

# BPW DIGEST

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

AUTUMN 2019



## PERSONALISED SERVICE INTO THE OUTBACK

McArdle Freight is a family owned and operated business based in SA, providing personalised service to some of the remote communities in Central Australia and have been the life line for many small rural stations, bringing vital supplies in and transporting goods out for trade.

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## From the Joint MDs



It is with great enthusiasm that we bring to you this Digest publication in preparation for the 2019 Brisbane Truck Show and to bring you up to date with some of our activities since the winter edition. The latter half of 2018 and first few months of 2019 has seen the continuation of the high levels of business activity, the result of the strong growth experienced in the commercial vehicle sector, product innovation and development, and business expansion through acquisition.

Every four years coinciding with the Hannover show BPW Transpec have for a time-honoured tradition invited customers to be part of a tour of engineering and product excellence, known as the BPW "Study" tour. This year the tour encompassed the outstanding manufacturing facility of our sister company BPW Hungaria who produce our unique self steer axle and various class leading external manufacturing facilities covering trailer builders and car makers such as Audi and VW. But it wasn't all work as all those who attended can attest to! We have many happy smiling albeit bleary eyed photo shots of our crew of participants, in various pubs, breweries, castles etc dotting Austria, Czech Republic, Hungary and Germany for our BPW album.

The IAA was also the chance to share with the international customer base some of the incredible work on new product innovations that will be released to the market. At Brisbane the Eco Plus 3 hub self-sealing system and the revolutionary iGurt product to name just few will be on display. Some further details on this product development is found on page 7.

During the month of August we were also thrilled to have Commercial Transport Spares in NZ join the BPW Group with a longstanding association spanning 25 years, it has been mutually beneficial and we see many strengths of joining the companies.

We look forward to welcoming you on our stand at the Truck Show see you in Brisbane.

**Olivia Corrado**

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Transport Parts WA is a family-owned business located South of Perth that distribute high quality OEM standard products to trailers and trucks.



## Significant Business Milestones



### Tefco Trailers

Congratulations to Tefco Trailers for achieving 30 years in business. We wish them all the best for many more years of success.

Above: Richard & Sue Brown



### Drake Trailers

Congratulations to Drake Trailers on achieving 60 years in business. To celebrate this auspicious milestone, they had an open day at their Wacol facility in QLD which was full of announcements and insight into 60 years of Drake. BPW Transpec was proud to attend the event and wish them all the best for many more years of success.

## BPW Transpec



### Ivan Pawlisz Retirement

BPW Transpec recently farewelled Ivan Pawlisz on his retirement after more than 50 years service with the company. Those that got to speak with Ivan on a regular basis would have known his vast knowledge on the BPW product and his passion for the Collingwood Football team. We wish Ivan all the best on his retirement and thank him for his many years of loyal service.



### Scott Merriman celebrates 25 years

Having started with BPW Transpec as a mechanical fitter and through hardwork and dedication progressing to NSW Branch Manager, Scott Merriman recently celebrated 25 years' service with the company. We thank Scott for all his hardwork and congratulate him on this achievement.



## Cannon's 1,000th Trailer Celebration

**Cannon Trailers has celebrated its 1,000th cattle trailer to go into service at a special presentation on Saturday 9 March 2019.**

The acknowledgement took place at Rockhampton in Queensland during the Australian Livestock Transport conference where BPW sales representative, Geoff Huddy presented the commemorative plaque to owner and director, Blu Cannon, and company manager, Rod Cannon.

The milestone expands the focus on designing custom-built cattle trailers for the livestock safety solutions market.

A first of its kind – the two deck cattle b-double was released with internal hydraulic gates on the tag trailer, and in particular on the top deck, where the gates can be activated remotely from the ground as a fully automatic innovation.

The mechanism was trialed in the field over three years and eventually fitted on the 1,000th trailer for Glennan Transport, who coincidentally purchased Cannon's 500th trailer.

The new b-double rides on BPW heavy-duty air suspension and 10 stud drum brake axles. Building on a 22-year history with BPW, Blu Cannon took the opportunity to speak of the strategic and significant relationship, which has provided a springboard for future growth between the companies.

"From the first day we opened our doors we've offered all our trailers with BPW axles as standard. Out of 1,000 trailers, 99 percent have BPW axles on them. And when it comes to air suspension, once again BPW is our standard fitment."

"It's a very strong and professional working relationship," Blu added. "You always have excellent back-up service and support with BPW."

"I'd like to thank BPW and Geoff Huddy for the plaque," Blu says. "I was taken by surprise as it was something [the plaque] I did not expect!"

Since the release of the hydraulic gated b-double, the family business, situated at Crows Nest, Queensland has taken order for another five trailers, which will be introduced into the market later this year.



Blu Cannon (Right) with son, Rod Cannon (Left) holding the 1,000th trailer plaque, presented in Rockhampton (QLD) March, 2019.





## BPW Transpec reaches major production milestone *250,000th trailer axle produced*

BPW Transpec surpassed a major milestone in November 2018 by producing its 250,000th trailer axle, a drum brake Eco Plus 3 unit. Production currently runs at 45 units per day at our Head Office in Laverton and BPW Transpec Production Manager, Steve Civelle says increased capacity and enhanced quality control have been made possible due to the development of processes and procedures. In 2004 BPW converted their production process from fixed single-

build stations to an assembly line where we can build axles on trolleys that go around an oval track with components installed at various stations. BPW has also upgraded to electronic tooling which enables us to consistently maintain and document all settings for future reference if needed.

We expect the production rate will continue to climb as it has for the past 10 years to keep pace with the increasing demand for new trailers.





## It is all Happening at The Brisbane Truck show

### More product developments in the pipeline for 2019

After the successful market implementation of the new **ECO Plus 3 hub sealing system** as well as the light weight drum option in 2018, BPW is going live with another bundle of product innovations, which all will be on display at the Brisbane Truck show.



From September onwards BPW will have lightweight **aluminium hubs** available for our 10 stud 285 PCD axles (available for Drum & Disc). The weight saving of around 20 kg per axle line is significant and will support the market for light weight application in particular in the tipper and tanker industry. Around the same period of time and after having passed local ADR approvals, the **new BPW TS2 disc brake** will become our future standard, available in two sizes 4309 and 3709. In combination with the positive feedback received from customers currently testing the completely redesigned one tappet caliper, we are progressively changing production in the 3rd quarter this year. Have a look at the cross sectioned model on our stand and you will be surprised of the simplicity and robustness of the new disc brake.

In addition to those new products we are also displaying our **self-steer trailer axle**, the only real self-steer axle. This is well proven to be the most reliable product in the market offering the best cornering abilities for trailers tested under the harshest operation environments such as in the milk transport industry.

Our **air-operated Ringfeder** coupling with anti-jack-knifing system complements our product portfolio on display.

A **heavy haulage swivel axle** is also being displayed, this axle shows that BPW offer a wide range of speciality trailer axles to suit all applications.

In addition, BPW Transpec always prides itself to go further than just offering outstanding products. Our back-up service will soon be complemented by going digital with our **axle tag by adding a QR code** enabling to easily access the parts list via the myBPW website.

And to give you a glance of a mechatronic product shown at last year's IAA show in Germany, we will be showing you the advantages of the **iGurt – a smart load restraint system** providing you with real time information about the restraint forces to give piece of mind while being on the road.



Above: The new BPW TS2 disc brake and iGurt smart load restraint system (left), both on display at the Brisbane Truck Show.



## Vale **James Swinburn**

It is with great sadness that we report the passing of James Swinburn from CTS (BPW Aftermarket NZ) in November 2019 following a mountain biking accident. James is survived by his wife Gwynneth, and children George and Rose.

James had worked in the business alongside his father Peter during his school and university years. After spending many years in Europe working and travelling, he returned to NZ to once again work in the family business. Following Peter's passing in 2010 James and his brother Michael took over the reigns of the company.

To all that knew James they will know the passion he possessed for the industry, his commitment to good service and his wide smile. His enthusiasm for a genuine chat was an important ingredient in building the great team environment CTS enjoys today, and needless say he is sorely missed. With a wonderful NZ wide team and support from the wider BPW Group, Michael continues the family legacy with the unique set of Swinburn values that were instrumental to the reason why BPW and CTS joined forces.

## BPW acquires Commercial Transport Spares (CTS) in Christchurch

To support the BPW Group strategy of being an international mobility partner to the Transport Industry and to enlarge BPW's footprint in the New Zealand market, BPW Transpec Australia acquired Commercial Transport Spares (CTS) in Christchurch with branches in Dunedin and Auckland on the first of August 2018.

In the meantime, experienced new staff has joined us in Auckland to ensure business continuity in this important location in the North Island.

With the successful integration of CTS, BPW has been able to achieve its objective to better support transport operators in particular in the South Island of New Zealand and obtain a better picture of specific customer needs and support future product development projects.

While both entities of BPW Global; BPW Transport Efficiency as well as CTS continue to operate independently in their own business fields, both teams are already experiencing great opportunities by joining forces, to better service transport operators in the New Zealand market.



L-R: BPW Transpec Joint Managing Director Stefan Oelhafen, BPW Global Managing Partner Achim Kotz, BPW Global Managing Partner Michael Pfeiffer, CTS General Manager Operations Mike Swinburn, BPW Transpec Joint Managing Director Olivia Corrado



# LANDSCAPE

## BPW Study Tour

**Every four years BPW Transpec host a Study Tour to coincide with the IAA Truck Show in Hanover Germany.**

The 2018 Study tour was a 13-day trip through Germany and neighbouring European countries visiting historical sites, factory tours and popular attractions. As in previous years the tour was a huge success and enjoyed by all that attended.

Right : Trailer Builder Fliegl Trailer in Germany  
Below: BPW facility in Hungaria



# PERSONALISED SERVICE INTO THE OUTBACK

*Words and photographs by Edwin Higginson*



McArdle Freight is a family owned and operated business based in SA, providing a personalised service to some of the remote communities in Central Australia. Since it's beginnings back in 1978, Brian McArdle, along with his family have been the life-line for many small rural stations, bringing vital supplies in and transporting goods out for trade.

The business was formed in May 1978 by Owner and Managing Director Brian McArdle, along with his wife Lynette, originally operating as an owner distributor with a single rigid fuel truck for Ampol in Bute, SA. Brian recalls; "I bought my first truck for \$500, a 1954 Chevrolet, and it's now grown to 17 Prime movers with over 60 trailers." However, his passion for trucking started much earlier, "I used to have half a day off school when I was 16, carting fuel from Clare

across to Lochiel in an old Q model Dodge." Times have certainly changed.

From these humble beginnings, Brian has grown the business along with the help of his wife and children, Jarrad, Travis and Tamara, providing vital supplies into remote areas throughout South Australia and into the Northern Territory. Now, with six depots strategically located in Bute, Coober Pedy, Katherine, Darwin, Alice Springs and Burton on the outskirts of Adelaide, they can support daily services into key locations.

Today, the business carts a diverse range of goods, from bulk grain, fertilizer, farming supplies, mining equipment, to refrigerated meat, supermarket supplies, and a few cartons of beer. Many in the cities may not appreciate the importance of road transport, but with the only daily services into some areas, such as the McArdle Freight's double roadtrain into Cooper Pedy, the communities certainly appreciate the hard work Brian's drivers do.



# MCARDLE FREIGHT • SA

## PERSONALISED SERVICE INTO THE OUTBACK

With so many roads unsealed, the equipment also goes through a lot of hard work that trucks in the cities couldn't imagine.

When discussing fleet history, Brian has tried a few brands over the years, "I started with the Chevrolet, then a Bedford, and D-Series Fords. My first prime mover was a 1418 Mercedes, then several Kenworths, LTL Fords and a couple of Sterlings. We still have a couple of the old Fords, an LTL that I bought brand new in 1995 which has covered 3 million kilometres and we've never had the block out, plus a LTS which is our yard truck."

However, McArdle Freight have moved towards a single brand in recent times with 15 Western Stars, running both Cummins and Detroits depending on what the local dealer had at the time.

With such a diverse range of freight, the yard is full of various types of trailers. "Our Flattops and Dollies come from Freightmaster, a local builder, then we have fridges from FTE and Lucas, Tautliners from Barkers and Krueger, then tippers are from Byrne."



L-R, Travis, Brian and Lynette McArdle, with McArdle Freight driver



**“NOTHING GOES WRONG WITH THEM (BPW).  
WE HAVE SOME OF THE OLD GEN 1 SETS FROM  
THE 80S THAT ARE STILL RUNNING.”**

**BRIAN MCARDLE, OWNER AND MANAGING DIRECTOR,  
MCARDLE FREIGHT.**



Although they may have a mixed fleet of trailers, when it comes to running gear, they always order BPW. Brian comments; “We’ve always stuck with BPW. Odd trailers have been bought stock with other axles, but majority are BPW. Nothing goes wrong with them. We have some of the old gen 1 sets from the 80s that are still running.”

“We’ve also built a couple of flattops with BPW Super singles. We use super singles on the steers so we can now take them off to run out on the trailers. One trailer is nearly six years old and we’ve never had to buy a new set of tyres for it. They just seem to last forever.”

In terms of servicing and repairs, all the trailers are managed in-house under the guidance of Brian’s son, Travis whilst the local Western Star dealer, Wakefields, covers the major truck work. Considering the McCardle’s trucks can be running into extremely remote areas, sometimes with over 400 km on unsealed roads, it is important the equipment is reliable.

