

BPW DIGEST

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

SUMMER 2018



WELL FED

Hingston Transport has carted livestock in Tasmania since 1948. Today, second-generation owner, Kerry Hingston is tentatively contemplating retirement. He's confident his sons, Marcus and Nick can more than manage the livestock and dairy haulage that's become their core business.

Story page 24



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From the Joint MDs



Please find our summer Edition for the Australia and New Zealand BPW Digest. This last half of 2017 has seen a resurgence in growth in the industry with total heavy vehicle registrations substantially up. We at BPW Australia and New Zealand have been encouraged by the plans for expansion from a number of our loyal customers and the outlook is positive for 2018.

BPW Transpec has continued to support the industry through its association with the ATA and the two major events held this year being the Trucking Australia convention in June and the Technical Maintenance conference in October. The industry's thirst to stay ahead and well informed has meant that our national training calendar is heavily booked, customers taking advantage of both the BPW inhouse sessions and those in selected customer workshops nationally. The customers who have attended BPW Transpec training in Melbourne in the second half of the year also have had the benefit of a site tour and can see first hand the technology improvement to our axle assembly process with the installation of the electronic torque tool. A joint collaboration of BPW Australian and German engineers with the German equipment manufacturer Bosch.

The articles in this magazine have some important messages to make. The customers share in common the need to have confidence in their equipment and be left to run their businesses without unnecessary distractions. They are looking for reliability, ownership and the commitment of their suppliers to help them innovate. We hope you enjoy the content of this edition and wish your families and businesses a safe break and a prosperous 2018.

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LANDSCAPE



Welcome Stephen Chalmers

We welcome Stephen Chalmers to position of National Aftermarket Manager reporting to the joint Managing Directors. Stephen brings with him many years' of experience in Original Equipment Parts Sales in both automotive and heavy truck along with a thorough knowledge of the Australian Transport industry from his previous roles with PACCAR and Penske Commercial Vehicles.

Congratulations **Ivan Pawlisz**

Ivan began at BPW Transpec in the position of Storeman Receiving in 1967 and has worked in various roles within the company over the years. Ivan has been in the Spare Parts Department for the past 22 years and those who deal with him regularly would know of his vast knowledge of BPW Transpec products, and his beloved Collingwood football club.

We congratulate Ivan and thank him for his valued contribution to the company over the past 50 years.



Zagames

For the past five years BPW Transpec employees, customers and associates have been participating in the Zagame Automotive Group Ride around the Bay event. On October 8th they joined more than 10,000 riders on a well-organized and fun morning riding 130km down the Mornington Peninsula and back. This year was the 25th Anniversary of the event which raises money for The Smith Family Charity. Congratulations to all of the participants.



Below L-R: Anthony Robertson (Wickham Freightlines), Peter O'Malley (BPW Transpec, Jackson Heil (Hercules), Wayne Bailey (FTE)





LANDSCAPE

Congratulations Emmerson Transport Ltd

Congratulations to Emmerson Transport on achieving 40 years in business. We wish them all the best for many more years of success.

L-R: Rhys Harnett (BPW Transport Efficiency), Ian Emmerson (Managing Director Emmerson Transport), John Emmerson (Company Chairman Emmerson Transport), Stefan Oelhafen (BPW Transpec)



BPW Transpec donate axles to TasTAFE

As part of the Tasmanian Transport Association 2017 Gala Dinner and Awards night held in October, BPW Transpec further demonstrated their support for skills development in the state by donating a drum & disc brake axle for use in apprentice training, to TasTAFE.

BPW Transpec were also pleased to sponsor the 2017 Tasmanian Transport Industry Apprentice of the Year once again, which was awarded to Joey Allison of AJL Heavy Haulage.

L - R: Peter O'Malley (BPW Transpec), Nick Cameron (TasTAFE), Simon Richie (TasTAFE)



Winner Ringfeder Promotion

Congratulations to Patrick Simmonds from Mackay Haulage and Corey Prentice from Pittstop who were the winners of the September and October monthly Ringfeder gauge tool giveaway.

