

BPW DIGEST

SUMMER 2019



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

MILLIONS IN THE MAKING

Heavy haulage specialist Daniel Bower shared his vision with The Drake Group to create a low-height, semi-modular, steerable low loader – the first interchangeable Drake platform to run entirely on BPW axles. Story page 8





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From the Joint MDs



We are more than pleased to present to you our latest Transpec Digest just in time before the year end closes.

The stories in the Digest are once more a great testimonial of outstanding small & medium sized private operators, who are still forming the backbone of our industry. Some of them have celebrated significant milestones, which we are equally proud of to feature those in the Landscape section.

Since the last edition earlier this year the market conditions have changed significantly. The widespread drought in many parts of the country, the banking situation, as well as an overall downturn in the global transport industry have impacted our market.

Transpec stays focussed on running a lean operation while maintaining the expected level of high-quality outstanding support for our customers needed in this tougher environment.

At the same time, we keep on listening to the customer demands e.g. lower tare weight to improve their efficiency. The aluminium hubs are now available for our standard 285 PCD drum and disc brakes axles reducing the weight by 20 kg per row without compromising on the known and proven quality of our products.

Furthermore, and as highlighted by our guest speaker from Germany at the TMC conference, smart devices like the iGurt and an intelligent hub cap monitor are on its way, all designed to assist when it comes to the increased compliance safety requirements. We are confident that further field trials will be carried out in 2020.

Stay tuned.

And last but not least, Transpec continues to take an active role in all relevant industry bodies to ensure the needs of our industry are well taken into consideration, particularly in light of the changes ahead regarding wider vehicles within a revised RVSA.

It is worth noting that all Transpec brake kits are already meeting the new standards of ADR 38/05.

There are certainly interesting times ahead.

But for now, and on behalf of the entire Transpec team we would like to wish you and your family a wonderful festive season – although it is the most busiest time for some of us.

Looking forward to catching up in the New Year.

Stefan Oelhafen

08 Bowers Heavy Haulage

Heavy haulage specialist Daniel Bower shared his vision with The Drake Group to create a low-height, semi-modular, steerable low loader – the first interchangeable Drake platform to run entirely on BPW.

12 Vennings

Established in 1904 in Kadina, South Australia, Vennings is now the longest-running family owned and operated bulk grain handling retailer and manufacturer in Australia.

16 MGM Group

In 2004 MGM group was established as a supplier of reconstituted blocks, concrete and premium quarry materials to support the country's booming mining industry. Over the next decade, MGM Group diversified by investing in more equipment and resources.

20 Exodas

Exodas commenced in 2001 as an owner-operated business with just 2 prime movers, fast forward to 2019 and they have just acquired 28 new trailers to further improve their commercial operations and fleet activities.

24 Southern Cross Heavy Haulage Haulage

Southern Cross Heavy Haulage Managing Director Robert Campbell discusses how he is safeguarding the company's future with purchases like a new 14-metre quad-axle drop-deck low loader, custom built by the Drake Group.

28 Hawk Logistics

In just 8 years Hawk Logistics has grown rapidly from being a single tow operator to now having a fleet of over 35 prime movers and 20 rigs and working directly for major clients in the Poultry, Meat and Dairy industries.

32 MacTrans

Nigel MaNamara started MacTrans in the early 90's and his can-do attitude and determination has seen his business grow in farming, transport and equipment hire.

36 Mulgoa Quarries

For more than 50 years Mulgoa Quarries has been a family-owned business is known for its expertise in civil engineering, bulk tipper haulage contract quarrying and waste transport management.

40 Quinn Transport

Started back in 1966, Quinn Transport which is located on the Eyre Peninsula in the middle of a rich agricultural region has built a strong business through diversifying their fleet to run livestock, grains, bulk products, refrigerated and now also waste haulage.

44 Black Mount

Established in 1988, on the family farm in Millbrook, Black Mount is a successful family business that sources and transports spring water all over Australia. Today, the company runs a fleet of 30 purpose-built tanker combinations.

46 Wholesale Sleepers

Wholesale sleepers began their business carting and delivering railway sleepers in Queanbeyan and today they are a successful landscape material supplier delivering products such as mulch, pavers, soil and sand to commercial and residential customers.

50 GTS

GTS began in 1980 in Mildura as a family trucking business. From its humble beginnings, it has grown to become one of the country's largest wine, beverage and primary freight distributors.

54 Envirowaste

As one of New Zealand's largest resource recovery and management companies, Envirowaste is not only using Cargo Floor's Moving Floor system to tip rubbish from their trucks but it has enabled them to build a whole new design of larger, more efficient and cost-effective trucks.

56 Reliance

When it comes to wharf cartage and transporting truck loads around the Auckland metropolitan area, 60 year old transport company Reliance Transport may well be considered one of the veterans of the industry, but when it comes to the way they manage their fleet their focus is firmly fixed on the future.

58 LRT/VCT

LRT/VCT is a second-generation family business that continues to grow adding new facilities and an ever increasing fleet to transport grapes and fresh fruit from the region around Mildura to tables across Australia and the World market.

64 BWG Haulage

From the golden era of crossO-country horse logging to carting wood chip residue with the contemporary Cargo Floor system, the Gibbs family has endured almost one hundred years of prominence working in the New South Wales timber industry.

66 Followmont

The year 2019 marks the 35th Anniversary since Followmont Transport was established. The business has grown to a team of 850 staff, 1000+ vehicles and an extensive network of depots and local contractors who service QLD and NSW.



Significant Business Milestones

Congratulations to our customers who achieved business milestones during 2019, we look forward to continuing to work with them and wish them all the best for many more years of success.

Frasers Livestock – 75 Years



L to R: Peter Sommerville, Athol Carter, Thomas Carter, Olivia Corrado (BPW Transpec), Harry Firzell, Ross Fraser, Jono Skaines, Stefan Oelhafen (BPW Transpec), Daemon Cross, Mark Collins.

Marley Transport - 50 Years



L to R: Frank Marley (Marley's Transport) Stefan Oelhafen (BPW Transpec), Greg Marley (Marley's Transport)

Fuel Distributors - 20 Years



L to R: Craig Burrows (Fuel Distributors) with Aaron Moore (BPW Transpec)

KAM - 30 Years



L to R: Bill Barber General Manager of KAM with Chris Sansome BPW Transport Efficiency General Manager

BPW Transpec Milestones



Katarina Pringle - 25 Years WA BRANCH

Having started with Transpec Limited back on the 4th July 1994 Katarina started part time as a secretary, being the only one in the office Kat's product knowledge increased due to necessity.

Over the 25Years Kat stepped up to phone sales and then external sale over her career. Along the same time, we have been fortunate to have the experience of a volunteer Ambulance office to help with all our cuts and splinters with Katerina recently receiving the St Johns medal of service (17 Years).

We congratulate Kat on here 25 Years of service a fantastic achievement.

BPW Transpec Joint Managing Director Stefan Oelhafen
presenting Katarina Pringle with her 25 year gift



Helene Ryder - 25 Years QLD BRANCH

Helene commenced with the Brisbane branch of BPW Transpec in August 1994 when the office had just 3 staff members. She commenced on a part time basis and as the business grew so did her role and as such she eventually began working full time at the branch. Helene works very closely with the staff and customers in Brisbane and as such has developed many long standing relationships during her time with the company. We would like to congratulate Helene on achieving this milestone and thank her for all of her hard work over the past 25 years.

QLD Branch Manager Kerry Wood presenting
Helene Ryder with her 25 year gift



L-R: The BPW Transpec team in attendance at BTS...

Brisbane Truck Show 2019

BPW Transpec was once again pleased to take part in the Brisbane Truck Show at the Brisbane Convention and Exhibition Centre in May of this year.

The line-up of displays exhibited at the Brisbane Truck Show showcased the product innovations BPW is making while maintaining BPW's high quality product standards. Some new products on display this year were The new BPW TS2 disc brake – scheduled to become the new standard later in 2020 – gave visitors of the stand the ability to see the simplicity and robustness of the new disc brake. The lightweight aluminium hubs being now available for BPW's 10 stud 285PCD axles (Drum & Disc) were also on display. The weight saving of around 36kg per axle line is significant and will support the market for lightweight application in particular in the tipper and tanker industry.

The new air-operated 303 AUS AM/RL Ringfeder coupling with anti-jack-knifing system was on display as was BPW's new iGurt, an electronic indicator that helps maintain tension in the load restraint strap and has already gained market traction as you can read in some of the articles.

In addition to the new products being displayed, we also showcased our Self-Steer trailer axle which is well proven to be the most reliable product in the market.



German Night Celebrations

Thank you to all of our customers who attended our biennial German night to coincide with the Brisbane Truck Show. It was a great night had by all.



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'Global Transport Innovation' - BPW Guest Speaker TMC 2019

BPW Transpec was pleased to have Dr Markus Kliffken, MD of Innovation management with the BPW Group to be a guest speaker at the TMC in 2019.

Dr Markus Kliffken has more than 25 years' experience in transport technology and innovation and during this time he has received multiple accolades for his contribution to the transport industry including Top 100 Innovator in 2017 & 2019, Telematik Award in 2016 & 2018 and an IF World Design Award for BPW iGurt, an intelligent cargo securing system. During Dr Kliffken's session he shared his exclusive insights into how he has pushed the boundaries in transport safety and technology to become one of the industry's most highly respected innovators.



MILLIONS IN THE MAKING

Heavy haulage specialist Daniel Bower shared his vision with The Drake Group to create a low-height, semi-modular, steerable low loader – the first interchangeable Drake platform to run entirely on BPW axles.

Words and photographs by Mark Pearce

Some kids played Matchbox cars after school, while others dabbled in sport. Daniel Bower's childhood, however, was consumed with pottering amongst authentic cranes and life-sized low loaders.

The family business, situated in Singleton, New South Wales, began in the late 1940's with Daniel's grandfather, John Bower. With an intergenerational respect for trucks and cranes, Daniel has continued the Bower's heavy haulage heritage and strived to be the best in the business.

Now the managing director of Bower's Heavy Haulage, Daniel recollects the simple childhood joy of tinkering with trucks which became his life's work.

"When the primary school bell rang at three o'clock, my grandmother used to wait outside the gate, pick me up and take me to work. And I couldn't wait for that bell to ring! I'd run out of the school yard and be driven to the work yard where I was probably more in the way than helping – but I thought I was helping, and that made me what I am today," Daniel recalls.

Bower's Heavy Haulage and Crane Service was established in 1949, when it opened as a towing and panel beating service. Under the rein of Daniel's father, Robert, the business developed into a full-blown heavy haulage operation – the largest of its kind in the southern hemisphere at the time.

"When the old man got out of the business,

everyone in town asked me 'what are you going to do?' I told them 'I'm going to buy a truck' because heavy haulage is what I've known my whole life," Daniel says.

Eventually Daniel's father sold the business to Boom Logistics in 2004. In 2009, he and Chris Betts decided to kick-off 'Betts Bower Haulage'. In 2015 when Chris left the company, Daniel went it alone – albeit with a heavy-duty fleet of 13 prime movers, 30 trailing units and a strong support team behind him, including his wife Michelle.

Over the last five years, Bower's has tripled their trailing fleet to 90 units and continued to be an active player in the mining and infrastructure sector, offering a service that concentrates on the client's legislation – the





Daniel Bower, Managing Director, Bower's Heavy Haulage

kind of service not too many heavy haulage companies desire to pursue, purely because of logistics and effort. But the opportunity to be part of nation-building projects is something Daniel appreciates as part of his journey in the Australian transport industry. "There's a fair sense of gratitude and achievement in this game," Daniel reflects. "We exist to make sure the heavy haulage and mining industries in the Hunter Valley gets the service it needs, with the right equipment, to get the job done. Many transport companies turn up to a job, do a delivery and leave. We are actually locked-in, on-site with the client, so our team complies with all their procedures, and everything we do is to the next level."

Daniel pinpoints a few notable reasons why Bower's has been able to push the envelope; he argues that nothing can be done without good old-fashioned hard work, however, the two key factors that help Bower's turn nothing into something is investment and innovation.

"In the towage and crane industry my grandfather and father managed to build their own tow trucks because the new trucks at the time didn't suit their needs. They also built their own equipment to be a forerunner with cranes."

When Bower's refocused and chose to transport heavy loads in the 1970's, many firsts were built for their business, including the 4x8 extendable float, the first

hydraulic gooseneck float, the first steerable articulated jinker trailer, as well as the extendable low loader – innovations which are now standard on trailers.

"The old man had visions of building trailers that weren't thought of and I've tried to emulate that type of thinking over my time. It costs a little bit more to make it work, but it has always paid off," Daniel claims.