Brian adds, “Years ago we would always carry bearings in the truck, but we haven’t done that for years. We used to take 3 days to get the truck ready for running to Darwin, now the drivers just fuel it and leave.”

This has led Brian and his son Travis to stick with equipment that they know and can rely on, with several trailers covering well over 2 million kilometres on the original axles. Travis adds “The first dual-axle dolly we bought back in 1991 still has the original axles. It’s still covering 6000km a week so guessing it would be close to 6 million.”

When ordering new, Travis runs with a standard spec, being “AL2 suspension with BPW axles on drums with 10 studs and 3600mm airbags for the better ride. We try and keep it as simple as we can, especially when running on the dirt.”

# STAYING THE



*Words and photographs  
by Emily Weekes*

**CJ Maddern Transport is a three-generation family business based in Bega, New South Wales. With young children as keen on trucks as those who've come before them, Matt and Lyndal Maddern might have a fourth generation on its way.**

# COURSE



**B**y 1925, James 'Jimmy' Maddern had bought his first truck – a Federal from Sydney. He was 20 years old. Jimmy used to cart cream for the dairies in the Bega region. With 25 customers, there were more than 80 gates to open and close on each run.

His son, Charlie was born in 1939 and growing up in wartime, remembers all too well the measures his father had to take to stay in business. "Jimmy would burn redgum wood to make a charcoal," says Charlie, "then

he'd burn it as gas. So he had a fire burning on the back of his Bedford."

It can't have put Charlie off the trade because twenty years later, he bought his first truck – another Bedford – and continued to service the local dairy farmers. Charlie and Jimmy also carted pigs to Canberra and cattle to Melbourne and Sydney.

Charlie's son, Matt and his daughter-in-law, Lyndal manage CJ Maddern Transport today. They took over the business in 2012 and

have three trucks that cart livestock, hay and a liquid stock feed.

Matt started working in the business when he was 18 but spent all his time when not at school helping dad working on the trucks or travelling around in the passenger seat.

"We had one customer for 50 years until they closed their doors a year or so ago," says Matt. "That was hard but it's just part of business. The best part of getting knocked over is to stand up, dust yourself off and walk on."

## STAYING THE COURSE



Three generations of the Maddern family: L-R, Lyndal Matt, Charleston (shoulders), Charlie and Dominic Maddern (front).

Matt's dad Charlie turns 80 years old next year. He's the original CJ but there's another younger model making its way through the business: Matt and Lyndal's three-year-old daughter, Charleston (CJ). Their one-year-old son, Dominic seems as keen too.

As the youngest of seven, Matt recalls all the kids hopping in the back. "Mum stayed home happy to get rid of us," he laughs. Today, his mum and dad are busy spending time with their 12 grandchildren and two great grandchildren, which might explain CJ Junior's enthusiasm for trucks.

On more than one occasion Matt has discovered his daughter stowed away behind the seat of their newest truck of a workday. "We're just passing through," laughs Matt. "She'll take over one day."

The latest addition to the CJ Maddern fleet is

a livestock trailer that's unlike many others in Australia, built in collaboration with Arends Trailers in South Australia.

"Paul Arends came over to Bega to spend time in our trucks, travelling around getting a feel for our part of the country and the roads we travel," says Lyndal. "Most livestock trailers are similar in design. Everyone looks at this and wonders what it is."

Matt and Paul worked closely on the design. "We wanted to make the job safer for our staff and comfortable for the livestock we transport," says Lyndal. As a result, this trailer has several points of difference.

There's a platform between the A and B trailer that allows the cows to walk through without having to drop down flaps. This is possible due to the roundness of the B trailer's front, which follows the contours of

the back of the A trailer.

Paul Arends says it's the first time he's seen this done.

Another point of difference is the use of aluminium crates. "We're the only ones doing aluminium livestock trailers," says Paul. "They offer a big reduction in tare weight and increase the pay load, making B-doubles three and a half tonnes lighter."

The front of the trailers have been rounded to help with aerodynamics, which also provides slightly more room inside the crate, another 300mm of floorspace, which also makes a difference.

"But the best part of the trailer is the aerodynamics," says Paul. "The smooth exterior of the trailers make them easier to pull, with less framework for the wind to



catch on, helping to reduce fuel intake and wind drag."

It's collaborations like these that bring about new solutions for different industries to take on as their own. "Everyone's trying to do safer things now but no one quite knows how to do it yet," says Matt.

The trailers are also fitted with air-operated gates allowing the driver to close the gate from the back of the trailer, keeping a barrier between the driver and the cattle.

Another feature of the build is the mesh flooring. "With the mesh floor, effluent falls through the grates while the stock are standing in transit, rather than letting it build up around them," explains Matt.

All three trucks run with trailers on BPW axles and airbag suspension. "We chose

BPW for the stability," says Matt. "BPW has the name in the livestock industry – they're ahead with disc brakes too, no grease and no adjusting is a no brainer."

This trailer has already transported cattle as far north as the Queensland border and now that CJ Maddern is free to roam and not tied down to one contract, they're happy to travel as far west as Perth if needed.

Living in Bega – apart from the lush, green surrounds – is also a handy location for transport companies. It's the end of the line for B doubles travelling out of Victoria, so the Madderns don't have to unhook going up and down nearby Brown Mountain.

"Livestock is the bulk of our business, but with the drought, we've been carting hay non-stop, getting it from wherever we could

for farmers," says Lyndal. "It was pretty bad getting phone calls from farmers desperate for feed and we couldn't source it."

A month ago, the region started to get some rain, but before then it was dry. "It takes its toll," she says. "We weren't as bad here as they were in other places but we did start to feel it towards the end."

"Our customers tend to come from this region with large number of dairies in the area being the home of Bega Cheese.

Matt interrupts the conversation to ask Charlie when the business first began. "Have we been going 100 years, dad?" he says. No one's sure for certain but there's a fair chance they'll be celebrating 101 years next year, these three generations together.

# SWEEPING CHANGES PAY OFF



**Damorange Refrigerated Transport began with one truck in 1974. Today, this family business has a growing fleet, seven depots and services most of its original customers. Its latest addition is a PBS-approved, 30-metre B double set.**

*Words and photographs by Emily Weekes*

**S**hane and Margaret Splatt are a formidable team. They've been in business for over forty years. What started as a one-truck service, carting vegetables for local growers from Werribee South in Victoria, has grown into a thriving national business.

Back then there were no pallets, refrigerated vans or cold chain management protocols. The business slowly grew from one truck to a couple more, until the region started to expand exponentially in the 1990s, and with it, this family business.





L-R, Shane and Scott Splatt

## SWEEPING CHANGES PAY OFF

"We used to load the van by hand," says Shane. "We didn't palletise. We stacked the van from floor to ceiling, front to back. We used to load at the side of the road. Growers would pull up on their tractors and throw the produce in the van."

"There were no cold stores in those days, but we were doing the same distances, from Melbourne to Brisbane," he says. "Our main customer base has been with us since the early 80s. Then in the early 90s, we flourished in a big way and it took off!"

Werribee South is now home to one of Victoria's most important food bowls and around 150 vegetable farms. Situated 32 kilometres southwest of Melbourne, it covers an area of 3000 hectares and is said to produce 70% of Australia's lettuces.

Today, Damorange has depots located in all the major growing regions.



## “IF A CUSTOMER WANTS TO KNOW WHERE OUR VAN IS, I CAN TELL THEM TO THE MINUTE. IT’S THE SAME IF THEY WANT TO QUERY THE TEMPERATURE OF THE VAN...”

SHANE SPLATT, OWNER, DAMORANGE REFRIGERATED TRANSPORT.

In Victoria, they’ve depots in Cobram and Shepparton (both in the Goulburn Valley food bowl) and their head office in Werribee South; in New South Wales, they’re in Sydney and Guyra; and in Queensland, they’re at Brisbane Market and Gayndah.

The business operates in a 24-hour work cycle. It’s always open. The couple’s son, Scott

As Shane recalls, opportunities just kept coming. New produce areas created the need for more equipment and more staff. “We’d hit a certain size and expand into new areas, because there were always slow times that needed to be filled.”

“That’s why we opened up depots in Queensland, because in a three month period

affords Damorange considerably more payload. “This makes a huge difference,” says Shane. “Previously, we could only achieve a 26-metre-load.”

Shane and Scott worked with Paul Keogh from Lucar Trailers to refine the build, nutting out design modifications to find a solution that would make the difference in the swept



came to work in the business in 1993, and Shane’s brother, Grant was brought in 2010 to manage the workshop. A few nieces have also helped out over the years.

What began with one truck, like many family businesses in transport, has grown into a fleet of 70 prime movers, 130 trailers and 12 rigids, or thereabouts. There’s a workshop onsite, with 12 mechanics on-hand to take care of servicing.

“Mum used to say to us, if another truck comes in that door you are both finding somewhere else to live,” says Scott laughing. “When a new truck came in I used to tell her it was an old one we’d washed up. Two weeks later she’d see the bill...”

where there’s no work down south, we could send a lot of our fleet up there to work,” says Shane.

In 2002, Damorange installed satellite tracking and temperature control in all of their vans. Today, 60% of their business is made up of commercial chain stores, with the remainder being local growers.

“If a customer wants to know where our van is, I can tell them to the minute,” says Shane. “It’s the same if they want to query the temperature of the van, I can access all that data and a full report in minutes. It’s been brilliant for business.”

The new 30-metre quad-quad B double set took 8 months to get on the PBS but

path of this extra long combination.

This new build was a partnership from start to finish. “Lucar Trailers were fantastic. We couldn’t have built this without them,” says Shane. “We recently sold one of their trailers, which we’d had since 1990. It was still going strong!”

Damorange chose BPW running gear for the new combination, installing rear self-steer axles and ALII highway series, quad axle suspension.

For safety they also chose BPW Haldex EBS brake system with soft docking. “We’ve had BPW on our trailers for years,” says Shane. “They’re the superior product and the best suspension we can find.”

# GOOD HABITS

Established in 1957, G & J Groves is one of Australia's largest cut to length softwood plantation harvesting and haulage contractors. Today, A & S Groves manages the haulage contract, with Andrew Groves at the helm.

*Words and photographs by Emily Weekes*







## GOOD HABITS

In the 1950s, the Groves were a farming family in the Blowering Valley. When their land was needed for the construction of the Blowering Dam, Andrew Groves' father, Geoff, who passed away in 2008, decided to switch trades.

"My father took up the challenge of buying trucks and carting supplies during the construction of the Snowy Mountain Scheme," says Andrew. "Once the scheme was built, logging and plantation timber came on the line and they dived into that." They moved to Tumut where the Groves have lived ever since. Both companies operate alongside each other, with harvesting equipment managed by G & J Groves.

"It's been a family business for that long you live and breathe it," says Andrew.

Andrew's son Andrew Junior works in the business, and does a lot of the float work having worked in all areas of the company from mechanic through to operator, while brother-in-law, Michael manages the company's administration.

"When my parents first started, dad was the brawn behind the business and mum had to become the secretary," he says. "Mum's in her 80s and while not actively involved, she still loves to hear how things are going and what's happening."

In the last year, they purchased a new TRT float with BPW running gear and hydraulic suspension, but their relationship with BPW dates back to the 90s when they started buying purpose-built trailers by Elphinstone in Tasmania.

"We run ten trucks in total: three are in a normal single skel trailers, the other seven are set up as folding B-doubles," says Andrew. "They're a little bit unique, not to the industry as such, but in the way they fold."

"The trailers are purely set up for cut to length timber during plantation time," he explains. "It mostly goes to the saw mills for building materials, while some goes to the paper mill, but it's all cut to segregated lengths."

In picturesque Tumut Valley, which sits





Andrew Groves

on the north-west foothills of the Snowy Mountains and is referred to as the gateway to the Snowy Mountains Scheme, there's plantation pine in every direction.

"There's plenty being planted every year, so it's sustainable," says Andrew. "It's more or less government owned here but there are some large owners as big as the NSW Forest Corporation, like super funds, out here planting and doing the same."

"As far as BPW goes, the product is renowned in our region and industry because it suits the harsh conditions and is the preferred axle and suspension system," says Andrew. "It's easy to maintain and pull apart if you need to repair it too."

"I suppose we've grown to know it. We've gone from minimal insight back in the 90s to

today, where with every new model we've learned to pick up something different. One of the biggest changes was moving to airbag suspension in the forest."

As part of a mandatory equipment requirement in a contract with the NSW Forestry Corporation, A & S Groves had to retrofit EBS to all of their trailers. "BPW really stood behind us, they supplied the kits and all the know-how for our mechanics."

"It was a bit of a one-off," says Andrew. "The systems fitted up and worked perfectly and I don't think we would have had the same result out of any other company. They helped us to the point where we were wizzing through, fitting them."

"We learned a lot from it as well."

Not all of the logging work is close to Tumut, with five operations on the go, A & S Groves staff sometimes travel over an hour to get to work. A phone app helps drivers to know where they are located and the timber stock available.

Like other regional businesses, recruiting new staff can sometimes be a challenge. But for Andrew, he's found talent in young workers keen to learn. "We have some terrific truck drivers who came to us when they were young," he says.

"You hear all these people say they're not willing to take on young people, especially in a job like this, where experience counts," says Andrew. "But I'd rather teach a young guy the right way than a driver with terrible habits that are hard to change."



HANSA hit the market 12 months ago with a range of spreaders designed for Australian farmers. The family behind Southern Spreaders, which sells custom-builds contractor machine predominantly mounted on trucks, saw a gap in the market and decided to make a difference.