With every Ringfeder 303AUS or 303AUS AM/RL purchased until the end of March 2018 you get one chance to win the major prize of a Sidchrome toolkit, and one chance to win a monthly prize of a Ringfeder Gauge tool. So, when you purchase a new Ringfeder, not only do you enjoy unparalleled safety and reliability in trailer couplings and towing eyes you now get the chance to **win a sidechrome toolkit valued at \$5,000.**

To find out more about the BPW Transpec Ringfeder promo take a look at the advertisement on page 59.





Electronic Torque Tool

BPW Transpec has recently invested in a brand-new Bosch Rexroth Electronic Torque Tool for their axle assembly line at their head office in Melbourne. This tool is programmable, follows a precise torque process and records the torque setting per axle against the axle serial number which provides a controlled torque process for each axle nut.

Further upgrades are under way to integrate the test for ABS sensor functionality.



Eco Plus Axle Nut Confirmation Tool

As well as the new Electronic Torque Tool, BPW Transpec have also recently installed an axle nut testing device which confirms that the axle nut retainer and clip have been installed correctly. This information is then electronically saved against the axle serial number.





LANDSCAPE

Did you know that BPW Transpec carries out modification work on imported AG trailers in their own workshop?

Recently BPW were asked to change a 2m track axle to a 3m track axle for Kuhn Trailers to minimize footprint on the ground when using their spreader. If you would like further information on the modification work BPW can do, please contact your local branch.



Canberra Trucks



Express Trucks



South Coast Training

Training

The importance of correct installation and maintenance of BPW Products is essential to product quality and reliability which is why our National Customer Service and Training Manager Stephen DuToit travels around Australia for a significant portion of the year to conduct training sessions on topics ranging from; installation, spare parts, EBS, troubleshooting, maintenance and even sales. Our mobile training trailer can be brought to your premises and training can be delivered to suit your company's needs. For further information please contact your BPW Transpec sales representative.



Corkhill Bros



Ron Finemore (Orange)



Volvo Sydney



EVENTS



ATA NATIONAL CONFERENCE

The ATA's national conference - Trucking Australia was held in Darwin in June 2017. The annual BPW Transpec dinner which coincides with the conference was held on the second night of the 3-day event at The Darwin Sailing Club. It was another great event where industry delegates could relax, network, and enjoy the stunning views of the northern territory.



BULK TANKER DAY

BPW Transpec were pleased to be an exhibitor at the National Bulk Tanker Day which was held on 31st August 2017 at the Sydney Motorsport Park. This event is a great opportunity to discuss and demonstrate ways to further improve safety, productivity and compliance within the bulk tanker industry.





EVENTS

AGRICULTURAL FIELD DAYS

AGQUIP - NSW



During 2017 BPW Transpec exhibited at several field days across Australia. These field days are a great opportunity to showcase our products and spend time with customers.



DOWERIN - WA





EVENTS



BRISBANE TRUCK SHOW

The Brisbane Truck Show was once again a hit for BPW Transpec who took the opportunity to reinforce its focus on the future of the Australian commercial road transport industry through its stand. BPW Transpec did this by displaying their award-winning AirSave Tyre Pressure Control System which had been recently launched at the IAA Commercial Vehicles Show in Hanover, Germany.

They also showcased their developments in trailer energy recovery through their ePower wheel hub generator.

Once again coinciding with the Brisbane Truck Show was the renowned BPW Transpec German night which was a huge success with all attending thoroughly enjoying the evening.





Thank you

for joining us at BPW Transpec's
German Night dinner celebration



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ONE THOUSAND OF THE BEST

Words and photographs by Mark Pearce

Semi Skel Hire recently took delivery of their 1,000th trailer. Managing Director Geoff Kelly reveals how he goes about surprising the customer to build reputation, and the set of synchronistic events which led him to the landmark milestone.

Geoff Kelly remembers how excited he was to purchase his 100th trailer during the early 1990's. In August this year he acquired the 1,000th trailer for his Yarraville based business, Semi Skel Hire.