An example of Bower's investment and innovation is the Drake-built, 9-line low loader platform with 2x8 dolly, completely assembled on BPW axles. The project was planned around the utilisation of Bower's existing platforms, which are fitted with other axle brands. The Drake design allows Bower's to clip-on any other low-height, semi-modular, steerable axle, resulting in a fully interchangeable heavy haulage fleet system.

Key features of the Drake platform include hydraulic raise and lower suspension, radio remote steering, and hydraulic, multi-position gooseneck for raising and lowering over obstacles and under bridges.

The trailing weight is balanced over a 12-line controlled environment with the ability to carry 250 tonnes of payload. Other structures of the build include ramp props on the ramps, a heavy-duty, high pressure, 3-cylinder yam bar, including a hydraulic-driven air compressor, a sliding skid plate, multi-position skid plate, and a deck widener that widens from 3.35 meters to 4.88 meters.

"We needed the trailer to configure with our other trailers like a Meccano set, and we know Drake stick behind their product" Daniel says.

"My grandfather dealt with Sam's [Drake] grandfather, my father dealt with his father and now I deal with Sam. In the early stages, I actually said to him: 'I want the platform entirely on BPW' and I wasn't going to take no for an answer because I knew it would be a force to be reckoned with," he states.



The Drake built, 9-line Low Loader platform with 2x8 dolly, completely assembled on BPW drum brake axles.





From L-R: Adrian Rowan (Bower's Heavy Haulage), Bill Law (Drake Group), Shane Hoawerth (Bower's Heavy Haulage), Sam Drake (Drake Group), Daniel Bower (Bower's Heavy Haulage), Khali Lake (Drake Group)

“THE OLD MAN HAD VISIONS OF BUILDING TRAILERS THAT WEREN'T THOUGHT OF AND I'VE TRIED TO EMULATE THAT TYPE OF THINKING OVER MY TIME...”

DANIEL BOWER

MILLIONS IN THE MAKING

Sales manager of The Drake Group, Sam Drake, agrees. I had to guarantee that the new steerable and steerable attachments had complete interchangeability with his existing fleet and the standard low height Steerable trailers. The project was fitting for both Bowers and Drake as we have an interesting history of pioneering ideas and designs together.” Sam explains. “Daniel has got much experience with BPW drum braked axles and he runs BPW on most of his general trailers and his Drake deck wideners. This was a first of its kind for us to run on BPW and make it work. Because Bower's is a reputable customer and we have a strong relationship, we decided to make a commitment to trial the project and get it off-the-ground.”

A loyal relationship, along with sophisticated and complex thinking, enabled Drake's engineering team to confidently road test the combination as a 12-liner, which officially rolled-out onto the public road on 18th July, 2019.

Unbeknown to Daniel, Drake had previously been in conversation with BPW, as the BPW engineering team were looking closely into this type of project. Scott Merriman from the New South Wales BPW Transpec branch explains:

“BPW have had the special short track axle to suit hydraulic and steering systems for some time. With Daniels preference for BPW equipment and Drake trailers, along with the experience and knowhow of both engineering departments, Bowers Heavy Haulage now have a fantastic piece of

equipment to compliment their fleet”.

“My maintenance guys love it,” Daniel says. “Having EcoPlus hubs is a no-brainer. To do a bearing adjustment on a platform with different axles is realistically a ten-hour job, but now with the BPW axles on the Drake, it's literally a two-hour turn-around once you wind the hub caps back on.”

Since July the Drake combination, which is hauled by a Kenworth C509, has done some tricky off-road jobs in Far North Queensland and the Northern Territory. It's also been utilised as 12-line combination, with nine rows of BPW that marry up with three rows of another axle brand on the back, to heave 140 tonnes of wind farm equipment to Portland, Victoria.

Splitting the removeable axle clips and re-setting 11 lines to a 7-line configuration, for example, only demands two or three hours of workmanship.

“Everything works really evenly, including the four hubs on each row, and that gives you great control of the platform. When you have everything balanced, you don't even know it's behind you. They're easier to tow than a flat top in some respects,” Daniel claims.

“It's a one-man unit on the road because we value the drivers taking ownership of the equipment and for the price it's worth, you can't afford not to.”

The Bower's Low Loader is finished in stunning chrome rings, as well as chrome toolbox lids and control panels. And why not, when you're spending well over a million dollars.





PUTTING THE BRAKES ON

Words and photographs by Emily Weekes



Vennings was first established as a blacksmith business in 1904 in Kadina, South Australia. After changing direction in 1951, it's now the longest-running family owned and operated bulk grain handling retailer and manufacturer in Australia.

With such a long history, it's natural this company might have undergone several iterations. From its earliest roots as a blacksmith business established by "Bill" Venning, the family-named business then diversified into farm machinery, fuel distribution and vehicles.

By 1951, the company began to look more like it does today. Keith and Dudley Venning invested in their first auger, a header side bin, a field bin and truck bins, starting a new business in bulk grain handling from Kadina. Located approximately 144 kilometres

north-northwest of Adelaide, Kadina is the largest town on the Yorke Peninsula and the name of the surrounding district. It's here that staples like barley and wheat are grown, as well as oilseeds and legumes like canola and chickpeas.

Since 1951, Vennings has sold bulk grain handling equipment and manufactured its own range of augurs. In 1982, the family was presented with an unexpected opportunity to diversify once again – when the business that had supplied Vennings with chaser bins and components since 1951 went into receivership.

After buying out their previous supplier, also based in Kadina, Venning Engineering became a subsidiary family business producing seed and super combination units, chassis and chaser bins, grain cleaners, seed grain silos, and cattle and sheep feeders for Australian farmers nationwide.

David Venning manages Venning Engineering and recalls the various leaps of faith that propelled the company forward. Today, as a major employer within the Kadina district, the family is proud of the work they've built around them.



PUTTING THE BRAKES ON

"When we bought that business in 1982, Australia was in the depths of a drought," says David. "It was probably the worst time to be buying an agriculture business but the next few years were substantially good so that made a big difference and cemented the idea that we'd done the right thing."

"We started off with a single factory building and now have a footprint that's 10-fold in size," he says. "In the last 35 years, we've really grown in the agriculture space. Our major businesses are in the wheat belt areas – we have customers in SA, WA, VIC and NSW, with Queensland close behind."

Today, the second and third generation of Venning children are in charge of the family company. Robert and Christine Venning and his brother, Richard and his wife, Wendy, are directors, while their five children have taken up different roles across the two arms.

David's sister, Susan manages accounts and finances; his three cousins, Andrew, Mark and Karen manage the auger factory, retail offering and office logistics, respectively.

Since 1994, the company's self-propelled augers have been manufactured and sold across Australia and to five countries overseas.

As factory manager of Venning Engineering, David has worked with BPW for several years, discussing the needs of customers and how to meet challenges in the industry. When a customer came to David with a request for a braked axle, he contacted BPW to see what they could do.

"Our customer works in a hilly area and wanted a braked axle for greater safety and security, so they could slow down if they needed to," says David. "We had to find a solution, something to meet the customer's needs. BPW allowed us to buy a set of axles, one with brakes and one without."

While this was their first request for braked axles, David suspects it won't be the last. "At the moment, if you're towing a chaser bin down the road, it doesn't have to have brakes on it, but it weighs more than 750 kilograms," says David.

"While the bins are mostly used in paddocks, they can be working on hills or slopes," he says. "When you've got a bin that holds 30 tonnes of grains, it could push down hill quickly. Having some assistance with braking becomes really important."

Working with BPW on finding a solution for this customer was a "great opportunity to enhance our product and complement our business," says David. "BPW has such a good name that working with them only ever improves our product."

"In the foreseeable future, I think we're going to see more of these requests, especially as the bins get bigger," says David. Only a few years ago, Venning Engineering made 12 and 18 tonne chaser bins, before expanding their range to 25 tonne and now 33 tonne bins.

"We'll probably need to make a 40 tonne chaser bin next," he says. "If we're going to achieve this we'll probably need help with the under carriage and it's great to know BPW can support us."



“WE’LL PROBABLY NEED TO MAKE A 40 TONNE CHASER BIN NEXT. IF WE’RE GOING TO ACHIEVE THIS WE’LL PROBABLY NEED HELP WITH THE UNDER CARRIAGE AND IT’S GREAT TO KNOW BPW CAN SUPPORT US.”

DAVID VENNING, MANAGER, VENNING ENGINEERING





BUILDING ON SOLID FOUNDATIONS

Words and photographs by Luke Applebee (Trailer Magazine)



Bunbury, Western Australia, is home to a successful family business that has delivered transport and logistics services since the 1950s. With Mario Giacci and his family at the helm, what was once a modest venture became a prominent national operation aptly named Giacci Bros.

By 2004, Mario Giacci – along with his daughter, Giuditta, and son, Michael – founded MGM Group, which was established as a supplier of reconstituted blocks, concrete and premium quarry materials to support the country's booming mining industry. Over the next decade, MGM Group diversified by investing in more equipment and resources.

After the sale of Giacci Bros to a public listed company, MGM added a bulk division to the Group in 2014, known as MGM Bulk and has seen significant growth in the last few years. In April 2014, the company's fleet comprised seven prime movers and 18 trailers, but according to Workshop Manager, Allan Thomas, there are currently nearly 100 Kenworth trucks and over 300 trailers in operation built by Bruce Rock Engineering, Vawdrey Australia and Graham Lusty.

"These trailers are predominantly side and end tippers although there are about eight sets of curtainsiders and three new tanker combinations," Allan says, explaining that about 50 per cent of the entire fleet is Performance-Based Standards (PBS) approved. "MGM Group specifies the complete range of BPW components in all trailer builds for their strength, reliability

BUILDING ON SOLID
FOUNDATIONS





“THE LATEST ALLOY HUBS FROM BPW ARE ESSENTIAL FOR THEIR HEAT DISSIPATION PROPERTIES, WHICH IS CRITICAL FOR IMPROVING COMPONENT RELIABILITY. THESE HUBS ARE ALSO LIGHTER WEIGHT IN TARE... WHICH IS IDEAL FOR INCREASING THE PAYLOAD CAPACITY OF OUR TIPPERS AND TANKERS.”

MARIO GIACCI, MGM GROUP

and light tare weight benefits. In fact, the business has opted for BPW axles since the 1960s. In more recent years we have also acquired second-hand equipment spec'd with BPW running gear because we depend on quality, long-term investments for rigorous mining applications.”

Allan oversees two MGM Group workshops (Picton and Port Hedland) and manages the scheduling and maintenance of the company's road transport assets.

Bringing close to three decades of industry experience to the business, Allan is instrumental in the design and selection of new vehicles.

“MGM Group services the mining companies that operate in Australia's west, so we primarily engage in A-B bulk haulage contracts – including the cartage of iron ore to Port Hedland or shifting loads of sand, gravel and limestone to Picton – but we also offer ship loading, rail loading, storage, stockpile management and quarry services,” he says. “MGM has further diversified by using curtainsiders and flat tops to move various bagged goods. Whatever the freight task, MGM specifies trailers with BPW componentry so that they are efficient and productive.”