*Words and photographs by Emily Weekes*



# A NEW SPIN ON SPREADERS



## A NEW SPIN ON SPREADERS

Jeff Keyte and his son, Jarrod are at the Elmore field day in Victoria when we stop by for an interview. A relative newcomer, HANSA has five modular spreaders on display hoping to catch the attention of farmers and dealers over the next three days.

It's working. Dealers have spotted a Southern Spreaders flag and come over curious to know more about HANSA, while farmers, are drawn to the equipment and want to know if it will make their lives easier.

The Keytes are originally from Tasmania; getting a start in the spreading industry as contract spreaders on the north west coast around Smithton. In 2003, the Keytes unhappy with the equipment available, started to build their own gear. Three years later, they moved to regional Victoria and set up shop in Ballan, quickly outgrowing that premises, the business then moved to Ballarat in 2008.

"In Tasmania we didn't have a supplier we were happy with so we started building our own equipment," says Jarrod. "Word got around and we started building for other people and then sending some machines to the mainland."

"That bit of water is pretty expensive between Vicotoria and Tassie, so we moved to Ballan for a few years, before coming to Ballarat," Jarrod explains. Today, HANSA and Southern Spreaders have 22 staff working in a 4000-square-metre workshop.

"Dad has always built a bit of his own gear and I'm a mechanical engineer, so I do all of the design. We own another company, Southern Engineering which my younger brother Mitchell runs, so we can do our own laser cutting and CNC pressing too."

Jarrod has worked in the family business for a decade, since he was 18 years old, and says he was in trucks as young as six months old. "Mum was in the business too, so it's pretty much what we did until we went to school," he laughs.

As Jarrod explains, the markets are very different between the two brands.

HANSA offers a range designed for farmers, which includes linkage and trailing spreaders that are simply attached to the point linkage or towed behind tractors, whereas Southern Spreaders produce machines that are typically mounted to trucks.

While there was always plenty of work for

Southern Spreaders, it can be difficult to plan ahead and build up stock, with custom orders coming in at different times of the year all with different requirements.

That's why Jarrod and his father designed a modular range for HANSA, with spreaders that can be swapped around to suit the needs of farmers, based on a clever design that requires minimal adjustment.

"With our products, you don't need to adjust or change spinners or drop points on the spinner to spread different products, you can do it all with just the one set up," says Jarrod. "It took us a lot of time testing to be able to achieve this outcome but we are happy with the product we have."

"HANSA allows us to build stock ahead of time, maintain our staff and keep the factory going all year, which also enables us to deliver stock faster to our Southern Spreaders contractors as well."

Having a workshop space that can accommodate the three companies - HANSA, Southern Spreaders and Southern Engineering - means that Jeff and his sons Jarrod and Mitchell work together in refining all of the products.



"We do everything here from laser cutting and folding through to finishing," says Jarrod. "Everything's in house and controlled. My brother is a diesel mechanic, so he's good with back up for the spreaders, as well as managing the laser cutting."

Southern Engineering started in 2015, taking on work for other manufacturing companies in Ballarat, while HANSA was in the pipeline. "We couldn't just buy a laser cutter and have it as a toy, it needed to pay for itself," says Jarrod.

"All our products have BPW axles," says Jarrod. "We keep everything standard. We don't like to shop around. So once we're happy with a product we try to stick with it. To sell something you have to believe in it yourself, so we've stuck with BPW."

In the HANSA range, the smaller spreaders use a BPW 8-stud stub axle, while the bigger ones have 10-stud stub axles, parabolic suspension and steering rear axles. They offer braked and un-braked, depending on what the customer needs.

With the success of Southern Spreaders selling its products from Southern Tasmania to Northern Queensland, and over to Perth

and all through Western Australia, the Keytes hope HANSA will attract a similar spread of customers.

"We established HANSA so that our dealers can offer a range of modular spreaders to farmers, each built with the ability to bolt in whatever options the end user requires, swap axles out for whatever track they're working on, and add brakes or take them off, load cells etc" says Jarrod.

**"ALL OUR PRODUCTS HAVE BPW AXLES. WE KEEP EVERYTHING STANDARD. WE DON'T LIKE TO SHOP AROUND... TO SELL SOMETHING YOU HAVE TO BELIEVE IN IT YOURSELF, SO WE'VE STUCK WITH BPW."**

**JARROD KEYTE, HANSA PRECISION EQUIPMENT.**

"We've designed it so that if we ever need to change something it's quite easy. We've even had orders from farmers who work in trees and orchards, so we're trying to cater for everyone and learning as we go."

Primarily the HANSA range will be sold by dealers, so Jarrod and Jeff will be visiting plenty more field days around the country, to meet the farmers and dealers looking for a standard range of spreaders designed by a custom-thinking family.



Jeff Keyte

Jarrod Keyte



# HORSES FOR

*Words and photographs  
by Emily Weekes*

**This 48-foot custom horse carrier has been designed by T & G DWAN Supafloats in Warrick, Queensland. Its purpose is two fold: to transport eleven horses safely and provide a home-away-from-home for the owners who compete around Australia.**



# COURSES

**T**erry and Geraldine Dwan have been building custom horse floats and livestock transport for more than 15 years. Based in Queensland, their business Supafloat services customers all over Australia.

Mark and Shelley Ruff work horses from their 800-acre property in Diggers Rest, a green-wedge suburb 33km north-west of Melbourne's CBD, and compete with their horses in both campdrafting and cutting competitions.

They knew Terry and his wife from a previous

build and decided to engage them once again on a very different project.

Initially, Terry thought they'd need to build the float as a B double but then realised this would restrict the couple on the road, especially in Victoria where things are a lot tighter together than in Queensland.

Instead Terry and Mark designed a 48-foot trailer that's fitted with BPW's 10-stud 335 drum brake axles and a self-tracking rear axle to ensure it achieves the best manoeuvrability possible on the road.

In addition, the trailer is also fitted with BPW ALII tri axle suspension and Transpect Multivolt EBS brake kit complete with Raise Lower with RTR and Infocentre II.

For the uninitiated, campdrafting is an Australian sport that involves a horse and rider working cattle, while cutting comes from America, both highly technical but require different horses. Cutting is defensive; with drafting you push the cattle.

Mark and Shelley Ruff drive to and from campdrafting and cutting competitions



## HORSES FOR COURSES

around Australia, as far away as Rockhampton, Tamworth and Chinchilla each year. They're on the road most weekends during the season, hence the need for comfort.

"This is what we typically build, but this one has all the bells and whistles," says Terry. "It's the first time we've used BPW tri-axes with self-tracking for this sort of build but all our other trailers have been exclusively BPW for the last 10 years."

"If you want the best, buy the best," he says. "In what we build, it's a no brainer. Why wouldn't you put the best running gear under a trailer if you know it's never going to give you trouble? For us, reliability and servicing is

the so important."

For Terry, the biggest advantage of using self-tracking axles is the manoeuvrability. "They also use a lot in Europe because it gets better tyre wear and fuel economy," he adds.

Boasting beautiful interior finishes, this float is far from ordinary. "It's more like a yacht fit out internally," says Terry. "The customer went to yacht shows and designed an internal fit-out that's top of the range."

"Funnily enough, the horse area is the bigger half by a fair bit," he says. To compensate for the lack of space, the trailer includes two slide outs that extend the living area and master bedroom, and a raft of clever storage options. An upstairs hideaway space provides a

bedroom for their teenage daughter, there's a built-in washing machine and a high-pressure hose installed in the horse area to keep things clean.

We take our shoes off to venture inside. With only two trips so far, the trailer is immaculate, smelling of new upholstery and pristine fittings. "They've fitted it out amazingly," says Shelley.

One length of the trailer, where the horses are kept, doubles as a folding-down emergency exit wall. "We have vents in the roof and all the windows open up, because it's so important when carting horses long distance to get air flow."

"We wanted to have 12 horses onboard

## T&G DWAN SUPAFLOATS • QLD



**“THE ATTENTION TO  
DETAIL SHOWN BY  
SUPAFLOATS IS  
EXTRAORDINARY.  
THEY’VE DONE AN  
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THESE AXLES MAKE IT SO  
MUCH EASIER TO GET  
INTO PLACES.”**

**SHELLEY RUFF**



but we also wanted a shower and we couldn't have both. We chose the shower," says Shelley with a grin. A timer goes off to remind Shelley to take the horses off the walker, so we head outside.

Of the new trailer, there's clearly no turning back. "The attention to detail shown by Supafloats is extraordinary," she says. "They've

done an amazing job. It's a beautiful build... And these axles make it so much easier to get into places."

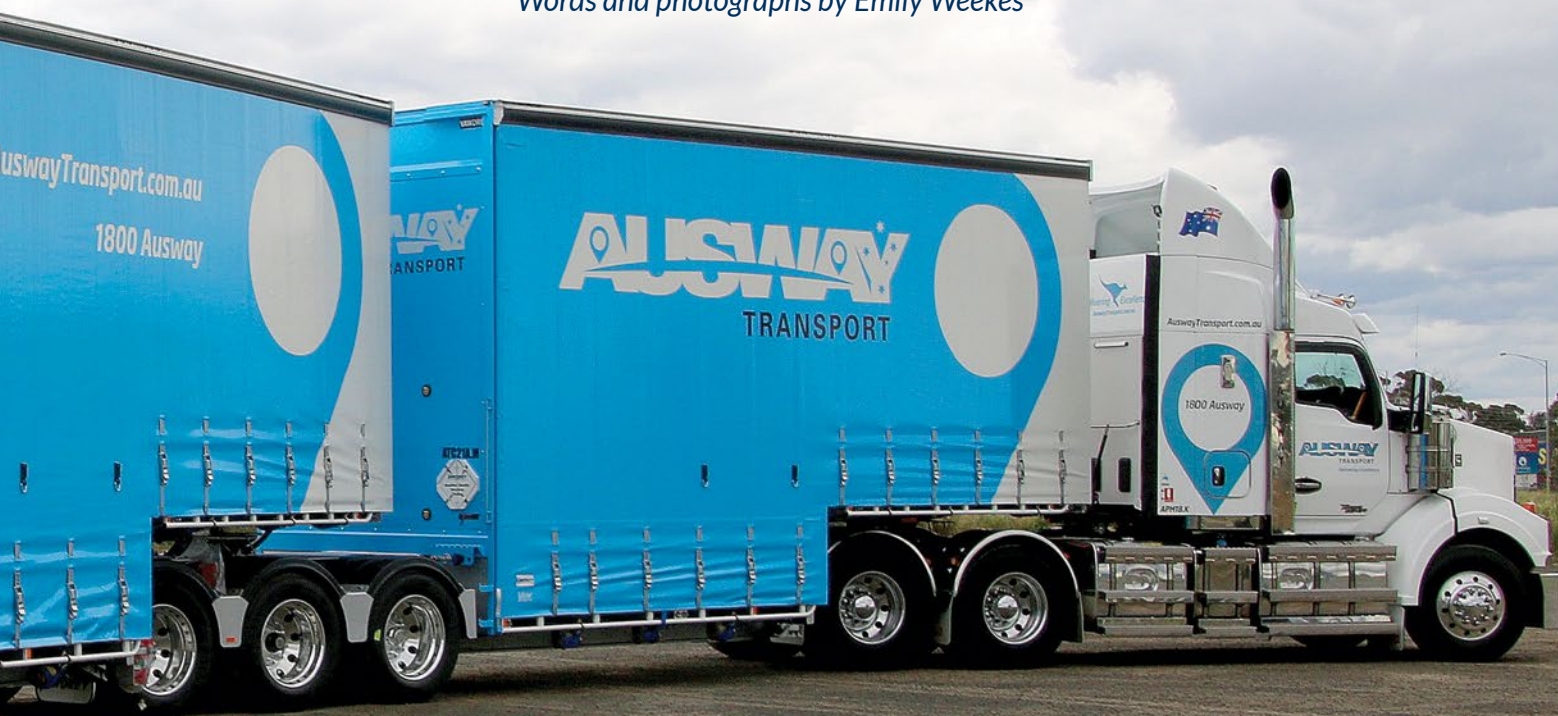
Her husband Mark says the Volvo is just like driving a car. "At low speed you can actually see the tri-axle self-tracking working," she says, "because when you're turning, it just sticks behind you. It changes it dramatically."





# FAMILY ROUTES

*Words and photographs by Emily Weekes*



Ausway Transport started in 2003, but its story begins in Northern India with a man and one truck. Bobby Sooch manages national operations today alongside his father, who started the business. But Bobby's grandpa is the original driver of the story.

Ausway Transport is located on the outskirts of Melbourne in an area jam-packed with companies in need of space. This family business began in Australia in 2003 and predominantly carts general freight – eastern seaboard mostly, occasionally to Perth – with some refrigerated and Container freight as well.

"It's a third generation business," says Bobby Sooch, national operations manager. "My grandpa started the business when he lived in India. He used to drive a semi-trailer when he was in the army, when he left he bought his first truck, then another and another. My dad joined him after school. It's in our blood."

**"WE STARTED PUTTING D36 AIRBAGS ON ALL THE TRAILERS WITH BPW SUSPENSION AND AXLES. WE FIND THE AXLES LONG LASTING AND WITH THE SERVICING, YOU CAN'T GO WRONG. SUSPENSION WISE, THEY'RE PERFECT."**

**BOBBY SOOCH, NATIONAL OPERATIONS MANAGER, AUSWAY TRANSPORT**



## FAMILY ROUTES

"When Dad started the business in Australia, I was working for Esso in fuel management. Eventually I came into the business and slowly we started to grow," he says. "We've been in trucks our whole lives and my kids will probably follow the same."