"I thought buying 100 trailers was amazing. But 1,000, I can't believe it, to be honest. Sometimes I wonder how in the hell did I get to purchase 1,000 trailers? I wake up in the mornings now and ask myself, 'Where are they all?'" he laughs.

The scale and pace has been brought on by

strong work ethics, transparent decision-making and one other important element—something Geoff believes has helped set up Semi Skel to be the largest heavy-duty trailer hire company in the country...

"I learnt something at a road transport conference 40 years ago, when a bloke from America was presenting. The main thing he said was, 'Surprise the customer!' And that's what we do! We surprise the customer with service and quality."

There's a handful of heavy-duty trailer hires

throughout the Melbourne metro market but Semi Skel is different. After the best part of four decades, Geoff has grown accustomed to improving the customer experience in innovative ways.

Semi Skel offers 24-hour keypad access to their 11-acre site, which is only a stone's throw away from the CBD. They open their gates from 6am and are the only trailer business to run two service trucks, Monday to Saturday, dispatched to help out customers who need on-the-spot trailer repairs. And with a 9-bay, drive-through





workshop, Semi Skel is able to carry a massive quantity of spares to fix almost any problem 'on the day.'

Geoff has a 'never say no' attitude and because of his knowledge, he also has the ability to fix things very quickly. In fact, the harder the problem, the more he improvises. He's been known to get in a service truck and drive two hours to Euroa just to change a flat tyre for a customer on a Saturday night. In short, when Geoff recognises a problem, he deals with it.

"Even if it's one owner-driver wanting one trailer for one day, it doesn't matter – you try hard for them," Geoff states.

Right across the road transport industry, the aim is the same, it's all about providing the best service and equipment so customers have little downtime or problems. Geoff's strategy is to use Semi Skel's financial clout to buy more first-class trailers than the company actually needs, so that the less visible notion of customer relations can continue to grow.

"We've seen customers leave their company trailers in the yard and take ours out of preference, because we pride ourselves on being the best."

Semi Skel's 1,000th trailer, a 45-foot standard curtain sider, built by Barker Trailers with load restraint curtains, is currently on hire to Australia Post. The build was appreciated so much that Australia Post ordered another three.

The milestone trailer and the following three orders are all equipped with BPW axles,



ONE THOUSAND OF THE BEST

Arlight II suspensions and drum brakes, much like the rest of Geoff's fleet which is designed to go anywhere around Australia at anytime, ready for customers who want to hire 'on the spot.'

"Buying trailers with BPW means we don't have to employ a heap of staff to service them and fix them all the time, because they don't require it. You just put them out there and off you go!" Geoff declares.

"I hear people say BPW are dearer and I say, no they're not. And then they say, what do you mean? I say to them, see how long you have them... see how little maintenance you have to do to them. They are cheaper - much cheaper. They are a bargain actually.

"In all the years I've been in business I've had to replace one axle and that's because the driver spun a wheel bearing and stuffed it when he ran it through water during the floods in Queensland. So if the axles are that reliable, it's a no-brainer, you don't need to look at anything else."

Geoff began buying BPW back in 1985 when he purchased his first super single from Krueger Transport Equipment. But it wasn't until he acquired his first skel from Barker Trailers that he learnt about the advantages of auto slack adjusters.

"At the time, Michael Bullus at Barker's said to me, 'Put automatic slack adjusters on it.' I said, 'Nah... we can adjust our own.' He said, 'Put them on, you'll be surprised how good they are.' And he was right! That's what gives you the life because they're always adjusted correctly. I've bought second-hand trailers with BPW axles and the first thing we do is fit auto slacks without question - they do that good of a job."

Over the years at Semi Skel, it's clear that Geoff has adapted and sustained growth by investing in quality equipment and improvising with customer service, no matter how hard the challenge. But where did this drive and passion come from?