In addition to using BPW axles and disc brakes, MGM Group also invests in the latest BPW lightweight aluminium hubs



“Equipment longevity is important, and we noticed how effective alloy hubs are on our Kenworth trucks, so it made sense to explore this option for the MGM trailer fleet via BPW,” Allan says. “The latest alloy hubs from BPW are essential for their heat dissipation properties, which is critical for improving component reliability. These hubs are also lighter weight in tare, saving

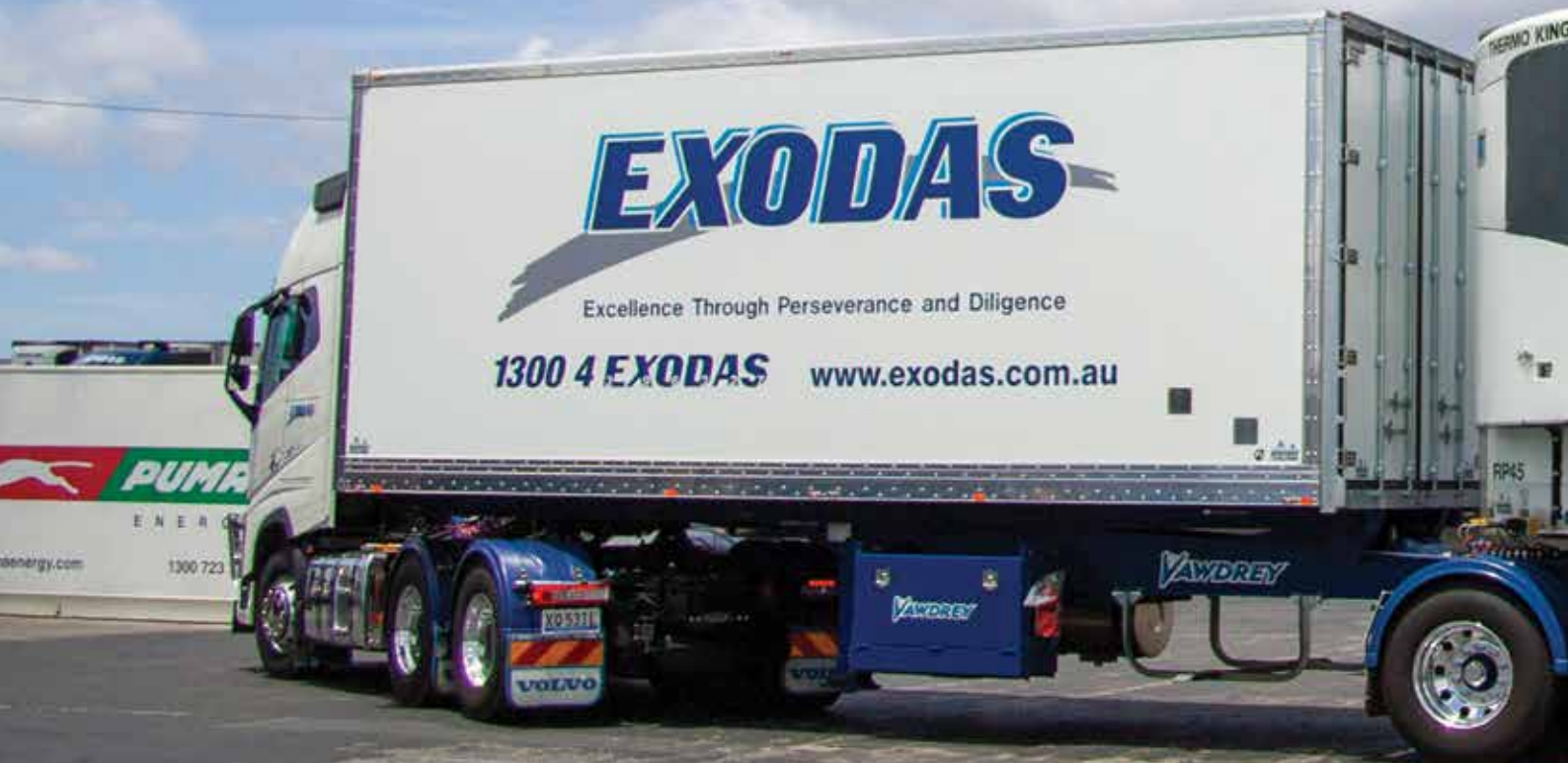
around 20 kilograms per axle line, which is ideal for increasing the payload capacity of our tippers and tankers.”

MGM Group's ongoing success can be attributed, in part, to its commitment to investing in the latest road transport technologies, including the selection of axles, disc brakes and alloy hubs that BPW supplies.

DRIVING DIVERSITY

In 2019, Exodas went into overdrive, acquiring 28 new trailers to further improve their commercial operations and fleet activities. Key principals at Exodas talk on how trade and equipment technology has made their business a more connected and diverse place.

Words and photographs by Mark Pearce



Exodas commenced operations in 2001 as an owner-operated Queensland business with just two prime movers. The wholly Australian owned transport and warehousing company has since grown with an agenda for greater productivity and diversity.

In the early days Exodas was a relatively small outfit, transporting plants and general cargo. Within a couple of years, Managing Director Brett Tynan was finding hidden opportunities in the carpet market, frozen goods and chilled freight sectors. Diversification of the business evolved through natural growth of their customers, and as demand increased, so did the Exodas enterprise.

From the outset, Exodas worked for a multitude of companies; to consolidate its marketplace presence, Brett strategically expanded networks and improved performance, leading to fixed linehaul contracts for companies such as Bunnings, Evergreen Freight, Nolan's and GMK logistics.

"We've been expanding every year," says Brett. "It's not just a feel-good move, it's good for business and key to our productivity."

Brett Tynan in the back of a new Vawdrey fridge van at Exodas, Yatala, Queensland.



Vawdrey B-double fitted with BPW 10-tonne ECOPlus drum brake axles, AL2 suspension, and EBS, at Exodas, Yatala facility – Brisbane.

EXODAS • QLD

Exodas has numerous different projects and approaches to get the most out of their existing infrastructure. However, the company has also invested in new infrastructure, a growing team of experts, as well as developing a larger fleet of greater technology.

Unquestionably, these changes have accelerated since 2017 with the acquisition of Malin Refrigerated Transport (MRT). This procurement has

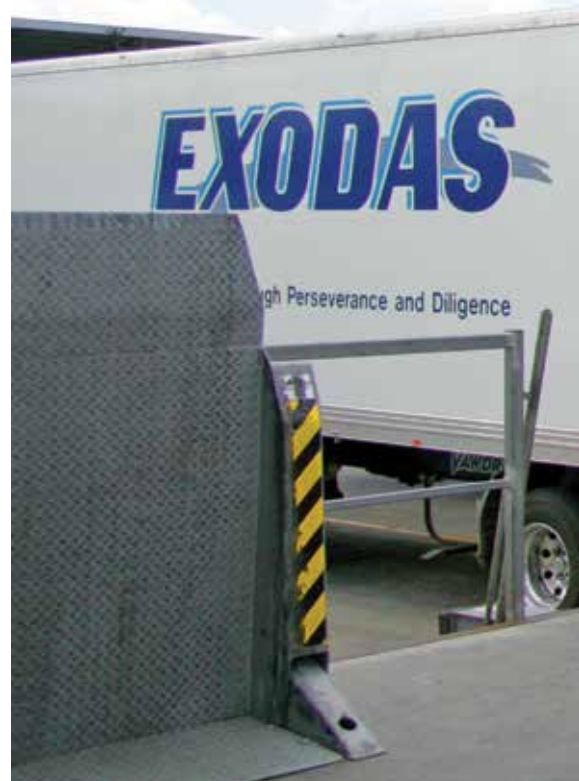
inspired the completion build of two 300sqm warehouses at the Exodas Yatala facility, south of Brisbane, where 75 highway trucks, 15 local trucks, and 150 units of trailing equipment roll in and out of the gates every week of the year.

"In 2003, we purchased some fridge trailers for loads into North Queensland, then a lot of fridge work came our way for the southern end of the country for companies like Nolan's. We still do that

Mick Burton, workshop manager at Exodas, Yatala facility - Brisbane.



DRIVING DIVERSITY



www.exodas.com.au



“ALL OUR TAUTLINERS USED TO BE ON A MIXED BAG OF SUSPENSIONS, BUT IN THE LAST THREE YEARS IT’S ALL BPW.”

MICK BURTON, WORKSHOP MANAGER – EXODAS



work, but when we purchased MRT we were able to do express return loads, so the acquisition made perfect sense and complemented our business to get freight coming back from the north end of the country,” Brett says.

In part, the Exodas fleet expansion has helped return healthy profits across their transport and logistics operations. Brett talks about making freight diversity a priority for commercial intentions.

“We try to be diverse so we can be busy all year round and take advantage of cost savings and revenue opportunities. Because there’s swings in demand at different times of the year, we’ve decided to provide services in a lot of different markets, which includes refrigerated work, dry freight, express freight, and plants, which is mostly B-double work,” Brett explains.

This multi-faceted response has seen Exodas purchase 28 new Vawdrey trailers in 2019 and 16 trailers in 2018, all fitted with BPW ECOPlus drum brake axles, AL2 suspensions and EBS. The assets have predominately been B-double mezzanine floor trailers and fridge vans, but the number of units purchased over a short period is a clear evidence that Exodas is placing increasing importance on the value of top line fleet equipment.

It’s also a shift from just a cost-savings approach to one that emphasises

operational improvements, which are now squarely in the Exodas wheelhouse. Mick Burton, Exodas’ workshop manager, explains that the equipment with the cheapest purchase price often costs the most in the long run.

“All our tautliners used to be on a mixed bag of suspensions, but in the last three years it’s all BPW,” Mick states.

“The main reason we use BPW is because it seems to last longer than everything else and maintenance speeds are much quicker for us. We get a million kilometres out of BPW brakes and we check linings every 12 months. With other brands we have to pull everything apart and look at the bearings, whereas with BPW we are happy to just adjust things through the year, which makes it a lot easier and quicker to do those big annual services.

And when you’ve got 150 in your fleet, that’s a lot of annuals every week. With BPW there’s also a peace-of-mind element for guaranteed low maintenance, and that makes everything achievable and brings time and cost entirely under our control.”

Between fleet improvements, which generates certainty, and new commercial operations, which creates flexibility, Exodas can now build the business around price forecasts and fluctuating warehouse handling routines.

When it comes to the company’s best-practice processes, Sheryl Connor, CEO of Exodas and sister-in-law to Brett, considers the long-run in her decisions to pull the trigger on any new purchases, such as the procurement of the 44 units over the past two years.

“The latest additions to our fleet have redefined what it means to be connected to confidence. Like all major purchases, it’s about strategic timing. The new trailers allow us to diversify our operational moves somewhat, and that’s been an excellent source of improvement in both profitable and unprofitable periods. That’s value for money in every sense,” Sheryl explains.

As Exodas undergoes this comprehensive transformation, Brett and his team of 170 employees are making things happen in depots across the east coast of the country. From Townsville and Mareeba in Far North Queensland to Warnervale on the central coast of New South Wales and Yatala in Brisbane, Exodas has made a case to stay a step ahead of competition to achieve success.

“We take pride in our equipment and the work we do,” Brett declares.

“We are not perfect by any means, but at the end of the day, I love transport and I enjoy what I do. Pride means making sure we look after our customers and their goods and we know we can deliver this by using the best and newest equipment possible.”

SAFEGUARDING THE FUTURE

Australia's long drought and the pressures of a 'feast or famine' agricultural livelihood prompted Robert Campbell, a farm boy from north Queensland, to safeguard his future in the heavy haulage industry.

Words and photographs by Mark Pearce



In 1999, at the young age of 15, Robert Campbell left his Queensland home just south of Mackay and found employment as a farm-hand, picking cotton for a family operation in the central Queensland township of Emerald.

While learning the usual slings and arrows of the trade, Robert's entrepreneurial streak emerged and he began to broaden his skills with contract work, irrigation, farming and harvesting. When the millennium drought hit, he acknowledged the widespread decline in agriculture in the region and re-set his short-term goals to work the mines.

When the rivers started to run again, Robert returned for another spell in cotton, aiming to secure long-term employment prospects in the industry which he had become familiar with for almost a decade.

With a solid network of contacts and resources, Robert started his business Southern Cross Contract Farming in 2010, purchasing his first Drake low loader to conveniently move cotton pickers and tractors around farmlands. Work was plentiful but when another drought hit, almost by accident Robert landed himself full-time in the heavy haulage transport industry.



Robert Campbell,
Managing Director,
Southern Cross Heavy
Haulage. (Supplied by
Southern Cross Heavy
Haulage)



The 14 metre Drake quad-axle drop deck low loader ready to cart a 980 CAT loader from Southern Cross Heavy Haulage depot – Stapleton, Queensland to Western Australia.

SAFEGUARDING THE FUTURE

"Agriculture was pretty good to me, I enjoyed it. Things were going good, but then we went straight back into another savage drought," Robert explains.

"I'd been working on southern farms in the Riverina because south west Queensland and northern New South Wales went dry, but then the Riverina dried up. We all scratched our heads and said what are we going to do here?"

"We had our truck and trailer and so we just diverted funds that we would have spent in the farming business and stacked them into the transport side to begin Southern Cross Heavy Haulage. Business started to flourish, and we kept going with it."

Robert hadn't caught much sleep in his last years of harvesting cotton so it was a welcome relief when his business turned a steady profit, starting around 2017 when Southern Cross invested heavily in a technology and equipment-based protocols to provide a good and reliable service for their customers.

With the benefit of a few international transactions trading cotton-pickers to China, the Southern Cross cashflow was reinforced

and in the space of 18 months, the company went from one truck and trailer to seven trucks and five heavy-duty pieces of trailing equipment.

As the managing director of Southern Cross, located at the Stapleton depot just south of Brisbane, Robert espouses their latest technology purchase; a 14-metre quad-axle drop-deck low loader, custom built by The Drake Group, with a fistful of features never before engineered by the heavy haulage trailer manufacturer.

"The mini quad from Drake was a year of planning and by the time we received that trailer in September 2019 there had been a lot of work gone into it."