"It's the kind of business that's hard to do by yourself – you need a good team and people around you. Now, we have the whole family involved."

With a fleet that runs 47 B-double combinations, BPW has been a standard product at Ausway Transport since 2013. Today the business installs BPW suspension, axles, EBS and D36 airbags specifically on all trailers, having realised it provides a much smoother ride.

"We originally had normal airbags but what we found through EBS and driver feedback was that with the bigger airbags it's smoother on the road, especially when making hard corners on the side," says Bobby. "We started putting D36 airbags on all the trailers with BPW suspension and axles."

"We find the axles long lasting and with the servicing, you can't go wrong," he says. "Suspension wise, they're perfect. With trucks and trailers, we try to eliminate having a lot of brands and stick with one, to have a long-term relationship. We find it works better. You get better service and a better relationship."

We find the more brands you have, the more parts you have to keep. With the same job, everything might be different depending on the gear. It's best to stick to one."

Bobby was 21 years old when he got his B double licence and remembers the Vic Roads officer being surprised that someone so young had done everything required. "I jumped in a truck when I was at uni and drove for four years, everywhere from Perth to Brisbane to Far North Queensland, I Started Driving my First Truck Isuzu 12 Pallets when was on Green P's" says Bobby.

"I really got to know the roads and rest stop areas, every time I had a study break I would jump in. It gives me relief and getting to see

the country was the best part. it's been really good to be able to know what drivers going through everyday"

Bobby's grandfather is still involved in the business, even at 85 years of age. "Last night I was here at 1.30am with a truck that had a flat tyre. My grandfather heard me walking in and said, I'll come with you," says Bobby. "He's still excited by the trucks! I see the passion in his eyes."

"Something draws him in, and seeing that draws me in too. He's the first person here when we need help and he'll often have lunch with the drivers," he says. "I left another good career behind to work in the family business but this is so much better. I never felt like walking away, I enjoy it."

According to Bobby, Ausway Transport will always be a family business. "I never wanted us to grow too fast or become corporate. It doesn't matter how many trucks we have, I want to know them personally. They're like my kids and it helps with servicing because I remember what they've been through."



Bobby Sooch

# PUTTING THE CART BEFORE THE HORSE

*Words and photographs by Dean Evans*



## Vehicle transport specialist Carr & Haslam's new 10-car transporter trailer wasn't modified to suit the truck – the truck was modified to suit 'it'!

Three years in the making, NZ's Carr & Haslam recently registered the first of two new trucks and trailers for its Auckland-based national vehicle transport operations. And though its style may look somewhat conventional, it's the details that count and have made another step forward not just with build partners BPW, but also the Mercedes-Benz factory.

"We've got a long-term relationship with Mercedes," explains Carr & Haslam's Director, Chris Carr. "They've stood by us and we've had a really good relationship." The plan arose like many local projects do: the need for a specialised vehicle.

"We've built 10-car units before," explains Chris, "but this is the first one on the new

Mercedes-Benz Arocs platform." But the Arocs wasn't ideally suited to Chris' needs.

"With car transporters, you need all the height you can get so the chassis needs to be as low as possible. We had to change the new Arocs to suit us, more to the point," says Chris. "The Arocs is basically an eight-wheeler construction truck in Germany, and we wanted an eight-wheel road truck. We needed a very low chassis, road-going Arocs. So we worked a long time with Mercedes to be able to get the chassis height down to where we wanted."

Over a process that took three years from desire to driving on the road, the first hurdle was when Chris was first asked by Mercedes how many he wanted? "Two..." he replied.

"Two-hundred or two-thousand?" was the polite, German response. The actual order for "just two" may have raised a few German eyebrows initially, but the small numbers didn't deter either side from making it happen.

"What normally happens with some manufacturers, if you want an eight-wheeler, they build a six-wheeler on the production line, and then send it away and convert it to an eight-wheeler, which is both slow and costly. Whereas the Arocs comes down the production line as an eight-wheeler right from the word go. So we went through all that work to get a truck down their production line which had a really low cab height and low chassis height.







Front deck flips up to allow access to the cab for engine maintenance and servicing.



Hydraulic mid-deck is fitted with horsehair to minimise as much stone damage as possible.



Safety mesh ensures there are minimal to no gaps to fall between when crossing the bridges.

## PUTTING THE CART BEFORE THE HORSE

"The standard Arocs chassis is around 1050mm [high], and we wanted a target of 950mm - and we ended up getting 935mm!"

"We had a fair bit of engineering time in NZ as well; the factory got it down to a certain height, and the local Mercedes dealer got it down further, with axle plates and other aspects that were outside the factory production line process. It uses all Mercedes-Benz parts and is engineered by Mercedes, so there's nothing that isn't 'standard', but it's a lot easier to do that way than change the production line for a couple of trucks."

By comparison, the body and trailer unit was almost easy – for a vehicle transporter. Says Chris: "It took Jackson Enterprises about three months to build the first one, and around two months for the second one. It's all built to our spec, using BPW axles, which we've been using since the 1990s."

"It's good stuff," he adds. "It doesn't break but if something happens they stand by it. A few years back we had a technical issue with a 6-7-year old unit that wasn't right, but the support was great. Fifty percent of what you buy is the product... the other 50 percent is the support behind it."

Underneath is 17.5 drum BPW brakes and AL2 suspension, with Knorr Bremse brake kit and TIM. Though large, that rear trailer makes do with just two BPW axles due to the relatively light weight. "We're not particularly heavy," explains Chris. "We can run to 40t on that configuration, and we would seldom be above 37 tonne; we're not heavy in 'road freight' terms. We're almost always never been more than 38t, so we don't need a weight permit, but we have a length permit, at 23 metres." Which is almost a quarter of a football field long. Trailer builder Trevor Jackson highlights the protection angle: "There's safety mesh down the sides, and down the full length of the truck and trailer, so if someone's crossing from one bridge to the other, there's no longer a gap to fall into."

There's also horse hair insulation between the floor and chassis rail, to ensure no stones get thrown up into the vehicles.

Running 24 hours a day six days a week, Chris says he expects to see around 350,000km a year from the new unit. And for maintenance, the front ramp above the cab flips away to allow access.

From a company that started in 1862 with horses and coaches, Carr & Haslam's 157 year history is long and rich, with the car transport division established in 1982. Amongst its fleet of more than 50 trucks, this 'Truck 247', as it's called, does its job like any other unit – just with a longer and more interesting story than most about how a few Kiwis convinced Germans to build something a bit unique.



# LEADING FROM THE FRONT

*Words and photographs by Emily Weekes*



**Tony Madden of Madden's Transport has worked in refrigerated transport for 50 years. Based in Harden, New South Wales, Tony started the business in 1968 and shares some of what he's learned along the way.**

**W**e meet Tony Madden of Madden's Transport and his Workshop Manager, Brian Robinson in the main street of Harden, New South Wales, where a steady flow of B-doubles rumble through town in both directions.

Harden is three and a half hours from Sydney and just one and a half hours from Canberra and Wagga Wagga – a fitting location for a transport company that services clients out of Sydney, Canberra, Dubbo and as far south as Cooma.

Tony started the business on his own, originally in Goulburn, carting super phosphate and lime on a flat top in the

60s before taking up an offer to cart meat for Tankards. When Tankards moved to Harden, Tony followed.

"When I came out here for Tankards, I was carting the meat, then loading and eventually they employed me as a salesman as well, which was great," says Tony.

Today, Madden's Transport carts for multiple clients across the eastern states.

"I chose Harden because Tankards came here," Tony explains. "The shire councils started the abattoirs here and it was about that time the government floated the dollar and a lot of export companies got caught out on the sea and into trouble."

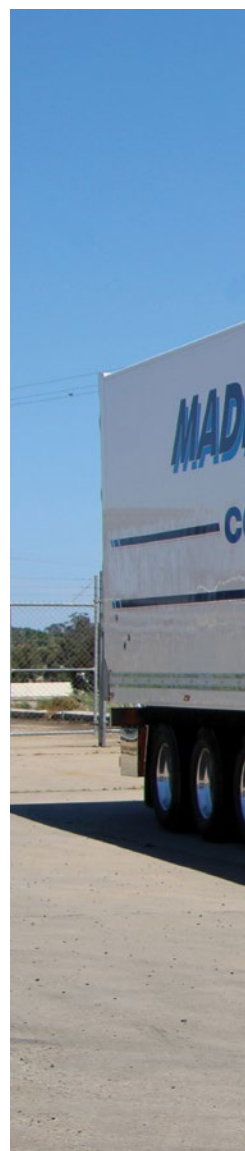


"AS FAR AS BPW GOES, THE PRODUCT IS RENOWNED IN OUR REGION AND INDUSTRY BECAUSE IT SUITS THE HARSH CONDITIONS AND IS THE PREFERRED AXLE AND SUSPENSION SYSTEM," SAYS ANDREW. "IT'S EASY TO MAINTAIN AND PULL APART IF YOU NEED TO REPAIR IT TOO."



Tony Madden

BPW Transpec  
Product Consultant  
Wayne Koppman



## LEADING FROM THE FRONT

"Tankards decided to focus on domestic clients and moved out here to supply Canberra," says Tony. "We were carting for motels, hotels and restaurants as well as butcher's shops in the region."

"We were lucky to survive it!" he says. "We don't cart too much meat anymore."

Harden remains a thoroughfare for transport though, with a lot of traffic through here from Griffith. Gone are the days of swinging meat, today most companies transport packaged products.

With these new trailers, Madden's Transport now has a fleet of 28 truck and trailer units. With 48 foot of storage, these FTE vans transport 26 pallets at a time. The trailers run on BPW axles and suspension and have BPW EBS installed.

"We've used BPW for 40 years now, because we've never bought anything without BPW axles," says Tony. "We still have an old 40-foot van with BPW suspension. I don't know how

old it is, but it's going."

Brian adds: "We've had BPW discs for a long time, since 1999. I come from a livestock transport background and as soon as we put BPW on, we never went back."

"It's the durability and service that keeps us loyal," he says.

In 2001, Madden's Transport was one of the first to adopt the BPW EBS technology to its fleet. "As soon as it was available, we put it in," says Tony. "EBS really helps our new and inexperienced drivers."

"We had a few drivers come in and say, there's something wrong with the brakes, I'm going around a corner and it's setting off a ramp," explains Tony. "So we'd get the reader and have a look. I had to tell them, I think you're going too fast."

"As soon as it happened to one driver, it started happening to all of them, so that's when we fitted the EBS to all our vans."

With 24 permanent drivers, and a dozen or so

casual drivers, Madden's Transport is keen to invest in developing skillful drivers who will stay with the company long-term. Like other companies, Tony says it can be challenging to find new recruits.

"This financial year, we had 16 drivers who made over \$100K and some who made over \$140K, so there's good money in it," says Tony. "But it's hard to get kids from school into a truck because they have to jump through a few hoops."

Madden's Transport has even devised a scheme where they'll pay for staff to get their truck license if they stay with the company for a set number of years to earn back the cost of the license. So far, Tony says, it's working.

Out of earshot, Brian tells me that Tony still jumps in the truck to drive a load to Melbourne. He's 73 years old and according to Brian, "leads his business from the front." It's a fitting testimonial for a company that's stayed the distance.



# CATTLE CLASS



*Words and photographs by Emily Weekes*

**Mitchell's Transport is a third generation family-owned business that has evolved from a single truck offering in 1940 into one of Western Australia's largest transporters of cattle – today, covering more of the state than any other livestock carrier.**

**B**ased in Waroona, 113 kilometres south of Perth, Mitchell's Transport specialises in the transport of cattle. Today, they transport 500,000 head of cattle annually and cover 3.5 million kilometres of the state each year, collecting and delivering from 1500 different locations.

With a fleet of twenty trucks, the company has established itself as a leader in the industry, hosting Low Stress Stock School events and providing a seven-day a week on-site truck service centre to ensure a reliable and consistent service for customers.

For 70 years, Mitchell's Transport has steadily grown into what it is today. Eric 'Mick' Mitchell and his wife, Margaret founded the company in 1940, transporting everything from agricultural products – grain, beef and dairy cattle, produce, fertiliser – to local timber.



While John Mitchell was very young when his grandfather passed away many stories remain. "Mick was a bit of a character," says John. "He started out carting produce and got along really well with the Italian growers in the region. He ran around 365 days a year without shoes on!"

"When Mick passed away suddenly in 1968, my dad, Jack was quite young. He teamed up with his Mum and the business had its second incarnation as M & J Mitchell," says John. "We started to move into livestock because until then cattle had been carried by horse and rail."

Over the next twenty years, Jack built relationships with livestock owners in the region and grew the business into a specialist livestock transporter. He helped to form the Western Australia Livestock Transporters Association and later served as its president.

In 1988, Jack's unexpected death left the business in the hands of his son, John Mitchell, with eight prime movers, mostly dedicated to carting livestock and cattle. John worked alongside his siblings, David and Jenny to expand the business, before eventually taking over the reins.

In two decades, the business has doubled in size. Mitchell's Transport was the third transporter in Western Australia to introduce B-Double trailers and one of the first companies in Australia to use the Double B Double – two B-Doubles in a road train configuration.

Today, the company also travels into the Kimberley and the Pilbara, blending short and longer distances to take in most of the entire state. The largest lift undertaken was moving 2,000 Angus cows from WA's west coast to North West Queensland, around 5,100 kilometres.