Geoff explains he was keen on trucks and trailers from the age of eight, when his father maintained a weekly fruit and vegetable run from Melbourne to Mildura. If Geoff wanted to see his busy father for more than a couple of hours, he would have to jump in the truck and travel the journey with him. And that's exactly what he did for many a weekend.

When Geoff was nineteen years old, his father's truck was up for sale and the opportunity to be owner-driver became a reality. His father reluctantly sold him the truck and recommended he stay in the fruit and vegetable markets. But Geoff wanted the freedom of running his own show. For the next nine years

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THEM. THEY ARE CHEAPER – MUCH CHEAPER.
THEY ARE A BARGAIN ACTUALLY."**

– GEOFF KELLY, MANAGING DIRECTOR, SEMI SKEL HIRE



Geoff Kelly



he explored the Australian roads and day-to-day running of a prosperous small business, I & JM Kelly.

In 1980, the Ford Louisville was launched with a price tag of \$50,000. Geoff couldn't help himself so he put down a deposit and bought one. But in 1981, the recession hit. He had a new truck and no work. He asked his father if he could come back to work with him in the markets and his father agreed under one condition – he had to sell the truck.

"I didn't want to sell the truck. It was new and I still liked playing with it. So I made a deal with him."

Geoff had to prove the truck wasn't losing money over the next twelve months. He agreed that if it cost him anything, he would sell it.

"I gave him all the income and expense receipts for that 12 months and he checked them over purposely, and said, 'You're \$100 out – get rid of it!'"

However, Geoff still couldn't part with his Louisville so he made the unusual decision to break his promise. This choice in the long run would benefit both he and his father. As the market began to improve, they were able to use the truck on a much earlier run to Mildura than normal, bringing their fruit into Melbourne consistently for Monday morning drop-offs. When they did this, the business went boom!

A government investment scheme then allowed Geoff to purchase another truck and trailer; gradually he purchased more, and by 1990 he had nine trucks and fourteen trailers. Then the 1991 recession hit.


"We lost all our work. I sold all the trucks and said, 'That's it, I've had enough!' I sold five of the fourteen trailers and five people who bought my trucks asked if they could hire a trailer for a little while. I figured I'd just stay working with dad selling fruit in the market."

Those same customers kept hiring Geoff's

trailers, and in the early 1990's, one of the customers began work with ChemTrans, who required three 20-foot skels for three months. Inadvertently, ChemTrans retained the trailers for ten years.

"It was almost by accident that the business evolved. We slowly got to 100 trailers, then we got to 130, and then Woolworths rang up. It's funny how different directions of life can present itself. All of these events just fell into place. It was quite amazing," Geoff concludes.

While amazing it may be, much credit goes to the carefully co-ordinated workshops, the consistent safety and repair reporting, and the collective support from long-standing relationships with the likes of Baker Trailers and BPW, which has led to a demand for hire trailers all over the country.

Where to next? Geoff and his 18 staff begin their next journey as they expand the Semi Skel Hire fleet into the Brisbane market. 

THE DIVERSITY



L to R: Andre and David Smith

EFFECT

*Words and photographs
by Mark Pearce*



Industry leader David Smith discusses his appetite for change and how his rural family business turned the tide, transforming from a local livestock carrier into a diverse general & bulk haulage transport operation.

The unique advantages of running a rural family transport company are clear; customers receive an inherently loyal and personal service, the needs of the family are at stake so you won't hear 'sorry, that's not in my job description', and the next-gen ingenuity can build a long-term vision while still retaining the business structure and core family values at heart.

But there are disadvantages too; out of devotion to their business, many family-owned transport operators resist a succession plan. They also face the increasing dominance of multinationals in the marketplace, and then there are the risky economic and seasonal changes that have to be weathered.

So how does a rural family transport business turn the tide to survive?

Managing Director of D&S Smith Haulage, David Smith, has managed to maintain the focus of a family-orientated transport operation for more than 43 years. At the same time he's injected fresh blood into the business, allowing the company to diversify. As David explains, these two factors have been important pillars for the growth of D&S Smith Haulage.