"It's brilliantly versatile. For instance, we hauled a 35-tonne digger into central New South Wales and on the return trip, we loaded hay on it. That ordinarily couldn't happen. You would normally have to put a dolly under a float, throw the dolly up and come home empty," Robert says.

Robert is an "ideas man" who doesn't cut corners and likes to push boundaries, and is always on the lookout for more efficiency. As the entire combination stretches out to only 19 metres, Robert requested to lift the two front axles to eradicate wind drag and scrubbing tyres on an empty load – and the Drake engineers approved his wish.

The engineers also removed the oscillating plate on the skid plate which has assisted with weight reduction. Moreover, it has allowed further height, preparing the top deck for multi-loads.

For multi-load usage, Drake has maximised the deck space, moving the container pins all the way to the head of the rig and allocating room for a 20-foot container at the front and a small loader or utility vehicle on the back.

Along with the container stands, levelling plates permit the user to load a building on the

weights, the operator has the option to control the digital scales via smartphone using blue tooth technology, when walking the machine onto the trailer.

The deck, which securely widens to 3.7 meters, sits on top of 19-inch alloys, granting BPW 8 stud 275PCD 19.5" drum brake fixed axles with OT heavy duty underslung suspension, to carry a 35-tonne payload, grossing in at 60-tonnes.

"We never spoke about any other brand of axle. It was always going to BPW and it wasn't up for negotiation," Robert states.

"Since I've had this business, everything that Drake has built has got BPW on it. It's a known quality and a safe bet. The other thing is, when it comes to re-sale it opens up the market if you want to consolidate and move your assets on."

More importantly from Robert's standpoint, the light-weight combination has the potential to pull high-value freight at a very low economy rate. With cheaper operating costs than previous buys, it also rivals quad-axle floats when it comes to fuel efficiency.

"The running costs are basically like a drop-deck. We hauled a D8 to the Pilbara, and we

put a spanner on that for 600,000 km, which is a big difference compared to other brands.

"The saying I've got is: 'the poor man buys twice'! And it's true – if you can't spend the money today it will cost you more tomorrow."

Since the company's rampant growth, Robert is employing seven staff to keep three depots and his small fleet of seven trucks and five trailers running efficiently. And with its heavy haulage evolution, it's no coincidence that Southern Cross has a fairly large spread of work.

Robert has his drivers carting everything from civil equipment to underground mines, to forestry and agricultural machinery, big rigs for auction dealers, marine equipment, as well as shipping freight.

The Southern Cross strategy is to move into more trailer investments next financial year and Robert is optimistic with the future of both his new Drake low loader and the heavy haulage industry at large.

"The iron ore in the Pilbara is kicking hard at the moment. And we are all hanging on with Adani and its flow on effects. The biggest thing for the economy in general is we just

"SINCE I'VE HAD THIS BUSINESS, EVERYTHING THAT DRAKE HAS BUILT HAS GOT BPW ON IT. IT'S A KNOWN QUANTITY AND A SAFE BET."

ROBERT CAMPBELL, MANAGING DIRECTOR, SOUTHERN CROSS HEAVY HAULAGE.



Above left: Loading a Container on the Drake built low loader on BPW 8 stud 275PCD 19.5" drum brake fixed axles with OT heavy duty underslung suspension. (Supplied by Southern Cross heavy Haulage)

top deck while a longer building can also fit effectively, if its height is not oversize.

Ramps flip onto the deck, yet the versatile design was plotted with ramp props, allowing a building to sit on the bottom deck. And by poking ramps straight out the back of the trailer, which extends its deck length to 14 meters, the operator can overhang another building on the back end. Balancing out the rig to alter correct axle

had a fuel economy across the Nullarbor of 1.75km to the litre, which for heavy haulage is out of this world. We had it on one of our other trucks and we were doing 1.3km. And when we carted a loader to Kununurra it averaged slightly better at 1.85km. It's like nothing else really... we just keep it rolling.

"We've spent the extra money and put the BPW axles and suspension under it. Okay, it's more expensive today but we probably won't

need some rain, because ultimately when the farmers have got money, everyone has got money.

"It's early days with this new trailer but the numbers coming out at the moment are quite encouraging and I've already been talking with Drake about another one. In reality though, my kids will be able to use this trailer because it will still be running around in 25 years without a doubt."





EFFICIENCY GAINS

Hawk Logistics was started in 2011 by two friends, Amrit and Harmpreet who bought their first truck together and put it to work towing grocery trailers for one of the major Supermarkets. In just 8 years, the business has grown rapidly to a fleet of over 35 Prime movers and 20 rigids based in Truganina in Victoria and Griffith, NSW.

Words and photographs by Edwin Higginson

Through their focus on offering a flexible and honest solution, their work has grown from being a single tow operator to now working directly for major clients in the Poultry, Meat and Dairy Industries.

Wilander (Wil) Saldanha, Hawk Logistic's Business Development manager explains, "The majority of our fleet are semi-trailers with a couple of B-doubles, all specialising in refrigerated transport."

"We have two locations now. We started here in Western Melbourne before setting up a depot in Griffith to service one of our major clients running into Melbourne, across NSW and up into Queensland."

One of the recent additions to the Hawk fleet has been their first PBS-approved trailer, a new 26plt Vawdrey Iceliner freezer trailer. The new combination features a quad group of BPW axles with a forward self-steer axle that also lifts, controlled through the WABCO TEBS. This allows the combination to operate on the Level 1 General Access network for greater flexibility.

Operating under Higher Mass Limits (HML), the Iceliner can carry payloads of up to 28

tonne whilst maintaining temperatures as low as -28°C.

When asked why not another b-double, Wil said it was an easy decision. "Its much cheaper than buying two trailers for a B-double set, much easier to find a driver, cheaper to insure, register, maintain and better for access."

"It might not carry as many pallets as a B-double, but it is far more efficient particularly when you don't need to split the trailers to load them."

On entering their Victorian yard, you notice that Hawk run a wide mix of brands, both in Trucks and Trailers.

"Whilst growing, we have tried nearly every brand so we know how they perform in different jobs. We've had Kenworth, Scania, DAF, Isuzu, UD and Hino but now we want to stick with the two main ones that we know are good to run."

Wil adds, "The majority of our new Prime mover fleet are Volvos and Mercedes because we have good contacts at both dealerships in Laverton. Both CMV and Daimler Trucks offer great support with their new facilities which are just a few minutes away."

HAWK LOGISTICS • VIC

EFFICIENCY GAINS





“OVER 90% OF THE FLEET RUN ON BPW. WE ALWAYS SPECIFY ECOPLUS BPW AXLES WITH DISC BRAKES AND EBS. PETER HART LOOKS AFTER US SO WE HAVEN'T HAD ANY ISSUES”

**AMRIT SINGH –
HAWK LOGISTICS OWNER**



Hawk Logistics part owner, Amrit explains; “Starting out we would buy secondhand trucks but now we are getting good contracts we can invest in the new equipment that we know will stand the test of time.”

In terms of trailers, the fleet is a mix of Maxicube, Schmitz and Vawdrey, all fitted with double stacking bars as most customers require them these days.

“The Schmitz trailers have the bars that slide vertically in the walls into the roofs which are much easier for the drivers to use. We have also just ordered two FTE 24 plt trailers the same as they have a good reputation so we want to trial them too.”

However, when it comes to axles Hawk Logistics like to stick with the one brand, “Over 90% of the fleet run on BPW. We always specify EcoPlus BPW axles with disc

brakes and EBS. Peter Hart looks after us so we haven't had any issues.” Armit adds.

Wil says, “In the trailers, we also add Thermo King Fridges and install temperature sensors throughout the trailer along with door sensors to monitor the product at all times.”

“We don't put extra lights or shiny bits on the trucks, we focus on the driver for example we add IcePack air conditioners to our linehaul fleet to create a comfortable environment for the drivers. It helps when recruiting drivers too. We have 82 drivers now, plus mechanics and fleet washers but haven't had any issues finding good drivers this year.” Amrit explains.

“We also invest in technology, particularly with safety. Recently the fleet was fitted with Care Drive, an online monitoring system for driver fatigue, compliance and safety. It was sourced from Hong Kong where it is used

on the buses. We install two cameras on the external mirrors looking rearwards, then two in the centre of the windscreen with one looking forward and one towards the driver.”

“When parked, we can monitor the external cameras to see where they are, what is happening and record if there is an incident whether a driver is present or not. Whilst the truck is moving, we can then also see inside the truck from our office or on our mobiles.”

When looking at the expansion of the business in a relative short time, the next obvious step would be into offering Refrigerated Storage too.

Amrit agrees, “The future will be Cold Storage facilities. We want to offer the complete Supply Chain solution to our customers, both existing and new.”

MACTRANS HAS A TRUE CAN-DO ATTITUDE

Nigel McNamara started MacTrans in Tumby Bay on the Eyre Peninsula in the early 90s and his belief in never saying CAN'T has seen his business grow in Farming, Transport and now Earth Moving equipment hire too.

Words and photographs by Edwin Higginson



Nigel McNamara with transport and earthmoving equipment from his impressive fleet

The business is set on a picturesque 5000-acre farm just on the outskirts of Tumby Bay in SA looking out over the Spencer Gulf which explains why after years of travelling overseas in his early years, Nigel came back home to start work.

"I went to school in Tumby Bay and finished in Port Lincoln, then headed over to Canada and Europe when I was 19 for 15 months, to work on the grain and dairy farms. It was on this trip that I became interested in Trucks and Flying," Nigel explains.

"When I came back to Australia in 1990, I decided to buy my own truck which was an old 81 model VT Louisville out of Melbourne along with a trailer. I gave them a new coat of paint and added a new bunk to the truck then drove to Queensland to do the harvest run."

"They had a big Grain harvest in 1990 so I started in Emerald then followed the harvest down to Roma, Goondawindi, through SA and back home between September to December." Nigel adds, "I then headed back for the Cotton season in March and April around Mooree and Goondawindi."

It's not an easy life when you have a family

but the hard work paid off in the early few years and Nigel's can-do attitude has seen the business grow and diversify.

"In 1993 I bought a Grain farm on the Peninsula, spending half my time on the farm and the other in the truck and its grown from there. We've carted for most of the farmers around the region moving Grain and Fertilizer then progressed into Mining, adding more trucks and earth moving equipment as needed."

As with many farmers, flexibility and having a diverse income stream helps during the droughts, as Nigel says, "You can always take a truck to work but you can't move your farm to rainfall." But with the downturns seen in Mining, diversity is valuable in Transport too.

Nigel adds, "In 2014 we just finished sealing the road at the Peculiar Knob mine site when it closed and all of the Mine work stopped that year. Luckily, we were able to park the trucks in the sheds for a couple of years and focused on farming. Now we have over 100 head of cattle and 1200 sheep plus grow several types of crops."

The only downside to adding cattle has been

that Nigel now has little time to take to the road like he did in the beginning. "I let the guys do the trips away to the mines now and I just take the odd truck out for a local run when needed. Farm life is taking over with cattle needing a lot more attention now." When the farm looks out over Tumby Bay to the Gulf, who could blame him.

After the Louisville, Nigel changed over to a W model Kenworth in 1993 and has stuck with them ever since. Now MacTrans only run Kenworth T904s and T908s with Caterpillar engines and Roadranger transmissions.

With the aim to have the flexibility to take on whatever work is most pressing, the fleet can make up to six Roadtrains running flattops, water carts, drop decks, end tippers or side tippers. Work can be anywhere in Australia and for a variety of customers.

"We usually deal with Maxitrans of Adelaide so prefer to buy Lusty EMS end tippers then have a mix of other trailers, with over 75% of them on BPW and all with Edbro tipping gear. Anything we've had built has been BPW because of its reliability," Nigel adds.



CAN-DO ATTITUDE



Over the years, Nigel has also moved into Equipment Hire with a range of Caterpillar machines from the modern Graders with laser control systems, to Loaders and Skid steers which can be deployed on projects or hired out.

"We do all of the maintenance in house and have a drive through pit to drive a Road train straight over so it's easy to keep the gear up to spec. We also have our own sandblasting shed and paint booths so make sure all of our equipment is looked after."

The benefit of having a farm, transport and an equipment hire business is that you can keep all the staff employed 12 months a

year. "Many of our drivers are farmers or have a second trade like Machine Operators, Mechanics or Boiler makers so there is always plenty to do either at home or away on projects."

Nigel concludes by saying, "We aren't stuck with any one Industry so don't have all our eggs in one basket. We all work together in the region, with David Smith just down the road we all help each other out. Going forwards I can see that the highway work is getting ever more competitive so we are looking to invest more in Earthmoving equipment, along with Hay bailing, storage and haulage, including export."