*Delivering Quality,  
Paddock to Plate<sup>®</sup>*

## CATTLE CLASS

Given the distances and rough terrain, Mitchell's Transport runs its fleet on BPW axles and suspension. "In my time, I've mostly seen BPW," says John. "My Dad was a BPW man. We choose BPW for the air bag suspension and axles, obviously, though we still use drum brakes."

"We're not chasing performance in

braking," he explains. "We're not trying to stop in a hurry. That's the last thing we want to do. So the drum brakes are standard on our fleet. We get really good mileage out of them and find they are very effective."

"Everything is built for heavy duty, which is why we choose BPW axles and drum

brakes. It's so we're getting the best and for us, that means the most robust," says John. "We're confident we've got a good balance for our cattle."

Mitchell's Transport prides itself on caring for the cattle, making sure livestock are looked after in transit. "It's one of the three biggies – vehicle safety, people



safety, and animal health and safety. The airbag suspension is fantastic in helping with animal health and safety."

With around 2500 different properties to manage as customers, John estimates the company visits around 1500 combinations of locations in any given year. "There's always a lot of variables in our work. It's very diverse. So we want to make sure we're always safe," he says.

Last year, to commemorate the anniversary of his dad's death, John engaged Byrne Trailers to build a new stainless steel cattle road train - a variant of one of the original double B double combinations Mitchell's Transport first put on the road in 1998.

"Today, it's quite a common combination, probably more than the modern road train in my view," says John. "I think it's a safer

way to run a road train. We've done all the dynamic testing and its performance on the road is exceptional."

Since being put on the road late last year, the new road-train has been working in the Kimberley and northwest WA. "When it's time to come back here, we'll drop one B-double off and use it around the southern half of the state."

**KENWORTH**

# BEATING THE ODDS



**This family logging business has lived through industry ups and downs like no other. Today, Rodwell Haulage and Plant Hire helps to maintain the forests and keep fires at bay in Bombala, New South Wales.**

*Words and photographs by Emily Weekes*

Peter Rodwell started working with his father in the family's logging business in 1972. His younger brother, Mark – the youngest of eight, six girls and two boys – joined him in 1984. They've run the family business together ever since.

"When I started out, we logged for all the local saw mills and the Eden chip mill which was owned by a Japanese company that started in 1969," says Peter. "It was a tough game. A lot of the hardwood industry was closed down in this area."





## BEATING THE ODDS

"The forests are a huge asset to our nation, but they need to be looked after properly," he explains. "One of the biggest problems here is that we've got real fire risk and it usually comes from the parks and lightning strikes."

Peter points to a fire that's been burning in Bemboka in an area that's inaccessible.

"We have got only a few contractors with bulldozers in the area looking after the fire season for Forestry Corporation of New South Wales. The problem is, there are only a handful of dozers."

"In the 1970s, 1980s and 1990s, we probably had 60 dozers at our disposal," says Peter. "They're a really good frontline tool when we have that fire risk because we have to break into areas that have no roads, to build trails so we can get fire crews in."

The business finished hardwood logging in 2008. "Now we work in soft wood, all plantation pine," he says. "There's 35,000 hectares here in the Bombala area."

"We look after the roads and the loading bays for Forestry Corporation New South Wales. These are the points where they bring the wood or logs to for collection by transport companies like ours. We then load them onto our trucks and take them to the local saw mill

and export mill down in Eden."

Peter and Mark have seen first-hand the flux of the industry. In the 1990s, their parents faced a lottery with three other contractors for a job that had previously been secure for all four businesses.

"It was a lottery no one wanted to win," says Peter. "They put four marbles into an ice cream container, numbered them and pulled out two. After 30-year contracts, that broke my mum and dad's hearts. I didn't want my kids to go through that."

Peter and Mark looked at their presence in Victoria instead, only 30 miles away.

"We bought out three contractors, put a parcel of wood together and held onto it for 11 years. We were going well until the Victorian forestry took some back and we lost it in a tender system. We came home and really didn't know what we would do."

It was at this time that they began to do the roading for New South Wales Forestry Corporation. "We have won a new contract carting and loading, bought a bit of gear and we were back," says Peter.

Rodwell Haulage has continued to invest in high-quality gear as well as maintaining the "older stuff". As Peter reasons: "If you're

committed to people, you've got to get it right. We have to invest money in the right gear to make sure we keep our contracts."

Their trucks rely on Exte binders, bolsters and pins, all Swedish design, to automatically adjust the straps as the load is moving on the road. In terms of weight, there's zero tolerance for overloads in the forestry industry.

"We have to get all of our mass audited regularly, because the chain of responsibility goes right back to who loaded it," explains Mark. "But it's still hard to get it right." As well as deliberately underloading to avoid this, the company relies on other systems.

"We've got Elphinstone scales, and air gauges and transducers on the trailers, and underneath the turn table, we've got Elphinstone load cells, which are very accurate," says Peter.

"In dad's day, our older jinkers had BPW axles. They've always been good to us and given us a good run," says Peter. As the manager of Rodwell's heavy haulage fleet, Mark adds: "they're bullet proof."

"We purchased three new sets of Kennedy tri B-double log trailers which are all fitted with BPW axles and air suspension to haul logs

to our local saw mill in Bombala, the Eden export facility and Visy pulp mill in Tumut,” he says.

Carting 90,000 tonne a year at 40 tonne per load, Peter and Mark invested in a new loader that loads all trucks of this size.

“It hasn’t worked out too bad,” says Peter. “We’re still interested in it and it’s work we like to do.” He adds: “You’ll see a few trailers that might have other gear in them, but at the end of the day, that’s where a lot of people go wrong.”

“BPW Transpec axles and suspension have always stuck by us and we wouldn’t entertain the idea of having anything else... I look around the yard and can say, that gear has paid for itself.”

With both parents now in their 80s, Peter and Mark are keen to train and recruit new talent for the future. “If you get the right people around you – we’ve got good ones – they’re your biggest asset. You can’t do it all yourself,” says Peter.



Mark Rodwell

Peter Rodwell

**“BPW TRANSPEC AXLES AND SUSPENSION HAVE ALWAYS STUCK BY US AND WE WOULDN’T ENTERTAIN THE IDEA OF HAVING ANYTHING ELSE... I LOOK AROUND THE YARD AND CAN SAY, THAT GEAR HAS PAID FOR ITSELF.”**

**PETER RODWELL, RODWELL HAULAGE & PLANT HIRE**



# NO WASTED O

*Words and photographs by Mark Pearce*

NuGrow is at the forefront of the compost recycling game, turning waste into reusable, valuable and healthy products. With their ecological commitment to better solutions, NuGrow has raised the bar with the investment of two Cargo Floor equipped trailers to expedite the complex recovery process.



# OPPORTUNITIES

**A**lmost everything the human race does creates waste. According to the 2018 Queensland Recycling and Waste Report, the state of Queensland generated 10.9 million tonnes of waste in the 2017-2018 financial year – an increase of 11% over the previous year – and yet less than half

of that waste was recycled.

As humanity's population increases, the world wants to see less trash in landfills and our waste cleaned up and reused. When we think about recycling, it invokes positive feelings and an image of leaving the world a better place for our children,

and their children's children.

With the Queensland waste disposal levy beginning in July 2019, there's now a strong economic driver for organisations to challenge how they manage waste and maximise recycling. Taking care of the waste, however, is something that's unseen by most of us.



## NO WASTED OPPORTUNITIES

NuGrow, a Queensland-based company and one of Australia's leading recycling and revegetation innovators, does all the heavy lifting to turn waste into reusable and valuable resources for the planet.

Most of this tough work is made easier by using efficient equipment such as moving floor trailer technologies – such as the Cargo Floor system.

In 2018, NuGrow took on a new opportunity to add two new Barker Trailers to their fleet, fitted out with Cargo Floor systems and BPW axles and suspensions.

Talking waste solutions with NuGrow CEO Daniel Wilkie, it's evident that the automated Cargo Floor technology has manifested some obvious gains for the company.

"We've picked up two new semi-trailers with moving floors and the system is excellent," Daniel explains. "Introducing the Cargo Floor has already greatly improved loading and unloading tasks for us – especially when it comes to providing a greater level of safety for our site teams."

**WE PREVIOUSLY USED TIPPERS FOR THIS WORK, SO THE CARGO FLOOR IS A GREAT STEP UP FOR US."**

**GARRY ROGERS, CHIEF OPERATING OFFICER – NUGROW.**

Cargo Floor equipped Trailers unloading mulch at the NuGrow Swanbank waste recycling facility – Brisbane.



"We previously used tippers for this work, so the Cargo Floor is a great step up for us," Daniel says.

Almost 20 years ago, NuGrow founder, Roy Wilson, started the business because he couldn't source high quality compost to improve agricultural outcomes. He has continued to grow the business into multiple facilities from South East to Central Queensland, and into three major services – recycling, product supply and revegetation. Roy's son, Ryan Wilson, is NuGrow's operations assistant and he works out of the original Swanbank waste recycling facility, located at Box Hill, south-east of Ipswich in Brisbane.

"Along with safety, efficiency is the number one focus here with an average of two million litres of waste traffic coming in and out every week," Ryan says.

"There's a lot of movement on site and we now have the major benefit of using this specialised fast floor technology, which means we have no blockages while the trucks are unloading, and that flows into efficiency benefits for our operations."

At the facility, it takes each moving floor

trailer in the order of 8 to 10 minutes to unload 90 cubic meters of waste product.

Ryan praised the easy use of the floor system as well as the suspension package, supplied by BPW Transpec, which comes fully mounted with Airlight II suspension and drum-brake axles underneath the trailers.

"It brings the load out nice and clean and the floor is near spotless when the process is finished. With the overall product, I've used many other suspensions and you can't go past the quality and reliability of BPW's Airlight II suspension and BPW axles. It is by far the best riding suspension on the market. We also find BPW Transpec's after-sales service excellent," Ryan says.

Pending travel times, the trailers perform anywhere between three to ten loads a day, carting internal products or carrying mulch and compost from local city council areas around Brisbane and the Gold Coast, returning to any one of NuGrow's facilities for the waste treatment and recycling process.

There have always been social and environmental imperatives to recycle waste. However, with the combination of state-of-the-art recycling facilities and innovative

transport technologies, NuGrow is turning waste into high-quality composts and soils – products that become the heroes of major revegetation projects.

"We're committed to client service excellence and innovation, and that's why we continue to explore new, cost-effective technologies," Garry Rogers says. "The demand for alternative waste management solutions can only grow if companies like us offer outstanding efficiency and value – environmental, economic and social.

Our vision is to become Australia's largest waste-to-revegetation provider by 2025. A huge part of this is building on our circular economy model, where recycling ultimately converts into revegetation projects that can transform our landscapes."

NuGrow holds a competitive edge in Queensland's recycling industry by using proven advanced technologies, such as the Cargo Floor system, as well as acting on the company's values of boldness, ingenuity, quality and teamwork. These are the building blocks enabling their purpose of healthier environments supporting healthier communities globally.

# CHILL-SEEKER

*Words and photographs by Dean Evans*

**Tauranga's Brett Marsh Transport went shopping for a new hard-sider fridge trailer... and came away with two.**



Quality will always rise to the top, and while the Schmitz Cargobull deep freeze trailer may be relatively new to the Antipodean market, it is already making a big impression as it surely but steadily gains profile and popularity.

Imported, built and sold through Auckland's Fruehauf NZ Ltd, the Schmitz Cargobull is the choice of unit in Europe, where it dominates its competitors with 80 percent of its home German market, 50 percent of the European market, and 90 percent of trailers using the technology.

Obviously with different climates down under, and a near-40 degree span between seasons, our roads and temperatures put units under varied and testing conditions, but this Euro import has proven well up to the task, largely down to its style of manufacture and insulation.

Ferroplast is the product name, and it's basically a foam-type insulator with both inner and outer steel skins, just half-a-

millimetre thick, that are pvc coated and bonded to the core. Light, strong, durable, impervious to water and resistant to pull transfusion, the nature of the design eliminates water ingress – or egress – over the life of the trailer, and all but eliminates any sweating on the outside; the thermal conductivity of the material and how easily heat passes across is also class-leading.

Repairs have also proven problem-free locally over the past year, according to Fruehauf Sales Account Manager Craig van der Nagel: "The repair panels are in stock and being a steel skin, it's basically a matter of cutting out the affected area and replacing it with the panel and gluing it in place; it's very quick, and it's very difficult to even see there's a repair."

Aspects like this caught the attention of Tauranga's Brett Marsh Transport, about two hours south-east of Auckland, which prompted a call to Fruehauf to enquire if there was stock. As it so happened, there was.

"It was quite fortunate timing," recalls van der Nagel. "When Brett called, we had just completed a unit that we had just built up as stock. With long lead times of trailer builders, we saw a gap in the market and figured that if we build them, then the interest would come though." And it most certainly did with the Cargobull 14.8 metre unit finding a home almost instantly. "Brett asked if we had one, and we told him 'yep, we have one here'... and he said 'yep, I'll take it'. And within a week it was on his doorstep."

Adds Craig: "From date of order, we can normally build a chassis and the body relatively quickly: the chassis takes about 4-5 weeks maximum, and the body takes three days to build, so we're all within six weeks."

Fruehauf assembled a spec Schmitz Cargobull 14.8m quad-axle double-stacker with 14.5m flush internals, no side doors, 7.2 tonne per-axle load-rated floors, bright LED internal lamps, and TKM fridge motor with twin evaporators.



