



Reliability is everything for Pacific Trailers

A shiny new 33-metre A-double car carrier is going to hit the Tasmanian roads soon. Custom-built to meet Performance-Based Standards requirements, the new combination was manufactured using BPW drum brake axles and suspension – a combination trusted by North Geelong-based Pacific Trailers for over two decades.

Nearly six months before the Covid-19 pandemic began, Mark Brandimarti had hung up the boots and retired into a life surrounded by loved ones and surfing – not necessarily in that order. He was proud of his legacy as a car carrier trailer manufacturer – a feat he started under his father Fernando Brandimarti’s able wings. The father-son duo worked hard to set themselves as one of the most well-respected car carrier builders in Australia under the Pacific Trailers banner. It was probably this reason that Mark started to get calls from old and new customers to ask if he could still make this specialised equipment for them. He decided to ride this fresh tide, having found his mojo back.

Since then his team has already manufactured 27 trailers. Their latest one is a fiery red 33-metre A-double designed for a Tasmania-based civil

construction business. The A-double trailers with a dolly in the middle is the first Performance-Based Standards (PBS) combination built by Pacific’s team.

“We’re very proud of the combination,” Mark says. “It was our first PBS venture; the possibilities with PBS are amazing. I call it the Wild West. If you can think of it, and if you can prove it works, you can build it. We got this one to 33 metres but pending approval we can go out to 36.5 metres. It’s an amazing time in Australian road transport.”

Mark’s father passed away five years ago, but Mark believes he would have been incredibly proud to see his grandson, Nicholas, join the family business. He hopes one day his two daughters will join too.

Nearly 25 years ago Mark and Fernando decided to go from being ‘jack of all’ to becoming ‘master of one’, and that was

building car carriers. The business has manufactured nearly 320 trailers since then. Out of those, 270 trailers have had BPW axles and suspension.

“Back in the day BPW set a benchmark for quality products and excellent customer service and nothing has changed till today,” Mark says.

“They make a great product and stand behind it 100 per cent. Even though we’ve had minimum issues so far, I know I can trust them if any of the trailers have a problem anywhere in Australia.

“They took very good care of us during the unprecedented times of Covid. It was an incredibly tough time for them to be able to continue to supply us and keep us going. I’m a small builder compared to many others in the industry but the BPW team are incredibly good to me and I don’t forget that.”

The Pacific Trailers team mainly uses

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BPW drum brake axles and suspension, and market-leading tyres. Mark’s customers tell him that the trailers ride very well with these combinations. His team uses local suppliers and sub-contractors in Geelong for a majority of the trailer components, choosing quality, Australian-made components.

“We want to build a trailer that is reliable and offers excellent longevity,” Mark says. “I recently spoke with a customer whose trailer has done 750,000 kilometres and only now needed a bearing re-pack. He’s still using the original brake shoe lining and reckons it will go on for a million kilometres before needing a replacement. I asked him about the trailer itself and he said that it doesn’t cost him a thing other than regular servicing. So when we use quality axles and components, we are able to manufacture trailers that are reliable.”

Mark is incredibly proud of his small team. One of his old customer-turned-team member, Jason Crawford, and his wife Andrea Crawford, had brought in wealth of hands-on knowledge in the car carrier trailer space.

“Jason and Andrea’s years of experience in application of these trailers has been indispensable,” he says. “Their feedback has been priceless. I’m fortunate to have a strong team of people working with me.”

Mark’s wife, Carolyn Brandimarti, and father-in-law, Stuart Boreham, have been by his side throughout his business journey. Mark worked as an apprentice in his father’s workshop all through his twenties and into his early 30s. That solid foundation, combined with an eye for using quality components are two aspects he credits to having made it successfully in a highly competitive road

transport manufacturing industry.

“My amazing apprenticeship with my dad gave me an incredible knowledge of what you need to build a good product,” Mark says. “I knew all the other components I was going to use, and I knew BPW was always going to be a part of it. That’s how we came about building a trailer that was bulletproof. Reliability is more important to me than anything else, especially in a cutthroat industry. If the trucks are not moving or are in the workshop all the time then you’re not making any money, no matter how good the technology you’ve got. As far as that goes, reliability is everything.”

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