**"ANYTHING WE'VE HAD BUILT HAS BEEN BPW
BECAUSE OF ITS RELIABILITY."**

NIGEL MCNAMARA, OWNER OF MACTRANS



MATERIAL SUCCESS

Words and photographs by Emily Weekes



Much like the earth it moves, Mulgoa Quarries is multi-layered. For more than 50 years, this family-owned business has been expanding and taking up new opportunities to diversify and meet the needs of different markets.

With over 100 personnel on staff, Mulgoa Quarries is known for its expertise in civil engineering, bulk tipper haulage, contract quarrying and waste transport management. While these niches are certainly related they also present different challenges and demand specific expertise.

Managing directors, Rob and Adrian Wearn took over the company from their late father and later their brothers who had stepped in to help, after their father was killed in an accident in 1986. Since then, Rob and Adrian have built a proud and multi-impact business in Sydney's industrial west.

The company has its roots firmly planted

in clay and shale quarrying, which Rob and Adrian's father, John Wearn mined in Mulgoa and Penrith from the 1960s, making bricks for customers such as Clark Brick, which later became Boral.

Even today, Mulgoa Quarries provides selective mining and stockpiling of over 1 million tonne of clay and shale per year in Sydney. The company has built up a fleet of tippers, dozers and scrapers to move the stock, clocking up millions of hours in a radius of far fewer kilometres.

Stockpiling – for the uninitiated among us – is like a geological lasagne made up of layers of materials that have been levelled and graded. The trick is to make sure the right tonnage

arrives on the right day and at the right time, how the layers interact impacts the colour of the bricks they create.

Rob started in the family business as an eighteen year old in the early 1980s, drilling and blasting – while studying a quarry management and surface-mining course. His brother Adrian, a recently apprenticed mechanic, joined the business soon after.

Most of the company's employees are long standing. Transport Manager, Jason Yates has been with Mulgoa Quarries since the early nineties, the company's Maintenance Supervisor, Cameron Coghlan came onboard in 1996. Both remain driving forces in the business.



MATERIAL SUCCESS

Today, 75 per cent of the company's work is in plant/civil/mining under Plant Manager, Warren Leahy. "So much of what we do is reliant on other parts of the business," says Rob. "We're one company but we really work together. Cameron might be servicing our trucks or helping Warren with a machine." With a new PBS-approved combination to maintain – a tri drive, two-unit tipper combination equipped with a lazy axle, BPW drum brakes with alloy hubs and ABS – both Adrian and Cameron were adamant the units were fitted with BPW suspension and axles. "When you have a growing fleet, you don't need any thorns in your side," says Cameron. "You need to know what you're dealing with, that you can get parts and that it's easy to services, which in turn, makes it easier to maintain a bigger fleet. That's why we've gone with BPW."

Adrian agrees. "When we moved to BPW it saved us so much trouble in terms of maintenance," says Adrian. "It made a really

big difference when we changed to BPW in 1987 and I feel the same today."

"As long as you keep the grease up," he says, smiling.

"We went through the trials and tribulations of testing out different products," explains Rob. "Something might look good but when you service it, it's shocking. Transpec and BPW have always been spot on."

The new combination came about after research into a range of options, knowing the company ideally wanted to achieve more weight and a bigger bin. "Having a bigger bin, another 3 to 4 tonnes, means we can do a three pass load potentially," says Jason. "It makes loading a bit easier too."

Mulgoa Quarries' fleet is treated with Quicksilver, a plastic liner that "gets the load out much safer and quicker," says Jason. "It fits on the floor and





“WHEN YOU HAVE A GROWING FLEET, YOU DON’T NEED ANY THORNS IN YOUR SIDE. YOU NEED TO KNOW WHAT YOU’RE DEALING WITH, THAT YOU CAN GET PARTS AND THAT IT’S EASY TO SERVICE, WHICH IN TURN, MAKES IT EASIER TO MAINTAIN A BIGGER FLEET. THAT’S WHY WE’VE GONE WITH BPW.”

CAMERON COGHLAN, MQ

rolls up the sides. It’s like another layer that protects the floor of the bins.”

“It also saves on hydraulics,” says Cameron. “Particularly in areas where you have to be careful with overhead limits, like tipping inside sheds. The loads come out a lot faster, with fewer stages of hydraulics in use. It’s important to be clean for the next job.”

Jason adds: “We’ve got jobs where noise is critical. We often need to be seen but not heard.”

The fleet travels as far north as Newcastle and as far south as Goulburn, but spends the bulk of its time in short haulage, stop start work, in and out of multiple plants in and around metropolitan Sydney.

The new PBS combination is equipped with a 5055AUS/AP fully automatic Ringfeder coupling unit. As Maintenance Supervisor, Cameron was keen to acquire the latest technology and test it out in what he describes as “arduous conditions”.

“I like that it’s heavy duty and fully automatic. That really suits our work,” says Cameron. “Warning lights in the cab tell the driver when it’s locked and unlocked, and there’s up and down air assist to make the process smooth and easy.”

When it comes to BPW, Cameron knows the product well. “Once you find something that gives you no grief, why would you change? The suspension is serviceable, you can easily

get parts and you are avoiding any further unnecessary headaches by using it.

For Rob, trusting his employees to make the right decision is fundamental to the success of Mulgoa Quarries. “You have to have faith in people. If these guys ever make a bad decision, I’d back them to the hilt – but they never would. We’ve all got the same work ethic and we’re pretty like minded.”

Rob’s son Matt has started in the business, carrying on the family tradition, and it’s likely his younger brother, Tommy will one day join him. They’re both experienced in different areas of the building industry, which seems like a great way to ensure this dynamic business continues to evolve.



L to R: Cameron Coghlan, Matt Wearn, Rob Wearn, Jason Yates, Adrian Wearn and David Luthy.

BUILT



ON DIVERSITY

Started back in 1966 by Rodney Quinn in Cleve, on the Eyre Peninsula in SA, Quinn Transport is now into its 53rd year and is continuing to grow through diversity. This has been a key ingredient to Quinn's success which is based in the middle of a rich Agriculture region that has experienced many draughts over the years, with the most recent finishing earlier in the year.

Words and photographs by Edwin Higginson



Rodney's son, Scott who now manages Operations reflects, "In the last Two years, parts of the Eyre Peninsula was in drought and from the 1st January this year to April we had just 7.5mm of rain, but luckily we've had some good rain since so it's looking promising for the year ahead."

On flying into Port Lincoln and then driving a short 150 kms to Cleve to meet the Quinn family, it's amazing to see how quickly the

Eyre Peninsula turns a beautiful green and why many push through the hard seasons to enjoy the good ones.

This unpredictability in farming is also why many need to diversify and now with over half a century in Trucking, Quinn Transport has built a strong business through diversifying their fleet to run Livestock, Grains, Bulk Products, Refrigerated, General, Mine material and now, also Waste Haulage."

Rodney started trucking in 1966 with 1 truck and we have grown from there." Scott explains, "We have diversified into cereal and grain farming as well as running the Transport business."

"My passion for the business started when I was 14, helping around the yard and dad soon had me driving a truck. Now I'm just a weekend warrior if drivers are away or something needs picking up locally."



BUILT ON DIVERSITY

Quinn Transport driver Zac

Today, Quinn Transport runs a fleet of around 25 prime movers and mix of over 100 trailers. Scott adds, "Over the years we have seen payloads of 55t, then 60t and in recent years we've increased productivity with AB-triples which were originally at 99t. Now with Higher Mass Limits (HML) we can cart 108t which gives us a payload of around 70t so we use less trucks to complete the task which is a good thing."

Quinn Transport also run a mix of contractors to help with the ups and downs, particularly during the harvests where they can add 35-40 Subbies. "If we have a big harvest, guys can come from all around Australia because we are usually one of the first regions to start. Drivers will come here for a few weeks, then head back to the South East, WA or QLD depending on where the harvest is next."

"We have a mixed history with trucks. We did struggle getting drivers into the cabovers so we mainly stick with bonneted trucks, being Western Star, Kenworth and Macks. All the new Cummins are rated at 600hp and have Eaton autos, whilst the Macks are 685hp and the Auto Mack M drive. However, Scott has recently had to





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SCOTT QUINN



look at a Kenworth K200 cabover for certain trailer combinations where they may have length issues. “AB-triples are 36.5m long, but if we want to put a longer Prime Mover on the front, we have to run with a permit at 36.8m but are forced to reduce our HML from 108t to 105t. This means our drivers have to put up with smaller sleeping quarters which isn’t good.”

When it comes to brands, Scott looks for those who can support him locally. “Cummins Diesel in Port Lincoln have been very good for us. Because we are remote, we need to be able to work on the equipment inhouse so we have the Cummins, Eaton and Mack software. We also get BPW product training onsite which helps us keep up to date.”

In terms of trailers, Quinn Transport has a very diverse mix in age and type. “We are always looking for good secondhand equipment because with the Grain Industry being so varied with the draughts, we need to be able to park our equipment for long periods of time when not required.”

“If we do buy new trailers, we’ll spec BPW. The oldest set we have is on a Freightmaster flattop that my father bought new in 1997 and it hasn’t missed a beat. Our fleet is probably over 50% BPW now, with the others being a mix of everything depending on what the secondhand trailers had fitted at the time.”

“Peter Hart has been instrumental in us buying BPW because he’s always on the phone looking

at how they can help so it’s why the last two sets of new trailers have all came with BPW fitted.”

One of the latest additions to the fleet are an impressive A-double set of Barker 45-foot Walking floor waste trailers, running on Eco Plus 3 axles. The trailers are performing to all expectations. They are currently working from Port Lincoln to Veolia’s Port Neill land fill site.”

Along with the new set of Barker trailers, Scott purchased a new set of Byrne Livestock B-double crates, also with the BPW Eco Plus 3 axles. Peter Burdon of Byrne Trailers put the wheels in motion quickly for the B-double stock crates so we weren’t without a set of crates, which suited us well. This came about because a farmer popped in and bought an old set on the spot so we had to replace them quickly, going with Byrne suited our operation.”

For the photoshoot, we caught up with one of Quinn Transport’s drivers, Zac whilst on a typical Livestock run from SA into Geelong with 85 head of Cattle aboard the new set of Byrne Livestock trailers.

Zac commented, “I’ve been with Quinns for a few years now and enjoy the mix of work. We can run Livestock Interstate one week, then run tippers locally the next but we always keep our own truck which is great when we want to look after them. I picked up this new Kenworth T609 nine months ago and have clocked up 150,000kms which has been great.”



STEERING FROM THE SOURCE

Established in 1988, on the family farm in Millbrook, Victoria, Black Mount is a successful family business that sources and transports natural spring water all over Australia. Today, the company runs a fleet of 30 purpose-built tanker combinations.

Words and photographs by Emily Weekes

There are two sources in this story – Tim Carey and his father Brian who established and manage Black Mount today; and the natural springs they draw from below. The business started in Western Victoria, with one tanker carting spring water to bottled water customers in Melbourne. The company's original water source, Black Hill is located at Millbrook in the Central Highlands of Victoria, approximately 16 kilometres from Ballarat. It produces water high in natural minerals and a highly sought after pH of 8.1 – which closely matches the analysis used by the Evian brand. This particular source sits above the water table and springs, literally, from the heart of a three million-year-old volcano in Western Victoria. It's pure, fresh and protected from contamination. As the Carey's put it: "the

water is purified by nature, you couldn't hope for a better design."

As the bottled water industry grew, Black Mount developed more water sources and expanded from one tanker into many more. Today the family business operates sources and transport across Victoria and in Queensland, New South Wales and Western Australia.

The fleet of stainless steel, food-grade water tankers delivers from 28,000 litres up to 56,000 litres.

"We cart around the country from rural properties so our tankers have to be able to adapt to off road use and rural roads, as well as on highways and into and around tight customer factories," says Tim. "We've expanded quite a bit over the years and we've got a footprint in all the main bottling states."

"Today we've got a mix of tankers from the original single tri-axle tankers to the 19 metre pocket B-double tankers, 20 metre B-doubles and 26 metre tri-tri B-doubles," he says. "Our latest are A-Double 26 metre tankers, carting up to 56,000 litres with a dolly and BPW steerable axles."

"They've been exceptional tankers in terms of increasing the efficiencies of our business and decreasing costs," says Tim. "We've been working with BPW from the very start. They've always been very reliable with their service, they're easy to get along with and their product is second to none in the market."

"The steerable axles reduce tyre wear and have been good at reducing wear on pavements too, which is important when we're going to local councils for permits."



Councils have all been exceptionally impressed by the performance of the steer axles and the lighter effect they have on the road."

All the A-double combinations and 20-metre combinations operate on the PBS system.

