, to south of Cambridge. It should drop between 20-35 minutes from the commute time as it bypasses Huntly and the Hamilton CBD - and of course reduce fuel costs while providing a safer arterial. With sections of the stretch between Auckland and Cambridge already open, it's the final stages of the puzzle that are the

biggest, specifically the section bypassing Huntly, which cuts through nearby hills. According to the NZ Transport Agency, shaving these hills down to grades of 3.2 percent will result in a target of two-million cubic metres of earth moved by the end of the Summer in April, and a total of four-million cubic metres over two construction seasons.

Kirk Simpson Ag has been involved with the project for several years now, and understanding the scale of the project, its





Huntly bypass Feb 2017



future, and has recently invested in a trailer that has been doing big things.

"It's been the best thing we ever did!" enthuses Kirk Simpson, of his new 30 tonne construction tipper. "We leased trailers for the previous season, and we were happy, but we thought we could do better. We looked at importing trailers, but the biggest we could find that would suit were only 2.5 metres wide - and we wanted 2.8 metres. And we needed it road legal, plus we wanted it more

stable and easier to scrape, and all with a bigger payload.

"So we sat down with the Bruce and Bevan from TRT [Tidd Ross Todd Ltd, in Hamilton], and threw around ideas, showed them the trailer we were currently using, and told them what we wanted; and basically left them to sort out all the technical details. Bruce gave me options: for example, the BPW drums fitted nice and tight for what we wanted. "We build a trailer for 20 years, so it's an

investment - but the way I look at it, the cheapest spend is the first spend. We fitted quality gear right from the start - we could have saved a few dollars in cheaper Chinese gear, but it's not worth it. The axles, trailer and tyre are all operating at near capacity, so you don't want to skimp."

TRT started with a 360 degree swivelling coupling, with a five-tonne loading, and a hydraulically suspended, height-adjustable drawbar - it's designed to attach to Kirk's





tractor, but also had to be adaptable, and road legal, so TRT also fitted air brakes and an accumulator, that provides an absorbed, soft ride.

Rather than a conventional fixed beam, TRT worked closely with BPW to ensure their Tidd Ross beam axle design would integrate to the BPW axle. The result was a combination that offers 400mm of travel with oscillation, for maximum stability on all terrain, particularly important on the Waikato Expressway site.

"We're carting 600-700 cubic metres of earth a day, out of challenging areas," explains Kirk. "So we needed something good. This will take three buckets from the 80-tonne excavators, and will get to places the Moxys can't. It has a genuine 30-tonne payload, and we've even taken a known 32-tonne load of aggregate."

The Hardox steel construction also uses a hydraulic, forward-tipping tailgate that tilts out of the way, for a clean exit of the stockpile clear egress of material. It also uses double-action cylinders, that upon closing, pull the tail forward to create a water-tight seal.

The multi-stage hoist tips the body to 55-60 degrees, to minimise carryback, which can, at times, accumulate several tonnes of product.

"On the Expressway site," added Kirk, "after some heavy rain, we cleared out all the silt traps, and it was heavy, thick, sloppy clay and water, and we don't lose a drop through the seals. We've also moved trees and crushed aggregate." With barely a mark on the trailer or rubber seals after 600 hours and six months in use, there's visible proof in the pudding.

"On one site, we were supposed to have two tractors and trailers, and we turned up with

this - they looked at mine and were sceptical; but after just one day they were convinced and happy, as the single, larger load was saving trips and money.

"They allow us a 13 cube load, so that's 55 loads a day! We do 20 loads on a haul road on a bad day, often not more than 2km for the round trip."

"It's met all our expectations," enthused Kirk. "We got a trailer custom-built through TRT to our exact specs - and there just isn't another trailer on the market that will match it."

With talk of a proposed increase of the national speed limit to 110km/h on the completed section, following its opening in 2019/2020, this is very much a way of the future for NZ economic prosperity, with the likes of Kirk Simpson, TRT and BPW all playing an integral part. 🇳🇿







## BPW Axles & Air Suspension

Every day, thousands of trucks travel on New Zealand's roads to ensure we are supplied with what we need. However, this logistical masterpiece should not be taken for granted as everything needs to dovetail. It is, after all, the running gear that is exposed to huge loads mile after mile, travelling on rough surfaces in cold weather, high temperatures and dust. BPW has always relied on the quality of its products to operate even under the harshest of conditions.



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For further information go to our web site [www.bpwte.co.nz](http://www.bpwte.co.nz)





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