"Even though we're a completely different business to what we were some years ago – in terms of the work we do and make-up of our fleet – we are still ultimately a family-owned and run business, and that's our key strength.

"Both my son Andre and nephew Cameron have come on board recently to instil vibrancy into the business. Their presence and smart work ethics has allowed us to diversify further than I could have imagined, which has sealed work outside of local jobs here in Tumby Bay," David explains.

The story of the Smith family's business goes back to David's grandfather, John Smith, a livestock trader who worked on the lower Eyre Peninsula. When David's father Lawrie was old enough to drive, his father asked him to cart the livestock assets to the Port Lincoln abattoir and then back to the family farm, just outside of Tumby Bay, a laid-back coastal town in the Spencer Gulf, South Australia.

THE DIVERSITY EFFECT



Cameron Smith

The family farm struggled to make headway so in 1963 Lawrie and Gwen Smith exited the farming game and began a transport partnership called LN & GR Smith, concentrating solely on carting livestock from Tumby Bay to Adelaide and other districts including the South Australian Meat Corporation in Port Lincoln.

"If I remember rightly our first semi-trailer we owned was a 34-foot McGrath strap trailer," David recalls. "In those early days there wasn't the capacity to just go and buy new gear. So you would buy second-hand gear and it wasn't until some years later when the business developed we could actually afford new equipment."

In the early 1970's, David's parents insisted he leave Tumby Bay to repeat Year 11 over in Adelaide. At the end of that schooling year, he returned home to the expectation that he would work in the family business.

"In those days it was the norm, and that's what you did. I finished school and started driving a rigid Ford D1000, carting livestock for mum and dad. At the same time we were approached to do more and more general freight to a point where general cartage began to take over. It was the first eye-opener into becoming more than just a livestock carrier."

The Smith family business has since transformed from being a rural carrier to a general freight & bulk haulage company with depots now in Adelaide, Port Lincoln, Tumby Bay and Roxby Downs. Forty-three staff members keep the wheels turning, which includes a fleet of 16 prime movers



and 59 trailers, ranging from stock crates, refrigerated vans, dropdecks, flatops, tautliners and tipplers.

"One of the challenges working at the bottom end of Eyre Peninsula is there's not enough livestock to develop an entire business," David confesses. "And if you rely heavily on grain, you only need one drought year and you're going to struggle."

"The main thing we have strived for is to diversify our operation into a sustainable, ongoing business. And that idea has actually allowed us to change our thinking quite a bit. We have moved more into delivering food stuffs to mine sites and that's become a constant service for us. On top of that we've still got our livestock, grain, general freight and refrigerated work."

The D&S diversity effect has led to standardising their equipment. For more than three years the company has fitted all their trailers with BPW gear to supply a safe and reliable service to their customers.

"The beauty of standardising is you've got one lot of parts to maintain all your gear, and BPW has proven they can stand up to whatever we throw at it. Put it this way..." David says with an important pause, "You don't buy a product the second time if it doesn't do what you want it to do."

Lately, D&S has taken a proactive step in how they order trailers. At the end of a given year the team sit down to pre-plan their range of requirements for the coming season. They then order trailers with specific delivery dates, which allows



“WE’VE BEEN SPECIFYING THE FULL BPW EBS SUITE AS STANDARD FOR MORE THAN THREE YEARS”

DAVID SMITH, MANAGING DIRECTOR – D&S SMITH HAULAGE

them to take better control of fitting what they want on their trailers as opposed to purchasing trailers ‘stock standard’ at the eleventh hour. This enables D&S to fulfil the wide variety of customer requests.

“There’s probably only one thing we can ultimately sell to our customers and that’s service,” David says. “But I could add to that... with emphasis on a reliable ‘safe service’. We’re focused on legal safety accreditations and wherever possible, we’re all about getting it right, and that’s our priority.”