Schmitz Cargobull is big in Europe, very big, and making a positive impact with the likes of Marsh Transport.



Flush internals including a one-piece load-rated floor and double-deck rails make life easy inside the Cargobull.



BPW axles, disc brakes and JOST landing legs are used on the Fruehauf spec builds.

## CHILL-SEEKER

For running gear, Fruehauf approached BPW at the start of the Schmitz programme to ask if it could supply equipment for these spec builds. So underneath all the Kiwi Cargobulls are BPW 22.5 wide-track axles and AL2 suspension, with a Knorr-Bremse brake kit with TIM (Trailer Information Module), all designed to take up to 38 tonne, with EBS braking and roll stability.

"We just wanted to try something different," says Jamie Marsh, "and it was bigger for us, too. We normally run a 26 pallet trailer, but the Cargobull has the space for 28. They hold temp really well, and they're lots

more efficient, with the extra space and the improved chilling."

A brand new Kenworth 909 has been put on the road to move the Cargobull, and the unit quickly made a big impact with Brett Marsh. So much that within a week he was back on the phone to Fruehauf to order another! "We weren't really thinking of getting the second one," says Jamie, "but the first one really proved itself, so we ordered the second one within a week. One's on a dedicated run Auckland-Tauranga-Palmerston North, while the other [behind a Kenworth K200] is floating the countryside.

With around 12 Marsh Transport hardsider units now running BPW, the latest two additions recognise and emphasise Brett Marsh Transport's continued confidence in BPW products.

Adds Craig: "I keep in touch with Brett regularly and it's a continual 'it's going well... it's going well...'. He's a man of few words, but every word counts. And when he looks to replace the fleet or grow the business, the aim is to have him have another conversation with us.

"You have to work hard to get the business, but we work even harder to hold onto it."



# LIGHT, LARGE & FAST

When Sandfords Transport needed a big alloy bin, it turned to the specialist in alloy, who was celebrating 50 years.

*Words and photographs by Dean Evans*



A specialized job needs a specialized solution, so when NZ's Sandford's Transport needed new ideas put into its alloy tippers, it turned to a company with not just a rich history producing alloy trailers, but one who is celebrating 50 years of alloy bin construction in 2019.

But that wasn't the primary reason Sandfords Transport's MD Paul Johnston chose Transport & General to build its aluminium truck and trailer tipper.

A top-line alloy build with innovative ideas and designs, it was more down to Sandfords

needing customised changes to an existing design. Says Paul Johnston: "We'd seen a lot of T&G gear on the road and I liked some of the ideas and the features.

"The T&G guys called in to see us one day and we chatted about various things – and we soon found out that we were on the same wavelength very quickly. From those initial discussions, we decided to get T&G to build a unit for us.

"The biggest advantage was they listened to what we wanted – we had a couple of requirements that were a little out of the

square and they were very receptive and quickly understood the reasons why we wanted them done that way, and there was no problem."

From T&G's perspective, it was business-as-usual, according to National Sales & Support Manager Adrian Cornes: "We listen to exactly what the customer requires, and that's what they're going to get. That's how we've built our brand over the years: we've always listened to our customers, because they come up with new ideas through their own use and needs. We could bring





## LIGHT, LARGE & FAST

something from a customer's input and put it into a product and then it becomes standard across the range.

"The way they [Sandfords] do their tail door system, with the elliptical cover, that allows a full-height tail door. When you're releasing the product out of the bin, having a full-height tail door is great, but it restricts the style your cover types you can have. If you have an elliptical cover that you can wind over from the ground, and get it sealed, plus the full height tail door, that's everything.

T&G's Adrian Corness was all too happy to hear the idea: "We thought about it for years about but never came up with a way of doing it... and Paul said to us 'this is the way

we do it'... so we had a look and thought this is awesome! Instead of having the elliptical peak right at the rear of the bin, it's set forward around 600m, so the cover rolls over on that; but then off the rear of the tank is a flap that goes over and onto the tail door."

Of course all this isn't out of the ordinary for T&G, with the company fully adept at bespoke builds, informs Adrian: "The customers always like little variations so we tailor to suit. When a customer comes in and says I want to do this and that, it isn't a problem at all, because we're already set up for that.

"Basically we wanted to ensure we got a forward-hinged, positive closing full tail

door," explains Paul. "With the elliptic tarp system that most bulk units are using, they ended up with a part-opening tail-door and a fixed top alloy bin... but that didn't suit some of the work we were doing.

"By going back to a full-opening tail door that is forward-hinged, it has a positive close. That suited some of the work, which required very quick turnaround. When you're tipping over a grid every ten minutes, it's a huge advantage when the driver doesn't have to get out, and he can be confident that the door is closed and locked securely. The advantage of the doors is that they close positively, and don't leak, they're more robust, and they allow the bins to flex a little more, so the bin isn't



Rear door is a special feature of the Sandfords unit, with Transport Trailers working closely to build a forward-hinged, positive closing full tail door.



Safety mesh fitted to Drawbars to prevent fall through and removable step for ease of access



quite rigid and you don't get the cracking that you can get. There's a whole host of reasons behind it."

The end result was an 8x4 Kenworth T610 fitted with an aluminium 5.5m long bin, built with an 8mm floor, 6mm sides and a 1700mm side height. The trailer is 8.4m long, also with an 8mm floor and 6mm sides, and an 1800mm side height.

Underneath, Paul nominated BPW AL2 suspension and 19.5 disc brakes, along with Knorr-Bremse brake system with iTap and TIMS module for all the weighing and the airbags. "Guys spend thousands on their brake systems," says Adrian, "but the cost for the modules add-on is minimal, and the info

you get out of them is priceless."

"We've been using BPW for around 10 years now," says Paul, "and they've just been good people to deal with. They've got a good product, and like all products, there's been an issue or two, but they've stood behind their product with reliable back-up service."

For a mix of product as varied as stock feed, metal, fertiliser, grain, roading ag work, seal and chip - different product depending on the time of the year - it's carting throughout the north island, so all this work has just streamlined the whole operation. "No more getting out manually using the grain locks to secure the door every time," adds Paul. "These auto locks mean a fast turnaround;

we do hundreds of thousands of tonnes, at various times with a quick turnaround, and it's just a big saving."

Adds T&G's Adrian: "This year, it marks 50 years since we produced the first aluminium tipping body in New Zealand. Sandford's unit is a top-line alloy bin. You get the best product, after-sales service, warranty, and you're buying quality for the long haul not a short-term... you're buying for 10-15 years run. And short of any signwriting that the customers may like to add, they roll out of the manufacturing facility complete and ready to work."

And exactly the way Sandfords wanted.



# BLASTING FAST

*Words and photographs by Mark Pearce*

Roadline Removal specialise in ultra, high-pressure water-blasting with vacuum waste recovery and can now pull off tasks ten times faster, using the biggest machine of its kind in Australia.





## BLASTING FAST

George Kyriakakis, Operations Manager of Roadline Removal, Queensland, has been involved with the large-scale cleaning company for more than a decade.

Over this time George has serviced a long list of roads, pavements, tarmacs, tunnels and accident sites around Australia where his skilled team and mighty machines have removed excess bitumen, rubber deposits, paint and other debris, recovering surfaces to tip-top condition so we can utilise transport infrastructure safely.

With many recovery sites spanning over 100,000sqm and often situated in diverse parts of the country, the Roadline crew can be far away from home for 10 weeks at a time. Before acquiring the blaster unit, the work was hard and potentially unsafe.

George, a down-to-earth family man, formerly from the western suburbs of Sydney, recalls one sunny afternoon in 2015 when he was sitting in his Stipe Hog high-pressure water blaster, observing his crew labouring away on the road in the heat of the day. He thought to himself, "There must be a better way to do this".

"So I started researching ultra high-pressure machines on the Internet..." George explains, "...and next thing you know, I'm on my way to Europe to

understand how high-end blasters work.

"Ultimately we've seen accidents happen on-the-job, so the purpose of purchasing a state-of-the-art machine was to get the crew off the road and substitute some of the risky work practices with a fully-automated machine."

George's overseas trip led to three years of research and development, a second flight back to Europe during trailer manufacturing, and detailed collaboration with Matt Burns and the engineering team at BPW Transpec in Brisbane to help specify a suitable unit for his unique needs in Australia.

"Not too many people in the world are up for the challenge to build this type of trailer in Europe and bring it back here," Matt Burns, BPW sales representative says. "We delivered specified axles, suspension and airbags into Austria to make sure everything was ADR compliant so Roadline could legally get the truck and trailer registered and operational throughout Australia,"

"BPW helped guide us through all the components to make the trailer accurate, which also allows us to fix every one of our pieces of equipment on-site," George reveals. "Matt and his team helped us align lots of stars to make the trailer function the way we

needed it to and they have been significant in getting this truck into Australia. Without their help this type of trailer would not have been possible to build."

Roadline is the first in its field to build a blaster unit of this size in Europe and import it into Australia. Fitted with BPW Airlight II air suspension and drum brake axles to assist carrying a top-heavy trailer that weighs in at 42.5 tonne GCM, the unit is fitted-out with top of the range gear to carry large water volumes and get the job done quicker and safer.

George has already had much positive customer feedback and is confident he'll get BPW mileage from his new 17.5 metre combination.

"It rides extremely smooth and we are impressed with the lift kit, because we need a lot of clearance on the back end with the low blast heads. Having the lift kit on the air suspension has already helped us get it in and out of trouble in certain spots."

From an engineering point of view, this new unit is a game changer. Ultra high-pressure pumps chew through huge amounts of water; logistically, keeping up with 30,000 PSI at 105 litres per minute running through the blast heads is George's biggest challenge.

"Retaining water volumes and removing vacuum tankers are definitely the biggest issues. This is the largest unit in Australia by a long way. The nearest comparable unit on the road currently can only remove debris up to 1 metre wide. This machine gives us the ability to pull up to a job, push a couple of buttons and away we go. There's no need to be going backwards or no need to have a man on the ground anymore," George says.

Within an hour the 11,000 litre tank runs dry, however the versatility of 11 spray bars at variant working widths can blast anywhere between 350mm to 3.8 metres wide in a single pass. This unrivalled feature, in effect, makes the new Roadline machine the finest tool money can buy in order to service airport companies and major infrastructure corporations.

Roadline spent more than twice the normal investment implementing technology systems to make their cleaning method fully automated. In short, no man needs to leave the cab with the main control station situated beside the driver's wheel. And with the turn of a knob, the operator can fire up the plant motor, pressure pumps, driving speed and select every in-built spray bar.

"There is only one other truck on the planet that I know of that can individually select numerous spray bars for different working widths, and you can even run all 11 at the same time. It's a very expensive add-on but without it you need to jump out of the cab and disconnect hydraulic hoses, which defeats the purpose of 'safety first.'"

Without the vacuum power, countless man-hours were needed for a spotless tidy-up. Now, as the high-pressure spray blaster brings texture back to the road or runway surface, the vacuum system cleans up the rubber deposits, paint or excess bitumen in a matter of minutes.

"This is a 30,000 CFM vacuum system, which is ten times the power of our other unit. We used to do multiple passes to get all the debris off the road and with our old equipment a job could take us four or five nights but with this new truck we can complete the same work in under one night."

Roadline operate out of every state with 15 other specialised vehicles, and although George's thorough research has shown that the company is capable of being trendy and efficient, it can now seriously remain relevant for many years, delivering quick turn-around on paint removal work, surface retexturing, pavement cleaning, rubber removal, and shot blasting with one multi-purpose, heavy-duty, tech-driven green machine.

So what's it like to see an idea become a reality, where the operator is dependent on just the push of an eco-button?

"It's turned this type of harsh work into the best job in the world," George smiles.



The Roadline Removal fully automated ultra high-pressure water blaster with vacuum waste recovery.



George Kyriakakis, Operations Manager of Roadline Removal in the cabin of the new ultra high-pressure water blaster.



Cabin control allows to operator to individually select numerous spray bars for different working widths.

# SWEET INNOVATION

*Words and photographs by Mark Pearce*



Allan Partridge,  
Partridge Harvesting in  
his harvested sugarcane  
field - Northern Rivers,  
New South Wales.



With a novel engineering approach, Sugarcane harvester Allan Partridge takes full advantage of heavy-duty BPW equipment to optimize the highest infield levels for his haulout bins.

One way of overcoming the inherent challenges of consistently snapping axles on haulout bins is through the smart fitment of heavy-duty BPW 'mine spec' axles and suspensions.

The BPW product, in essence, takes extreme impact loads during the highly mechanised harvesting activity, so that production can flow freely without any interruptions and delays, while protecting the farmer's infield asset for years to come.

Allan and Michelle Partridge, owner-operators of Partridge Harvesting, have been cropping cane in the Northern Rivers region of New South Wales for more than 30-years.



## SWEET INNOVATION

When Allan purchased his 200-acre farm, he started contract planning which naturally progressed to fixing his own harvesters and other machinery. Over the years he developed many ideas to improve the operation of his machines, and then in 2015 he noticed a need for a better and more robust harvester bin.

As a self-taught engineer, Allan started talking with transport companies to find a new approach and everyone he talked with kept coming up with the same three letters: BPW.

"Most of all the neighbouring harvest crews run cheap axles and that was one of the similarities I could see with the problem of bins breaking axles," Allan explains.

"So I said to myself, I'm going to build a new bin and I'm going to source something reliable, long-lasting and the best I can buy. And that steered me to BPW."