Chief Operations Officer, Michael McCarthy agrees: "Steer axles are very important for where we operate. We operate on relatively tight customer sites when we're unloading so the steer axle gives us significant flexibility in getting around those sites, but it also reduces the wear on the tyres as well as the road."

"We choose BPW axles and suspension for their reliability. In our industry there's always a bit of load movement, which can impact the control of the load, and then half the time we run empty loads," explains Michael. "We just find there's been less of a wear issue and

better performance on BPW axle sets."

Without a workshop onsite, Black Mount enlists BPW to undertake the majority of its servicing; each tanker has a quarterly inspection for preventative checks and one major upgrade each year in the off season.

"We're rolling this out nationally but we've been doing this in Victoria for the last 12 months. It's the way forward," says Michael. "We find BPW can adjust braking pressures and make sure we're optimising the wear on brake pads and that the axle sets are working the way they're supposed to do. We are seeing the benefits in reduced maintenance costs."

Spring water is a seasonal business. Over the summer consumer demand for bottled water increases as the weather gets warmer. As a major operator in the bottled water industry,

Black Mount delivers to large multi-national bottlers and supermarket labels as well as smaller, local bottlers.

One of its original customers, local company, Kyneton Mineral Water, has been ordering Black Mount spring water for over 30 years. Tim's father, Brian still manages the local Victorian sources, while Tim takes care of the national business. With 80-90 staff nationwide, the main office remains on the original family farm near Millbrook.

"With depots all over Australia, all of our employees are locals from regional towns," explains Tim. "That's what we do. We're country people and we like employing country people and working with local suppliers. We're very loyal to our suppliers and the likes of BPW who we've worked with for decades."

SHIFTING LOADS



Landscape material supplier, Wholesale Sleeper Co is based in Queanbeyan, New South Wales. Director, Murray Flakelar started coming to Queanbeyan from Junee as a 20 year old – carting and delivering railway sleepers on the weekend.

*Words and photographs
by Emily Weekes*



“For 20 years, we ran our business from the bush and would travel here from Junee every weekend,” says Murray. “My brother did that mostly, I was on the line doing contract work removing railway sleepers.” Today, Murray’s son, Brad works with him in the business he founded forty years ago.

“There aren’t many timber sleepers left on the rail tracks because most have been replaced with concrete sleepers for obvious reasons,” he explains. “Back then sleepers were 100 per cent of our business, now they’re probably five per cent.”

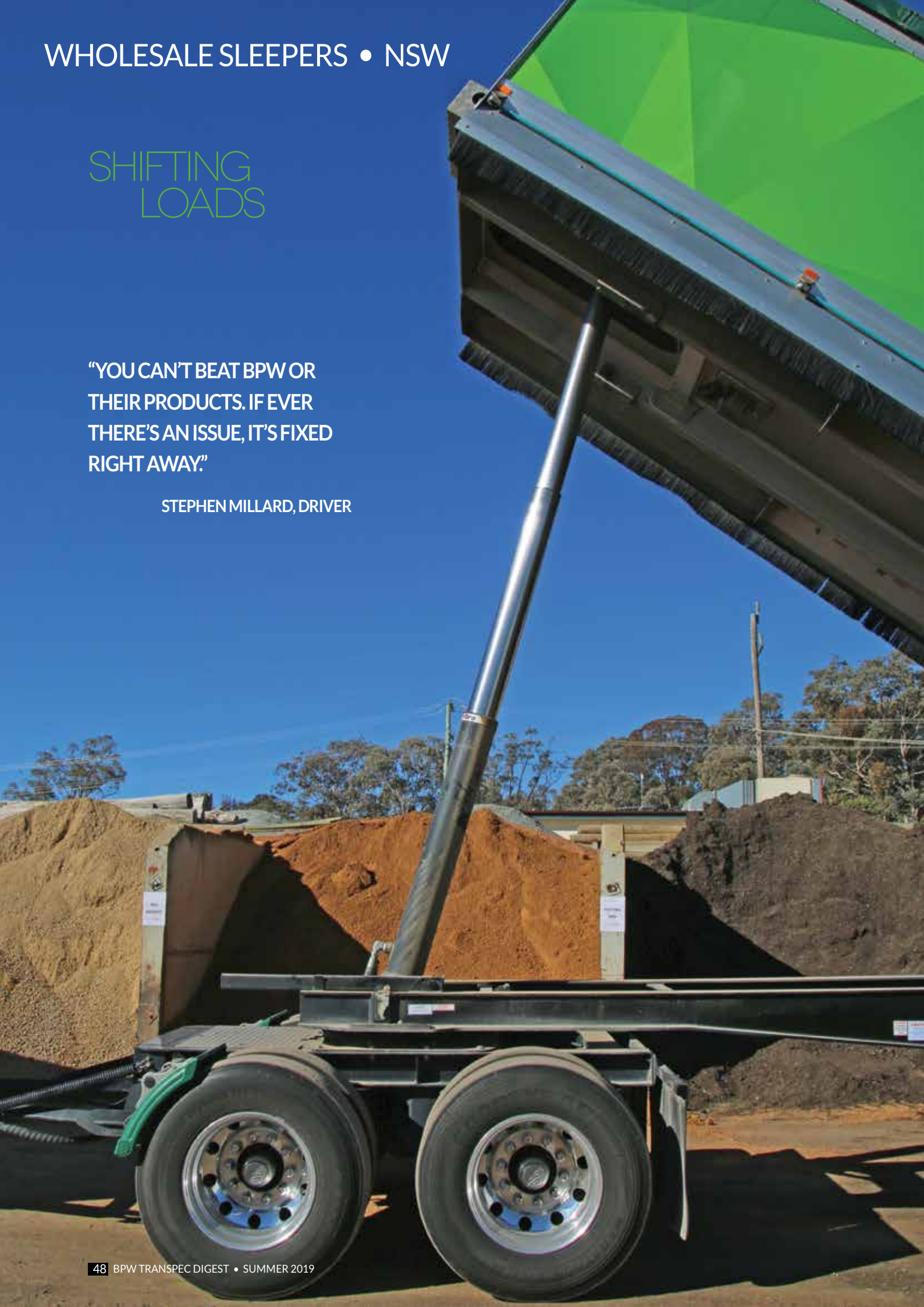
While Canberra locals needed retainer walls built before they could get development approval and move into their new homes, creating ample demand, eventually, Murray realised there was “more to it than just delivering sleepers.”

“I wanted to come to Canberra and build a business,” says Murray. “I didn’t know how it would work but I thought if I gave it a crack, it would happen. And it did.” Forty years later, Wholesale Sleeper Co is a supplier of landscape materials to commercial customers and backyard-hungry locals.

SHIFTING LOADS

“YOU CAN’T BEAT BPW OR
THEIR PRODUCTS. IF EVER
THERE’S AN ISSUE, IT’S FIXED
RIGHT AWAY.”

STEPHEN MILLARD, DRIVER





L-R: Murray Flakelar, Stephen Millard, Brad Flakelar

"Our retail customers tell us they come to Wholesale Sleeper Co because we're a one-stop-shop. We offer pavers, synthetic and rolled turf, mulch, soil and sand – and all the accessories to go with them," says Murray. The business services the Canberra and Queanbeyan areas.

"One day, my truck broke down and as I was being towed up past here [in Queanbeyan] I saw a sign on a gate that said for sale," says Murray. "I bought this site and we've been here ever since." For the first 20 years of business, Wholesale Sleeper Co loaded and unloaded the sleepers by hand.

"In those early days, we used to go to the railway line and bash the plates off, pick them up in a landcruiser and take them to a truck. Everything was done by hand. Then we heard of this invention called a forklift," laughs Murray.

Wholesale Sleeper Co still delivers and supplies railway sleepers – as well as

landscape products like mulches, pavers, soil and sand – but these days it's with the help of a modest transport fleet that travels throughout New South Wales and into southern Queensland.

All of their trucks are equipped with satellite tracking, which was installed as soon as it was available. "I love being able to tell customers exactly when they can expect a delivery," says Murray. "I can be overseas and still know where my trucks are."

The latest addition to the fleet is a tipper fitted with BPW axles and suspension, as well as Ringfeder trailer coupling system. As an experienced truck driver, Stephen Millard encouraged Murray to go with top quality trailer components, available from BPW Transpec, when building the new tipper.

"You can't beat BPW or their products," says Stephen. "If ever there's an issue, it's fixed right away." The coupling system is a game changer for drivers, particularly with

heavy loads. Fully automated, the Ringfeder coupling system allows drivers to un-couple trailers remotely and without fear or injury.

"You'll hear it click from the cabin – when it drops down, when you load it and when you unload it," he explains. The tipper has already done 180,000 kilometres in 14 months on the road. "It's been no dramas at all. It's easier and so much quicker."

The tipper carts everything from bark to cow manure. Today it's off to the National Arboretum Canberra – a 250-hectare site created after the area burned in the 2001 and 2003 bushfires, now home to 94 forests of rare, endangered and symbolic trees from Australia and around the world.

"Normally you'd have to muck around with the lever, and if it's got a bit of weight on the pin, you can't really manoeuvre it," says Stephen. Whereas now, the coupling system does it all by itself."



GROWING IN THE COUNTRY

GTS began back in 1980 in Mildura in North West Victoria as a family trucking business. From its humble beginnings, it has grown to become one of the Country's largest wine, beverage and primary freight distributors.

Words and photographs by Edwin Higginson



GTS Freight Management is now owned solely by Damien Matthews who bought the business from his family back in 2008. Since then, it has grown to include state of the art warehousing, property development and an ever-increasing fleet, now under the brand of G1 Logistics with the distinctive Black and Purple livery.

Damien recalls, "I started with the business 30 years ago when I was 18, working for my father Don who had half a dozen trucks and flat top trailers. There was no warehousing

in the day, we were just working in the dirt yards and out of a tin shed."

"I still have the Mitsubishi flat top I drove for my dad as I can't part with it." It certainly stands out amongst the pristine Black fleet that dwarf the little truck, but it still holds its own moving stock between the several warehouses GTS run in Mildura.

Known as the Mediterranean of the Outback, Mildura produces some of the Country's best grapes, wines and citrus fruits. With the growth of the region, GTS has grown too, by

50% in just the past three years alone.

Working closely with long standing customers, GTS has built state of the art facilities in the country town to ensure some of the finest wines are cared for at the right temperature all year round.

"When customers see our facilities in Mildura, they realise we are leading the Industry in many ways, particularly with Technology and Warehousing," Damien explains.

"Our new 10,000 sqm warehouse has





GROWING IN THE COUNTRY

Damian Mathews MD

automated forklifts running 24/7 so we only require four guys to operate the facility for loading and unloading trucks. It appears much quieter than our older sites but it is much busier. At night, we turn out the lights and lock up but the forklifts keep going."

Damien adds, "It was running at 100% capacity after just 5 months so we are already looking at building a second facility next door for continued growth."

G1 Logistics was formed eight years ago as the linehaul business that works solely for GTS Freight Management. "A lot of people questioned why we did it. But it's been one of the better moves that we've made to

separate the businesses. It reduced our total operating costs because we were able to see our true linehaul costs without the added burden of infrastructure."

The combined fleet now has 150 prime movers and 450 trailers between them, with G1 owning 80% of the fleet and climbing.

"Our Truck fleet continually changes because the tightening of emissions has caused challenges for manufacturers at different times. We are always looking for an edge so go with who has the best product at the time. The average age of our linehaul Prime Mover fleet is just 1.6 years and half operate on 4-year maintenance contracts."

"We've recently did a big deal with Penske for the MANs and some Western Stars. We also have Kenworth and Mack products too. All the manufacturers have dealerships along the road here in Mildura so we have great support."

When it comes to trailers, Damien's views are slightly different. "We put our energy into our trailer fleet, working with Vawdrey to design increasingly more efficient Tautliners, particularly with PBS. We find they are reliable and have a good resale value. They are good quality assets that we own so we have good equity in the business."

Damien adds, "It's the same with BPW axles,





“BPW AXLES ARE DURABLE, RELIABLE AND WE HAVE LESS ISSUES. EVERYTHING IS NOW ON BPW WITH DISC BRAKES AND EBS. BPW HAVE BEEN GOOD TO US OVER THE YEARS. IT’S A QUALITY PRODUCT AND THEY STAND BEHIND IT.”

DAMIEN MATTHEWS – GTS FREIGHT AND G1 LOGISTICS’ MANAGING DIRECTOR



they are durable, reliable and we have less issues. Everything is now on BPW with disc brakes and EBS. BPW have been good to us over the years. It’s a quality product and they stand behind it.”