As the current president of the South Australian Livestock and Rural Transporters Association, a council member of the Australian Livestock Rural Transporters Association, and Vice President/board member of the Australian Trucking Association, David has publicly stated that EBS should be mandatory on all new trailers, so in a sense he’s living to his word, fitting all his trailers with the BPW Electronic Braking System.

“If you can put a safer vehicle on the road, you have an obligation to do so,” David states. “We’ve been specifying the full BPW EBS suite as standard for more than three years. It might make things a bit more expensive upfront but how do you put a price on safety? I am a believer in buying equipment from those who support the industry and BPW certainly come under that banner.”

David is a passionate advocate of the transport industry and has been for a long time. In his early days he strove to give back to the industry, and these days he feels the

best way to create change is to represent his point of view and that of his members at both state and national levels.

Like life, things do not always go to plan. When David and his brother Selwyn shared partnership of the company many moons ago, they created a side division called Triple S Haulage in an attempt to diversify and grow. Selwyn moved to Roxby Downs to head up the venture. Soon after, he passed away suddenly at the age of 34. His death changed everything; The family immediately wound-up the enterprise and moved the business back to Tumby Bay.

Despite the tragedy, the family ties are still strong.

Selwyn’s wife Sue is a shareholder in the family business and has taken on the D&S co director role. Her son Cameron Smith has a diesel mechanic background and drives for the company; he will soon be entering the office in a new role, joining David’s son Andre, who heads up operations.

Andre was always around trucks growing up, but unlike his dad’s generation, there were no expectations for him to join the family business. Andre accomplished honours in marine biology, travelled overseas and came back to Australia to complete his master’s degree. An opening in the operations department became available three years ago, and as Andre was unsure of his next steps in life, he decided to ask his dad if he could take on the operations manager role.

“I really appreciated moving away from trucking and achieving something completely different,” Andre says.


“Coming back home was an opportunity to become part of the fabric of the business and I feel with my academic experience and Cameron’s mechanical background combined, the company is in a really good position for the future.”

The Smith Haulage new-gen is spotting different opportunities with interstate work, and has been pivotal in winning a major contract, which has opened up new avenues for the company.

“I’m proud of what both Andre and Cameron have been able to achieve over the last few years,” David says. “If you had of asked me five years ago that we would be doing this much interstate work, I would have frowned a little.”

The increasing interstate work has encouraged D&S to move into a new facility in Adelaide, reflecting the future profile of the business. And David has welcomed the change...

“The one thing that actually scares me is becoming stale. I’m a big believer that there is a time when you have to move on... The new premises has allowed us more usability and flexibility as it’s situated on Grand Junction Road [a main arterial road] which is undergoing continual improvement... which is partly the industry we live in,” he says.

In the midst of ordering new trucks, tippers, and tautliners, concentrating on safe improvements and new bulk markets is the direction Smith Haulage is heading – all in preparation of David’s eventual retirement. “I like that word retirement,” David laughs. 

FOLDS UP LIKE PAPER

*Words and photographs
by Emily Weekes*



B.R. and K.F. Musckett & Sons is a 4th generation timber harvesting operation from Southern Tasmania. For 50 years, this family business has been contracted to Norske Skog's nearby Boyer paper mill. They recently invested in a twin steer quad dog truck that extends impressively and folds up like origami.





L-R: John Barker Driver, Robert Muskett Director B.R. & K.F. Muskett & Sons, Kevin Muskett Director B.R. & K.F. Muskett & Sons

Kevin, Robert and Geoffrey Muskett run the family business out of New Norfolk, a picturesque town on the Derwent River in southeast Tasmania. Their parents started the business in Sorell, carting sawlogs with single axle trucks. When the contract for Boyer came along, the business grew.

Norske Skog's Boyer Mill has been operating for 75 years. In 1941, this paper mill produced Australia's first newsprint. Today, it's one of Tasmania's major employers. Here they pulp 100% radiata plantation pine to make glossy paper for magazines and newsprint.

"We're their main supplier of transport," says Kevin. "They source pine from all over the state, 80% of it comes from the south, 20% from the north."