This led Allan to the specification of two side tipper elevator bins, fitted with BPW 150mm square drum brake axles and OT/D36 heavy-duty suspensions. His first set-up with BPW underneath a bin was manufactured in his farmyard workshop back in 2015.

Ever since, Allan hasn't had an ounce of trouble with the haulout bin, so he designed a second series of the same model in early 2017. Each bin took two and half months to build and cost \$200,000 per unit, finished in two-pack paint.

"I've built eight infields over my time," Allan says, "but these last two we built – they're on a different level of engineering. They've got split chassis in them and have a lot of other bells and whistles to meet the specifications that the mill requires to load the bins properly."

Besides a little help from Northern Rivers Hydraulics to build and assemble the hydraulic lift ramps, every pin, bush and roller on the bins has been handmade by Allan at home, where he grinds out his creations, cutting every thread on his digital-controlled lathe.

The design of the bins have been constructed with a central greasing system in mind, and prepared with the aim of reducing downtime on axle maintenance, critical to maintaining quality and uniformity for a more efficient haulout means into the mill.

"They (BPW axles) are just a beautiful product and so well made," Allan says.

"We built the first chassis entirely around that BPW axle. So the second unit we built was so much easier to fit because we knew all the specifications of BPW and we didn't have to change any of the dimensions inside the chassis rail. So when we built the second cane bin, everything just fitted straight in!"

The tractor combination weighs in at 16.1 tonnes – the lightest and more superior combination in area. Other combinations in the Northern Rivers region weigh up to 22

tonne, which cause extra overall compaction on the cane bin.

The 12-tonne side tippers (6mL x 2.4mW) toil for 30 tips a day each, over 5 months of the year in the crushing season and 4 months in the corn season. They cart 90,000 tonnes of cane billets in the Northern Rivers and 60,000 tonnes of corn in the Riverina area, tracking the harvesters in the Partridge transportation system.

Allan measures his bin against other working harvest bins and recognises the design is an unmatched product in the region.

"When you look across at the neighbouring crew with their bin up in the air and another broken axle, I'm astounded as to why they keep choosing inferior axles. We have two machines now that we send out in the field and have complete faith that the components won't break."

The main hindrance of cheaper axle brands working in cane fields is that sideways movement is derived only from the front bush. When the bush uses all its travel, it will attempt to tear off the hangers on the axle or break the stub axle.

In contrast, the BPW product comes complete with two leaf springs in combination with the air bags extended between the axles, which even out the effects of shocks when harvest loads constantly shift to one side in the succumbing environment. When the bush runs out of travel, the

**“WHEN YOU LOOK ACROSS AT THE NEIGHBOURING CREW WITH THEIR BIN UP IN THE AIR AND ANOTHER BROKEN AXLE, I’M ASTONDED AS TO WHY THEY KEEP CHOOSING INFERIOR AXLES”**

**ALLAN PARTRIDGE,  
PARTRIDGE HARVESTING.**



leaf springs allow torsion movement; this becomes an anchor for the springs and plays a central role in the smooth suspension process underneath a bin.

“They are so far ahead of any suspension under any cane bin, it’s not funny,” Allan says. The larger size D36 air bags have been specified for the labour-intensive collection and delivery schedules on Allan’s sugarcane terrain and have successfully stabilized and protected his bins in the subtropical agriculture climate.

“I have not put a spanner on it,” Allan claims. “I haven’t touched brakes, the axle or suspension. Some of the other harvesters

around here who have built trailers with different axle brands, break the stubs off around that three-year period. To pull that axle out and replace it every time is just nonsensical. Simplicity at the end of the day is the best thing and BPW axles are strong and simple.”

Good and simple ideas seem to be a mainstay in the Partridge family. Today Allan and his wife Michelle run a viable ag-business, thanks to products like BPW that optimise the equipment use of their machinery. Their story is the latest in a long tradition of innovation.

As a third-generation cane farmer, Allan

recalls the story of how labour-saving machinery transformed the family business in the early 20th century – a story that is sweeter than sugar itself...

“When my grandfather bought his first farm there was a horse on the estate that came with the sale. He didn’t use the horse at all, and back then you could trade a horse in for a tractor, so that’s exactly what he did.”

Allan Partridge knows what it takes to build equipment in line with his business. And with traits of his grandfather’s resourcefulness and self-reliance, he overcomes obstacles by continuously assessing new strategies to invent his way out of a box.

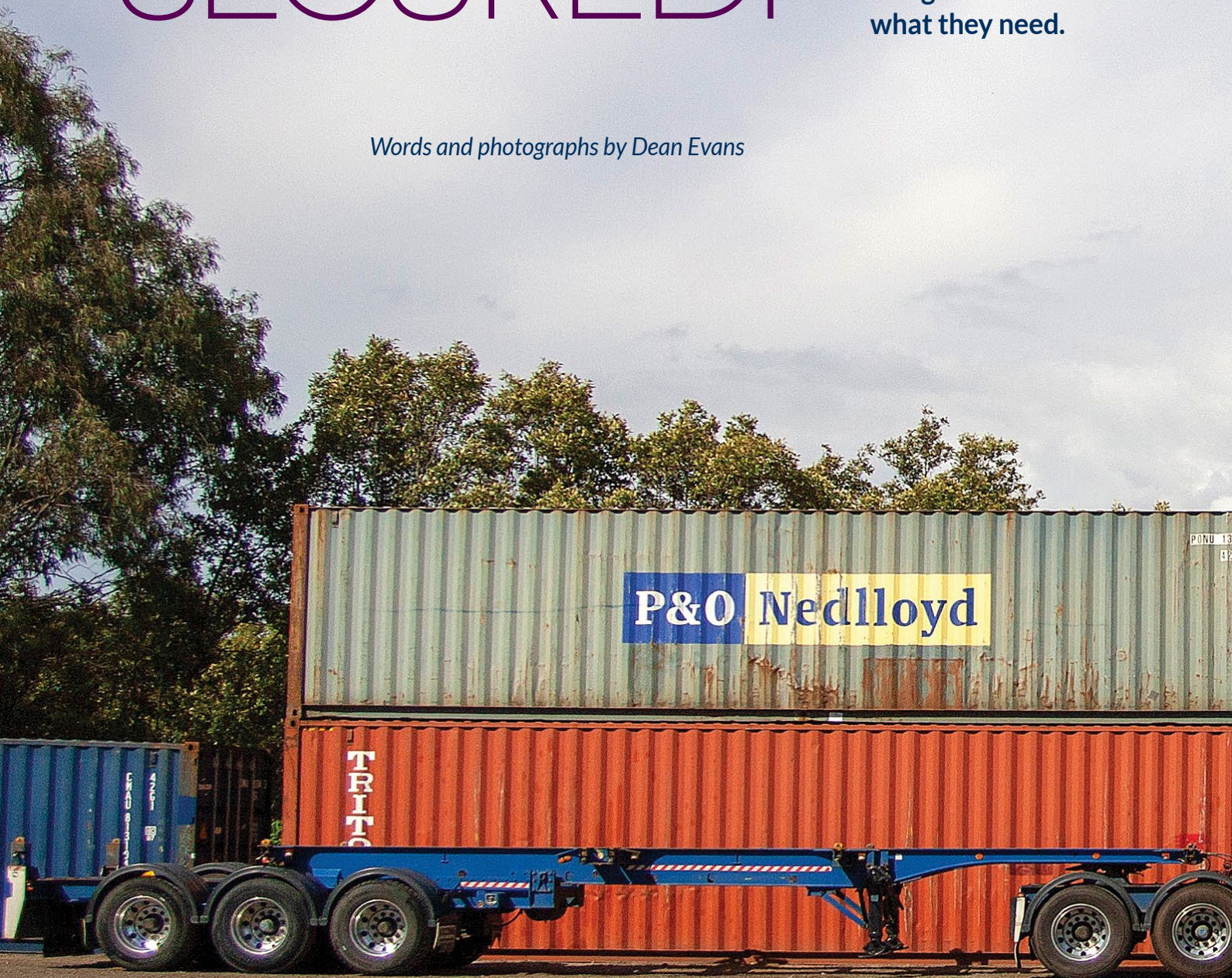


**Allan’s haulout bin tracking alongside the harvester among the burnt sugarcane - Northern Rivers, New South Wales.**

# LOAD SECURED!

Moving up to 400 containers a week, ScuzzTrans has invested large sums of capital on safe and versatile trailer equipment to spread their level of service and give customers what they need.

*Words and photographs by Dean Evans*



Operating 24-hours a day, 7-days a week, the container traffic at ScuzzTrans is a capital-intensive business. Over the last decade, Intermodal transport has played an increasingly important part of logistics and for this reason, equipment versatility has become a prerequisite to ensure ScuzzTrans' development.

The Queensland owned company, located in the Port of Brisbane, is uncompromising when it comes to offering superior service as well as safe and quality equipment. Durable gear with functional flexibility allows ScuzzTrans' freight to be transported faster and more efficiently to keep up with the flow of goods.

Chris McSweeney, general manager at ScuzzTrans, speaks with passion about the industry and is keen to share his insights about protective measures in his business.

"If you want to do things cheaply in the transport game, you should think about changing your business. We want to service our customers properly and that means we focus more on electronic communication logistics, as well as making sure all our equipment is running legally and efficiently," Chris says.

Since the company's 2010 inception, as part of wider efforts to boost productivity and incentivise the customer, the plan at



Chris McSweeney, General Manager – ScuzzTrans.



## LOAD SECURED!

ScuzzTran has been to own and operate 21st century equipment that is adaptable for all levels of Intermodal transport. Their customers, who ship everything from tyres to televisions, have broadly welcomed this philosophy.

"We all share in the economic benefits if we can do more with less, so it's only right that we should support our customers and continually improve things like tare weight on our trailers.

"What we needed was a coherent and consistent container transport system with all the elements of the operation working together in one framework, using investment, rather than any exploitation," Chris explains.

The ScuzzTrans system moves upwards of 200 containers a week and 400 during busy periods with the aid of 14 prime movers and a range of up-to-date trailers. Among their trailer fleet are two B-double skel sets, two refrigerated vans, and four Sideloaders – all kitted-out with BPW ancillary equipment and all acquired within the last three years.

Purchased in 2017, their HAMMAR 195S tri-axle Sideloader (pictured), tares off at 10 tonne with Eco Plus drum brake axles, EBS, and Airlight II highway series suspension underneath its high tensile steel chassis.

Chris has established a close working relationship with Grahame Heap, general manager of HAMMAR Australia. Grahame helps Chris specify lightweight Sideloaders

with the aim of having versatile and user-friendly units for various types of container handling, without the ScuzzTrans extending into the quad axle range.

"The 195 is our most popular model," Grahame says. "As an all-round machine, I would argue the 195 is the probably best Sideloader you are likely to buy in Australia because it will basically do almost all operations the operator will want."

The heavy-duty 195S has 36 tonnes of (Safe Work Load) lifting capacity and is genuinely tested by HAMMAR Australia to 42t as required by Australia Standards.

The HAMMAR 195S is the best all round choice, with its relatively low tare weight, high lifting capacity and maximum versatility it's hard to beat.

"It's a relatively light weight Sideloader for its functionality. We have other lighter machines, but the lighter you go they start to lose versatility," he adds.

HAMMAR has been using BPW as their standard fitment since it set-up a subsidiary in Australia in 1995. As the world's largest manufacturer of Side-loaders and comfortably Australia's largest brand of Sideloader, HAMMAR secures BPW axles and suspensions to at least 85% of their produced trailers.

According to Grahame... "There's some pretty good products on the market but I would argue that BPW is the superior product. Even in harsh markets like Papa New Guinea, we manufacture with BPW simply because of durability and reliability."

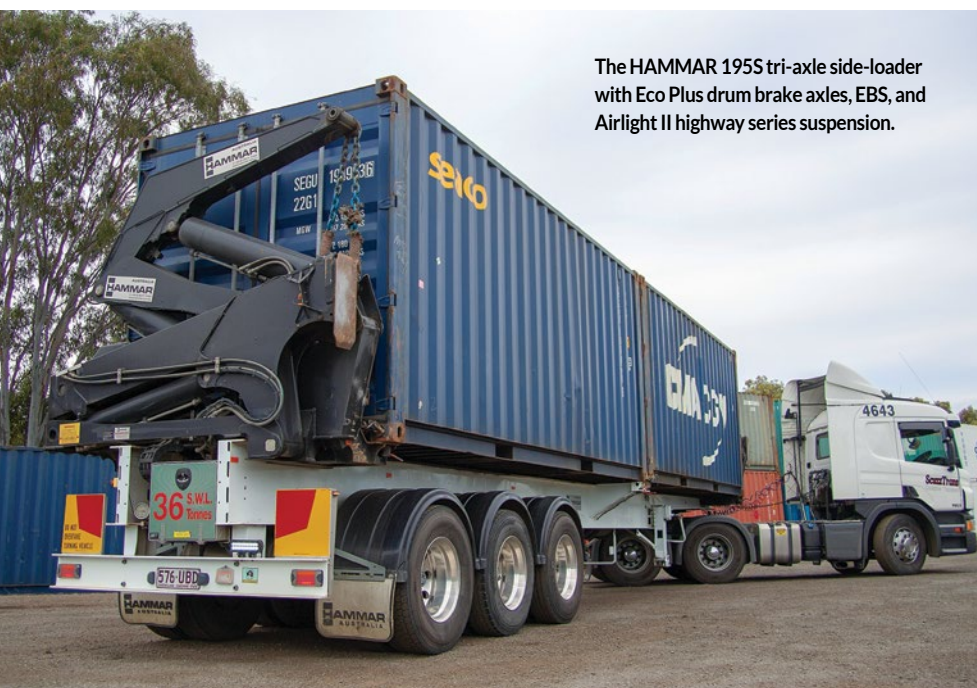
ScuzzTrans driver, Damian Lawrence Bond, has been operating Sideloaders for 10 years. He claims that safety-wise, the trailer could not have been engineered any better.