The Fleet manager for G1 Logistics and GTS, Angelo Rodi agrees, “We are 100% BPW. We started with them in 2004 and have stayed with them ever since. We train our workshop staff twice a year with BPW and if we need a new mechanic trained Peter Hart will send someone from Melbourne.

This continued push for improving efficiency has seen the fleet move from 34 plt to 36 plt

straight deck tautliners, as well as a range of 4.6 mtr High Cube b-double tautliners with mezzanine floors operating under higher mass limits (HML).

The next step in productivity has come with the addition of an AB-Triple which joined the fleet in July 2019 to run between Adelaide and Perth.

The new 42-metre combination from Vawdrey offers 56 plt spaces to replace the 36 plt b-double that was running the route previously. As a Performance Based Standards (PBS) approved AB-triple combination, it has a Gross Combination

Mass of 108 tonnes and a 72 tonne payload.

Damien comments that, “Its working well so we are in the process of building another one that can work in with the existing AB-Triple running Adelaide to Perth constantly.”

To stand apart from the competition, Damien says its largely down to his staff, “We value our people and in turn they give exceptional customer service. We have very little staff turnover and many have worked here for 10, 20 and 30 years. We are a growing business and leading with technology yet we still offer a personal service to our clients.

WASTE HIGH

EnviroWaste uses Cargo Floor Moving Floor technology, sold and supported by BPW Transport Efficiency, to help build a 110 cubic metre refuse truck and trailer.

Words and photographs by Dean Evans

More than just a way to tip rubbish from a truck, BPW's Cargo Floor Moving Floor has enabled EnviroWaste to build a whole new design of larger, more efficient and cost-effective trucks.

As one of New Zealand's largest resource recovery and management companies, EnviroWaste's latest build has been ground-breaking.

"The Cargo Floor has allowed us to build this," says EnviroWaste Branch Manager, Gareth Stanley, who looks after the Palmerston North branch, one of 24 locations throughout the country. "It has some really good technology compared to the tippers."

The new EnviroWaste units are a pair of massive trucks and trailers, identical save for the tractor units, and specifically designed around the road regulations. "It's a nine-axle truck and trailer set-up," explains Gareth, using BPW axles and Knorr EBS. "The trucks themselves are tippers, and the trailers are fitted with the Cargo Floors. They are specific top-loaded rubbish vehicles, and handle

materials from the city, back and forth to a landfill."

What sets them apart is their physical size, explains Gareth: "Previously we were working with a unit around 72 cubic metres and 20 tonne payload. We're now at 110 cubes for the truck and trailer, and a 30 tonne average. The key is the walking floor - we would not even be at 100 cubes without it; we've got more tonne and more volume, which is key in our industry."

"You can't tip a trailer of that volume, from what we understand, no matter how good the operator", he explains. "In the rubbish industry, you get everything - there's no way to get consistent loading, like you get with grain or chip, for example, which allows you design your truck to suit. So you need a fair amount of volume to go with the weight. We've got up to 34 tonne payload, but we've got the 110 cubic metres of space to allow for that."

"The trailer is so long, it's pretty much the maximum allowable length, and if there's a

problematic load that can't be easily recycled, or construction materials or leftovers, they take up space but don't increase the payload weight, so we've got the volume to account for that. We aim to get them moving out around 30-32 tonne each time, with a bit of leeway, just to be safe."

"With tippers you can't get too big as they're a hell of a long way up in the air - there can't be any hangs, which can be quite dangerous. The walking floor means no tipping for the big load."

Licensed and permitted for 58 tonne over a specific route, the two trucks run the general rubbish from the Palmerston North depot out to a landfill 4-5 times a day on a two-hour round-trip.

Adds Gareth: "They quite often go out reasonably full because with the loading, it's not just pick up and chuck it in: they'll put more solid bits of material, such as pieces of iron, or long wood on the floor as it creates a foundation and helps the floor walk, then put the other light stuff on top, like rubbish





bags. This puts weight on it and settles it, then they'll top-load the rest with the light and fluffy stuff, like pink batts and mattresses and bicycles... so it works out well. If we just put in residential rubbish bags, for example, we'd be at 70 tonne just like that, so it's a bit of a balancing act."

The ejection part is made easy with the walking floor, explains Gareith: "The guys back the trailer over the tip face and use the controls on the front of the trailer to activate the floor, and effectively 'poop' the rubbish out; then he parks up the trailer and does the truck - and it all takes around 20 minutes.

"We're also impressed we haven't had much damage," he adds. "I was sceptical when we first got them, as you're loading from height. The guys put their grab into the trailer to minimise the drop, but there are still heavy items that get dropped - we haven't had any issue with the floor, which is really good."

The other advantage is the ability to catch up easily, explains Gareith: "If we have an issue with the truck going out for service, or wind at the landfill and they close it, whereas we

used to be in dire-straits with the smaller rigs, because of the new 34 tonne payload, we can put on a Saturday quite easily - it's much less stressful to keep the rubbish moving, especially in our environment when the Palmerston North city has grown around the transfer station, so we need to keep it rolling so it's not sitting around."

Total time efficiency is the net result, with Gareith offering some insightful metrics: "It's like a two-hour round trip; we'd do around 160 tonne a day on the old rigs over eight runs. We now do that in five runs, and we're easily saving around 30-40 minutes for a round trip, through the size, ease of loading and unloading, and even drive-time with the big rigs.

"We would have had to limit it to about 92 cubic metres if we'd stayed with conventional tipping," surmises Gareith. "And [to meet current regs] we can't really make them much bigger than 110 cubes, but the technology like the Cargo Floor system enables us to max out - it's been really great for us."



Above: Large 110 cubic metre capacity is made possible by the BPW Moving Floor, enabling the unit to do things and go places during wild weather that conventional tippers could not. Cargo Floor's Moving Floor system is a simple but ingenious design, moving two of the three legs at a time, controlled by underfloor hydraulics.

Below: Unlike conventional tippers, the Moving Floor enables the load to be ejected easily without having to raise and tip the bucket. Though operators do their best, sometimes heavy items are dropped onto the Moving Floor, but damage has been minimal over the two years of use.



THE PRESSURE OF BEING A 5-STAR OPERATION

RELIANCE TRANSPORT

Words and photographs by Dave Mcleod



When it comes to wharf cartage and transporting full truck loads around the Auckland metropolitan area, 60-year old transport company Reliance Transport may well be considered one of the veterans of the industry but when it comes to the way they manage their fleet and technology, their focus is firmly fixed on the future.

“We’re aiming to run 25/8, with 100% efficiency and zero downtime!”

Exclaims Reliance Transport’s Group Manager Mark Darrah with a bit of a smirk. It may seem a bit of a joke but the underlying sentiment is well and truly there. It’s already a business that runs around the clock, every day of the week but he feels that there’s plenty of room to grow and probably not in the way you’re thinking.

“We’re getting growth through utilisation,” he says “we’re going for a very lean fleet, reducing the operating costs and upping the efficiency of the systems. To do that you’ve got to upgrade your technology and your fleet.”

Reliance runs a fleet of thirty trucks with fifty trailers and according to Mark, by March 2021 their trailer fleet will have an average age of four years while their truck fleet will have an average age of two.

From an outsiders point of view, the workload appears pretty simple. They work short-haul in the ‘golden triangle’, moving 44t loads between the Port, Airport and Wiri (South Auckland), however, it’s not that easy on the fleet.

Reliance Transport’s Operations Manager Grant Darrah joins the conversation. “It’s stop/start, start/stop all the way, so it’s quite a heavy-duty application that we’re driving. We don’t have a problem with engines, it’s all clutches and brakes. When you’re loaded, stopping and starting is about the worst thing you can do.”

With such relentless demands on their equipment, Reliance are keen to be maintenance-free, they have embraced Euro 6 trucks and keep on top of the latest equipment advances.

“We went with Daimler and that means 60,000km servicing and using less adblue. It’s the same with the axles and technology, there’s a reason why people scratch their heads and design a better axle. With every BPW axle that comes out, the new version has a better service interval than the last,” says Grant.

According to the Darrah’s, these the just some of the benefits of keeping your fleet upgraded, but there’s been another one too.

“August last year, we got a 5-Star operator rating. One of the keys to getting it is not having a problem with your braking and



other bits and pieces, we're favouring more trailers than trucks so it's having that ability to get through COFs and maintain yourself on the weighbridge with load sharing suspension. If you have a problem with pre-checks they look at you more. Now, with the 5-star rating, we're left alone, that's one of the points, the more stars you get the more they leave you alone. The better you get, the better you stay," says Grant assuredly. And better they are getting. The story with Reliance is all about moving to new technology. New trucks are getting smarter as they go, but having the ability in the truck to hook your trailer in and get all the

information out is, as Mark Darrah says, "the promised land"

Mark continues. "We never really know what's in the container until it's on our lorries. You've got the AS1418 safety systems that can measure the loads off the swing lift arms but you can now integrate it all. It's the convergence of all this data and telematics coming in. You know what the axle weight of your truck is and our driver, when they get a container on, knows if they can get past that weighbridge or not. So you're integrating that trailer stuff with the platform of the truck without buying any aftermarket load scales. Now we can do it all from the steering wheel and dash. The driver can bring it up without getting out of the truck."

His brother Grant agrees. "We're doing the same thing with the Knorr Bremse Tyre Pressure Monitoring System. The biggest things we have to manage is tyre pressure and axle loads. So this next level of BPW/Knorr Bremse stuff talking with the next level of the Daimler product is excellent."

"It identifies a fault with the tyre before it goes flat. The trailer we had set up a month or so ago had an issue with the tyre, the

system detected that it was going down, it was only 80psi rather than 100psi, it set an alert off. So we were able to get the trailer in, get it serviced and get it sorted before it actually went flat. Whereas with another trailer, if the tyre goes flat, it's ruined."

Grant expands on the problem. "You take a single tyre on a trailer that's 12m behind you on the left-hand side, you can't see it. If it's going down, it's going to go flat, you're going to wreck the tyre. And at \$1000 a tyre... The Knorr Bremse system was easy to install too, a piece of cake. We're in this 24/7 market, so the uptime is paramount."

"Sometimes the boys will park a truck up and when the next shift comes in, if they've got a flat tyre, they have to waste time fixing it. Whereas, if it has the monitor on it, you can get it turned around and sorted quickly and easily and get back on the road."

Continual focus on creating a lean fleet of smart, well-connected, reliable trucks and trailers has been and will be the key to the success of Reliance Transport, we're not sure they'll attain their 25/8 goal but they're certainly a 5-Star Operator that (now) knows how to handle the pressure.

GRAPE EXPECTATIONS

Words and photographs by Edwin Higginson



Fiona Cordoma with Warren Emonson and the LRT team

LRT/VCT is a family business now in to its 42nd year and second generation. With a team of over 100 employees, the business transport grapes and fresh fruit from the region around Mildura, to tables across Australia and the World market.

The business started with just two Kenworth trucks in 1977 under the name of Cordoma Brothers Transport (CBT), which included Louie, Joe, Mario, Ross, John and Frank.

Initially, the business was formed to transport the family's own grapes to markets in Sydney and Melbourne but soon expanded as other fruit growers began to use their services.

Based originally in Robinvale Victoria, in 1984 the business bought a second depot in Irymple just outside Mildura in North West Victoria, a region renowned for its grapes and fruit.

In 2004, the brothers took on various roles on properties with farms located in the heart of the Sunraysia region spanning along the Murray River. Then in 2007 the next generation changed the Transport business' name to LRT/VCT, representing Vince

Cordoma, son of Louie (VCT) alongside Dean Leslie, brother-in-law (LRT)

In recent years, Vince and Dean have taken the great foundations laid out by the Cordoma Brothers and have continued to grow, adding new facilities and an ever-increasing fleet.

Now with over 45 trucks and 70 refrigerated trailers, the business transports fresh fruit daily into Australia's major markets and distribution centres across the country as well as an increasing volume for refrigerated container export.

One thing that hasn't changed over the years is the family's love of Kenworth as can be seen with the photos.

LRT/VCT's Maintenance manager, Warren Emonson explains, "All our linehaul trucks are Kenworths. We have K200, T909, T610, and



T409, all with Cummins and Autos.” The fleet looks to continue growing too. “We have recently added another five T610 and a K200 in the last couple of months.”

Some of the fleet can be seen with either LRT or VCT, plus a handful with a key customer’s livery however Warren sees they are all under the one umbrella. “They are all looked at as the one fleet, covering 45 trucks today with rigids and prime movers. Then we have over 70 trailers with a mix of refrigerated trailers, tautliners and refrigerated containers.”

Along with the expanding fleet, LRT/VCT continue to invest in their infrastructure with a major facility upgrade only recently being completed in their main Irymple depot.



“WE MAKE SURE OUR TEAM GETS BPW TRAINING ON WHEEL BEARINGS AND SUSPENSIONS, THEN WE ARE ABOUT TO START EBS TRAINING TOO.”

WARREN EMONSON - LRT/VCT MAINTENANCE MANAGER.





GRAPE EXPECTATIONS



As well as new offices and refrigerated storage, the business has also added a new workshop and drive through wash bay to keep the fleet in pristine condition.

Warren adds, "All the maintenance is done by ourselves with our team of 5 mechanics, both trucks and trailers. With the new Workshop it will give us two bays each with 40 metre pits. These will let us split the b-double to service the entire unit at the same time whilst in the comfort of air-conditioning."

"We make sure our team gets BPW training on wheel bearings and suspensions, then we are about to start EBS training too."

The trailer fleet are a mix between FTE and Graystar for the refrigerated trailers, and Freighter takes care of the curtainsiders and skels.

Warren adds, "They all come with BPW and Haldex EBS because they are durable and

reliable. Being a mechanic over the years, I've had a long relationship with BPW so I know the products and they are built tough."


One of the most recent additions is a brand new 26 plt Refrigerated trailer from Graystar that will be towed by a new Kenworth T610 day cab. Running under PBS, the lead axle both steers and lifts automatically when the EBS deems it to be within legal limits.

"The truck will be running under PBS and HML so the steering and lift axle will be a great benefit on the quad set, particularly with turning."

As the business continues to pride itself on a trusted reputation with unparalleled customer service, the owners believe that they are "Big enough to handle. Small enough to care."

Warren sees it too, "The Family takes pride in what they do, it is always growing. The region is growing and we are growing with our customers."

MOVING WITH THE TIMES



Situated 35 kilometres northwest of Wollongong, New South Wales Churchill Freightlines is a family run business that's keen to make the most of a new PBS-approved 26-pallet refrigerated combination.

Words and photographs by Mark Pearce

Based in the Wollongong area with a depot in Appin, Churchill Freightlines has been in business for 22 years under the leadership of Jason Churchill, who has been in the industry for 28 years, and his wife Tanya. They started their own business in 1997 after Jason learned the trade from his father.

"Dad ran a transport company which predominately transported refrigerated items such as orange juice and dairy products during the 70's and 80's," says Jason. "Later in his transport career he moved into carting steel out of Port Kembla."

That's when Jason began working for his father until he started the business. When they began in 1997, Churchill Freightlines

carted steel and general freight with flat tops and tautliners. They then migrated into refrigerated transport in 2009 where they introduced the BPW product to their fleet.

Today, Churchill Freightlines predominantly operate 24-pallet refrigerated vans, transporting chilled and frozen dairy products and fresh produce out of Melbourne, Brisbane and Sydney, as well as fresh produce out of Southeast Queensland and Victoria.

Jason and Tanya run the business together with their two daughters, Hallie and Libby, who are enlisted to wash trucks and run media platforms. "Having two daughters is a good thing, I don't have to buy them a truck," says Jason with a laugh.

Until 12 months ago, Jason was driving for the business while managing operations on the road, and overseeing 9 to 10 drivers. "I still do a bit of driving, it's good to keep your hand in," he says.

The business recently invested in its first PBS-approved, 26-pallet refrigerated van from Lucar Cargo Vans in Victoria.

"We already have three Lucar 24 pallet vans on BPW, which have proven themselves in both quality and reliability," says Jason. "We're transitioning from tri-axes to quads and drums to disc brakes. This is the first 26-pallet van, which is a PBS combination, so that's new for us. We're lucky in that all of our prime movers can go in front of this trailer too."



Jason and Tanya Churchill



With standard tri-axle suspension, the business could only transport 22 tonne loads, while this new quad-axle BPW suspension combination will allow for 27 tonne loads.

While the 20-metre 26-pallet combination is becoming common, the shift in running gear is something of an experiment for Churchill Freightlines. "I don't know how the disc brakes will last compared to drum. I can't fault the drum brakes. They usually do up to 1.5 million kilometres before I need to re-line the brake shoes."

"With the longer trailer though, there's extra weight that needs to be carried and extra axles too, so we're trying to keep the weight

down by moving to disc brakes," says Jason. "But really, this combination is the future, so I'm keen to give it a go and get a comparison."

Not afraid of new technology, Jason says, "Everything within the business is moving this way. All of our trailers and prime movers are electronically tracked, with all the bells and whistles needed for compliance."

Choosing BPW for this new combination, in contrast, was not a new decision. "We've had other suspension over the years and I just can't find any type of combination that works in our application better than BPW," he says. "It just lasts."

Jason manages the workshop onsite, 90 per cent of work gets done in-house, as well as operations for Churchill Freightlines. "I just use genuine BPW brake shoes and parts when needed, combined with regular servicing, you can't go wrong," says Jason. "You just don't have issues with BPW running gear."

Jason bought his first trailer on BPW axles in 2009. "It's probably done 2.2 million kilometres with only one brake lining change and still has the original brake drums," he says. "All of our work is on the highway and fairly straight forward, so the gear just lasts and lasts."

TRANSITION TO PROMINENCE

From the golden era of cross-country horse logging to carting wood chip residue with the contemporary Cargo Floor system, the Gibbs family has endured almost one hundred years of prominence working in the New South Wales' timber industry.

Words and photographs by Mark Pearce



One of six Barker trailers at BWG Haulage, equipped with the Cargo Floor CF500 system running on BPW AL2 suspension and EcoPlus axles, including a dual booster front lift axle.

Oberon's logging industry in the Central West region of New South Wales is a major employer for the local community, providing work for one fifth of the town's small population. And it's been this way forever in a day, thanks to Radiata Pine. Radiata was originally imported from the central coast of California and Mexico and planted throughout the Oberon Shire during the Great Depression [1930's] for its fast-growing attributes in the southern hemisphere.

At that time, a man by the name of Frank Gibbs came down the hill from Mount Victoria on his horse and dray. With chains clanking, leather squeaking and hoof clatter, Frank settled in the township of Oberon to plant pine across the steep mountains surrounding the central tablelands.

Frank's son, Ken Gibbs, became one of the first men to own a log truck in the region but the Gibbs' timber business began long before

trucks could be readily acquired.

Likewise Ken's son, Bruce Gibbs, has found his vocation in the local industry where family memories reach back to the beginnings of the long and winding Australian timber-getting history. Sitting at his office desk in the Oberon depot, Bruce recalls what it was like when his father started transporting timber.

"I remember when I was a young fella my father had draft horses towing the logs with chains through the highlands. The government used to give him 'harvest leave' from the Airforce, where he would come home for a couple of months, and after harvest, it was back to war. Once the war ended, he carted hardwood, then in 1955 he began carting pine - the year I was born."

To cart timber to the local mill, Bruce's father went from chain-rattling horse-drays before the war to purchasing log skidders after the war; a big jump in transport technology. That equipment helped the family gain momentum

and brought with it the industrial revolution to nearby rural townships.

Bruce is no stranger to driving log trucks, he was behind the wheel from his teenage days in the 1970's and has much experience using bush machines with hydraulics. Today he owns BWG Haulage, named after himself and wife, Wendy.

Even though the logging industry has been through a series of highs and lows, Bruce and Wendy have carried the family tradition into the 20th century. Perhaps the most prominent example of technology that has transformed their business is the Cargo Floor moving floor system in their fleet of trailers.

"I went out in my own in 1997 running interstate trucks and I then got back into the business in 2005," Bruce explains.

"We won a contract to cart chip residue from the saw mills to two other plants in town and one of the reasons I now have six Cargo Floors is because we can accomplish the job

quickly with no maintenance issues. The turn-around times with the moving floor helps us knock off early some days and we don't have to worry about someone else unloading the product. The operator hits a button and away we go. Physically, it's not demanding at all."

Two of the six Cargo Floor units each transport 10 loads a shift, unloading and loading sawdust 24 hours a day, achieving anywhere between 80 to 100 unloads a week.

Initially, Bruce wasn't overly enthused to purchase a trailer with a moving floor, however BWG needed a machine for the Oberon mill contract and Barker Trailers presented him with a 45-foot trailer, equipped Cargo Floor CF500 system running



Bruce and Wendy Gibbs outside the BWG Haulage depot in Oberon, New South Wales.



Scan to read more about the Old Draft Horse logging days.



on BPW AL2 suspension and EcoPlus axles, including a dual booster front lift axle.

What quickly emerged was the realisation of a lower cost transport operation to deliver 220,000 tonnes of woodchip a year to local mills and 30,000 tonnes of sawdust to garden supply centres and chicken farms. And since he purchased his first trailer in 2006, Bruce has acquired five more Barker Trailers, all equipped with the Cargo Floor moving floor system.

"The two trailers unloading 80 times a week worked day in, day out for six years before I fitted them with new seals," Bruce says. "Apart from that, I have put some new bearings in them but the pumps for the floor have never been touched because we spend the money on the filters. If you keep those filters clean, the hydraulics will last forever."

The Cargo Floor aluminium floor profiles are supported by hard-wearing, plastic bearing strips.

"The bearings on the Cargo Floor is the best bearing system I've seen. They're wider than other brands and therefore they don't wear as much. The biggest cost of this business is maintenance and there's very little of that with the Cargo Floor and the BPW product," he claims.

"You can't get a better benefit than 'next to no maintenance'."

Under the weight of 24 tonnes of woodchip, the axles on the Barker units hit the brutal



New South Wales roads hard; be it bouncing around on local gravel amid the far-flung timber tracts, or hauling loads to Sydney city via the Bells Line of Road – a 60km alternative mountain crossing to the Great Western Highway.

"Our family has had BPW axles on trailers since the early 1970's in the logging side of the business," Bruce declares.

"I've learnt with BPW you hardly need to do a thing, except adjust the brakes every now and again. Those six-year-old trailers – I've never touched the brakes. The trailer running into Sydney is a three-year-old and I haven't needed to touch the brakes on those either.

Industry products are just improving all the time; the technology, particularly the trailer and equipment technology is advancing all the time and BPW seems to be on top of it!"

Wendy, who looks after the all-important incomings and outgoings for BWG, sees the small family business and local logging industry she knows so well as a lifeline for many communities around the forestry region, which makes up about one third of the New South Wales million-acre plantations.

Indeed, the original motivation behind Bruce and Wendy's decision to go into business using Cargo Floors was a selfless impulse; from their point of view, it was essential to keep the local mill running. As Wendy told us:

"It has such a huge benefit to the community with so much employment, and a lot that goes back into the community as well. Everything we do is for the local people. It's the best place to spend your money. We see this industry as an integral part of everybody's every-day lives, and we are very proud of what we do."

CELEBRATING 35 YEARS OF SERVICE

Words by Mark Pearce

The year 2019 marks the 35th Anniversary since Followmont Transport was established back in 1984, when it delivered magazines out of a small office in Stones Corner, Brisbane.

Since then Followmont has kept a steady momentum, relocating their head office facility to Eagle Farm, transitioning into a company who builds their own depots to specification, and more recently, acquiring Towers Transport, which has helped develop their presence in New South Wales.

Today, Followmont Transport is led by Managing Director, Mark Tobin who maintains his drive to push the business to new heights.

"Our main achievements along the way have been the \$13m investment of our own money into building the Rockhampton depot, and secondly, never losing a customer to bad service. It's really been about earning the respect of the transport industry over the last 35 years through hands-on relationships," Mark declares.

Having grown to a team of 850 staff, 1,000+ vehicles, and an extensive network of depots and local contractors who service Queensland and New South Wales, their success has been built on remaining a passionate family business, 100% dedicated to their customers, their people and suppliers.

BPW presented a 35-year commemorative plaque to celebrate the occasion, which was a major surprise – Mark explains...

"Having one of our most trusted suppliers' hand-over a plaque was definitely a big surprise. We have been dealing with BPW for over 30 years now because their product is second to none. BPW also aligns with our purpose and values."

Apart from their own celebrations that marked the occasion in April 2019, the Followmont milestone was an ideal opportunity to recognise all who have contributed to the company's success over the journey, including BPW Transpec.

"We would like to thank every member of the BPW team for their continued support over 35 years. We rely on and choose BPW products to get the job done and the team has been with us through every step of the way," Mark says.



BPW Brisbane product consultant, Geoff Huddy and BPW Transpec Joint Managing Director Stefan Oelhafen handing over the 35-year commemorative plaque on Friday 14th June 2019 to Followmont Transport managing director, Mark Tobin.



Special logo signage on a B-double Vawdrey fridge van, delivered to Followmont Transport on behalf of BPW Transpec Brisbane.



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