"As you are cornering, the EBS is putting the

brakes on and it's just perfect – you really can't beat it. It carries your freight better and in the wet – it's absolutely magic! You don't have to think, 'where is my trailer going to go?'. It just soaks down evenly to a stop and it feels so safe," Damian says.

Furthermore, Damian cited the beauty of plugging in the EBS on-board scales to measure the complete axle and trailer weights, which he believes helps make for an overall cost-efficient unit because if the load is overweight, he can instantaneously transfer the container onto a skel trailer.

The result of this type of technology helps halve the time to execute his daily container



The HAMMAR 195S tri-axle side-loader with Eco Plus drum brake axles, EBS, and Airlight II highway series suspension.



yard tasks, compared with other Sideloaders he's operated in the past.

ScuzzTrans allocates Damian and the 1955 to out-of-town jobs, carting containers all the way from the Brisbane wharf up north to as far as Mackay, down to Casino in New South Wales and out to Toowoomba in the west.

Where some container transport businesses have opted to cut the price by dropping quality, ScuzzTrans has never been tempted to reduce their quality of products or their service.

With depots in Theresa Creek, New South Wales as well as in Hemmant (next to the

Brisbane wharf) the company has extended service expectations as well as their destinations. It's no wonder ScuzzTrans is currently moving through a rapid growth rate, covering large areas of southeast Queensland and northern New South Wales.

"We have an emphasis right now on expanding our logistics division and diversifying into the Northern Rivers region. Geographical reach is something we've built up over time and we base this growth on supplying a service with quality equipment. That's also the reason why customers come back to us," Chris explains.

If there is any doubt that the ScuzzTrans family business excels at what they do, you only need walk into their Brisbane boardroom and see the countless trophies adorning the shelves on the rear wall.

Included in the collection are national awards such as 'best truck' for their crowd favourite 'Ned Kelly' airbrushed street art vehicles, Driving Excellence awards, People's Choice awards and logistics honours such as the '2016 Queensland Supply Chain Management Award'. The display proudly showcases the hard work of the ScuzzTrans team and their efforts to stay at the forefront of their industry.

**"THERE'S SOME PRETTY GOOD PRODUCTS ON THE MARKET, BUT I WOULD ARGUE THAT BPW IS THE SUPERIOR PRODUCT..."**

**GRAHAME HEAP,  
HAMMAR AUSTRALIA.**





# NEW APPROACH

**Turners & Growers moves millions of dollars of food each day, so understands better than most about the importance reliability for its nationwide operations.**

*Words and photographs by Dean Evans*



**M**oving freight is one thing, but moving perishables is a whole new challenge, and one business at the forefront of that experience is New Zealand's T&G Global, formerly Turners & Growers, an industry leader in refrigerated produce transport and packaging.

With nine depots nationwide, T&G offers a complete field-to-market, and market-to-market service, including next-day interisland service on and in crates, bins and pallets.

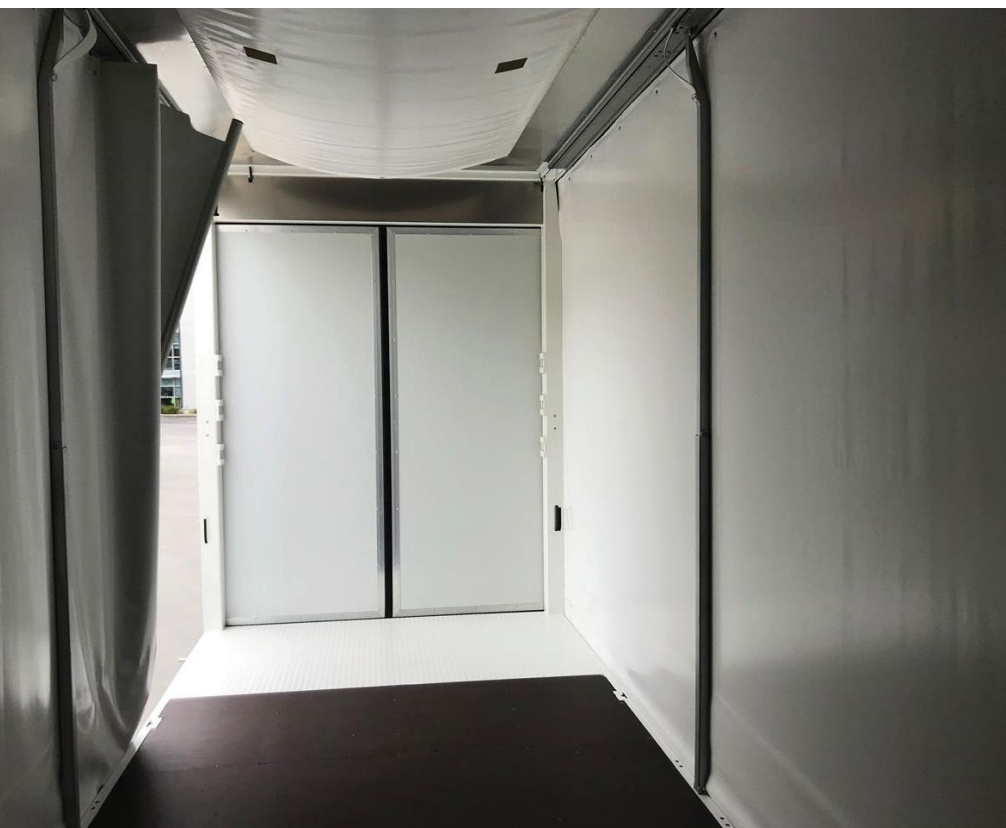
The point is, if something goes wrong, it's a big problem for T&G; often bigger than a regular freight transport company.

"Reliability is a huge thing for us," states T&G's National Transport Operations Manager Allan Nagy (nar-jee). "With a vehicle parked on the side of the road with a problem, most operators would be sitting there complaining about it costing them \$500 or \$1000 a day to be parked up. But on top of that, we've also got fresh produce in there that could, in the worst case scenario, have to be discarded. In cherry season, for example, an export pallet of cherries is somewhere around \$5000; so 36 pallets of those... that's \$180,000 we're taking care of in one load. So it's vital that we don't have any

reliability issues."

He adds: "We'll be picking up the product from Alexandra at 5am, and it needs to be in Auckland airport [1500km away] by 3pm the next day. That's where we can't afford to have the vehicles parked up.

"So we have a modern fleet: the average age is around 2.5 years, and we turn them over around one million km. They're fully maintained as part of our lease agreement and we work pretty hard to make sure it meets the service schedules. With the fleet, we're pretty stringent in what we do and how we do it."



Clean and refrigerated and ready for fresh produce work.

“OUR WHOLE FLEET IS ON BPW, THAT’S 50 UNITS... IT’S A RELIABLE PRODUCT, THEY ARE PRICE-COMPETITIVE, AND ONE OF THE THINGS I LIKE IS BRAND LOYALTY... SO FOR BPW AND US IT’S COLLABORATION AND A PARTNERSHIP.

ALLAN NAGY, T&G



# NEW APPROACH

Talking to Allan at his office in Palmerston North, the company has just taken delivery of the latest addition to his fleet of 50 trucks and 43 trailers: the final unit one from an order of six identical Roadmaster refrigerated truck and five-axle trailers.

"We now have 10 of these units with the white branding, covering all of NZ, from Kerikeri to Dunedin, across to Nelson and through Hastings, Tauranga.

"All of our vehicles run a strict timetable, and the market we work in is supplying fresh produce to market. We get the last orders around 12:30-1am at the latest, and they're on the road by 1am and delivered by 3am... otherwise we own it!

"So we have reliable vehicles, but if something does go wrong, we're always working on contingencies and working with the customer to find a solution.

"Like when the earthquake happened in Kaikoura, we were some of the first vehicles across on the ferry to get the produce down to the south island. Our team was on top of it and running a service within two days, and then with a regular scheduled service. We don't normally send drivers across on the ferry: 90-95 percent of our drivers return to base each day.

"So for us to suddenly change and get that

to work through the Lewis Pass, we actually had to put another leg in. It changed all the timetables up here, to match the ferry timetables, and we had to employ some drivers in Picton and Christchurch, because those drivers couldn't get through from Picton to Christchurch to turn around get back here in time, so we had another truck based in Christchurch and they would come up and do a swap on that as well.

"Those sort of things just don't happen overnight without a great team of guys making it work. It cost a lot more money; it was costing us \$700 a trip more, than what we were doing going down SH1."

Reliable equipment is clearly a priority, and T&G has been a long-standing partner with BPW.

"Our whole fleet is on BPW, that's 50 units," says Allan. "We've been using them before I started, 14 years ago." The new Roadmaster-built trailers all feature the same package of 19.5 disc brakes, AL2 suspension and Knorr Bremse brake kit complete with Trailer Information Module (TIM).

"It's a reliable product," adds Allan. "They are price-competitive, and one of the things I like is brand loyalty. We are running 50 trucks and trailers, and putting on 19 new trailers in 2019, and each of those has five axles on

it, so for BPW and us it's collaboration and a partnership.

"I'm only aware of one failure, on an older unit, and BPW just looked after us and we carried on. I've been around mechanical bits and pieces too long to know that stuff breaks down, and one of the things that always rings in my mind is an old TV commercial for LV Martins, for whiteware and home appliances. Their catchphrase was 'it's the putting right that counts'. I can accept that things occasionally break, and whether it's the fault of road conditions, the fault of a driver or just faulty product, I don't want to hear excuses, I just want to know up front and get it fixed. The BPW guys are around, talking to us, following up – thankfully there isn't a lot of follow-up needed, and we have TR Group to help our maintenance planning.

"These units just turn around and go. The hardest run is Invercargill to Christchurch to Invercargill, because those units run hot. Our trucks get into Auckland at 2:30-3pm, and the first one leaves Auckland at 4pm to down to Christchurch, where it's there for maybe a one hour turnaround: that's 1000km a day, six days a week. And we're doing five of those units a day."

Fresh is best, and T&G Global is doing its best to keep the country buying and eating fresh every day.



The last of six in the order of trailers for T&G Global, all using BPW axles.

# THE RIGHT PART

*Words and photographs by Emily Weekes*

**Transport Parts WA is a family-owned business located 21 kilometres south of Perth. In 2013, Tom and Kylie Selak decided to distribute high quality OEM standard products to trailers and trucks – making it a priority to provide excellent service and build a solid business.**



L-R: Matthew Deters, Michael Fiora, Tom and Kylie Selak

**T**om Selak started working in parts when he was 17 years old and credits his 11 years at Boomerang Engineering – at the time Western Australia's only distributor of BPW parts – with giving him the knowledge and skill that enables him to offer a problem-solving service today.

"I always worked in service, whether for big manufacturers like Boomerang or smaller companies," says Tom. "I like helping people and giving them the right products, so it was natural that we'd start something of our own."

"I care what I supply to people and how I supply it. That's why I'm still here, I suppose," he says. "If people have a good experience, you get repeat work and that's what business is about. It's not rocket science but there are a lot of parts people who don't really care about these things."

It's a lean company – there are four employees including Tom and Kylie – but between them, Tom estimates they have around 45 years' experience working in the "trailer game." Over the past 20 years, they've not really advertised, instead relying on word of mouth.

Fuelled by an interest in parts and eagerness to learn about the gear, Tom sees his business

as more than a job. Transport Parts WA services transport companies throughout Western Australia, those with fleets and workshops of their own, as well as owner operators who do it all.

The company distributes high end products to suit Volvo, Mercedes, Iveco, Scania, DAF and MAN and relies on brands known for being reliable and long lasting. The company also offers after sales support and a mobile delivery service for any breakdowns in metropolitan Perth.

Of selling BPW axles and suspension kits through Transport Parts WA, Tom points to his experience at Boomerang where he had the chance to learn more about the BPW product range first-hand selling it to customers.

"It's the premium product on the market, so parts-wise it's a no brainer for us," says Tom. "BPW genuine products do the job and work first time. That's why we stock it. We're all about providing the best quality product for our customers."

"I've dealt with BPW products since I was 17," he says. "It's basically the best axle on the market and even for parts supply, you'll get two or three axle re-lines to one of BPW's. Customers would lose out on labour costs

too, with the fleet off the road more often."

"It's also much easier to focus on the high end products like BPW because the support is there," says Tom. "I appreciate that the products are backed by BPW in Germany and warranties are upheld. So I don't stock a lot of aftermarket products for that reason – they're quite inferior."

This is where Tom's history has helped him make his mark. "Selling good stuff is pretty easy but you have to know what you're selling," he explains. "It can be fairly difficult at times, especially with the older stuff."

"That's why it's more than a job to me – because you've got to do it properly," he says. "With some of the older BPW products, I can identify the part on sight. I think that's where we get a lot of our repeat work."

Working it out on the go and knowing how to problem solve with different gear isn't always standard practice for parts dealers. So it makes sense that Transport Parts WA has set itself apart from the competition.

"Because I know the parts without having to pull them apart, I can supply the right parts and find solutions faster than some of the other distributors," says Tom. "We try to give people the ultimate service," he adds, keeping it simple.



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