BR & KF Muskett & Sons employs over 50 people, including Kevin's two sons, Robert's son and daughter, Geoffrey's son and their sister. Robert and Kevin chuckle when I suggest they must get along – well enough, at least.

In Tasmania there are different rules for different configurations on the road. There has been quad dogs used on Tasmanian roads for around 15 to 20 years to cart pulp logs, because they can run full weight on the road here. The twin steer quad dog configuration unfolds to 23 metres in length, and folds up onto a standard 8-metre truck.

"It works really well for us," says Kevin. "It's easy to get in and out of the bush, and it folds up really well." Robert agrees, "A tri-tri can only go in certain areas, but quad-dogs can get into most places."


BR & KF Muskett & Sons run 14 trucks with Kennedy and Elphinstone trailers: "a bit of everything," says Kevin. They mainly use quads for the Boyer mill operation. In the last five years, the industry has grown incredibly due to the popularity of hardwood plantation timber – a lot of which gets exported to China and Japan. These days they transport pine and plantation hardwood logs. Fold up quad dogs give them greater access to

logging areas, running on BPW axles and suspension.

"We run BPW on everything," says Kevin. "We even had tandem and tri-axle log jinkers back in early 1980's that ran on BPW."

"We've always run BPW. It's reliable gear with a really good system," says Robert. "They have good people to deal with and if there are ever any issues we get it sorted straight away."

The brothers praise the EBS for improving the industry and preventing trailer rollovers. Since it was introduced, more companies are taking it on each year. "We're very impressed with it," says Kevin. "We've even had it fitted to a couple of older trailers and we find it's made a difference to the overall safety."

With three generations of family currently working in the business, did Robert, Geoffrey and Kevin have a choice in where they went to work? "It was always our choice," says Kevin. 



DOUBLE THE INVESTMENT

Words and photographs by Mark Pearce



Paul and Veronica Salter at the Westbound Enterprises workshop

Unlike most smaller operators, Paul Salter doubles his investment spend when ordering heavy-duty trailers for Westbound Enterprises' oversize loads.

The 21st century heavy vehicle transportation market is complex. Businesses evolve quickly and close down abruptly, the myriad of national and state regulations become blurry for drivers, and to stay versatile, owner-operators constantly need to upgrade their equipment. That's why whenever Paul Salter orders a new widener or extendable, he pays nearly double the price tag of a stock standard, heavy-duty trailer.

An auto-electrician by trade, Paul Salter owns and operates Clare Valley Auto Electrical, 100km north of Adelaide. In 2007, his father Ken, whose transport industry career spans five decades, was at the time driving trucks for a Sydney-based company a decision was made to move into heavy-duty trucking, and Westbound Enterprises was born.

While many people have dozens of jobs in a lifetime, Paul has only had two. And he's always loved trucks. He commenced

his auto-electrical trade with CMV Trucks Kenworth in Adelaide, and along with his father's trucking heritage, it's no coincidence that Paul has followed this path.

For a small-town operator in the oversized freight market, it would be hard to argue about Paul's accomplishments over the last decade. While larger line-haul operators usually trade under prearranged contractual arrangements, the nuts-and-bolts business of Westbound fluctuates from week to week.

To secure spur-of-the-moment business, Westbound employs four drivers, to keep their heavy vehicle fleet on the road. Much of Paul's workload is carrying loads for the peak mining sector, transporting big diggers and other monster kits across the Nullarbor to Perth, as well as heaving tonnes of high performance agricultural machinery around the country.

There's a high expectancy in any transport

business to run a well-maintained, clean fleet of trucks and trailers. While there's a public relations advantage to clean appearances, Paul sees deeper value behind the shiny exteriors.

"There's no doubt about it, we have high expectations when it comes to our equipment," he says. "When the customer sees that you're turning up to load their brand new, million-dollar machines onto 'top-notch' equipment, it's a statement about how you're going to look after it."

Every Westbound heavy-duty trailer is custom-built by Barker Trailers. The most recent units Paul purchased to upgrade the business include a new deck widener for loading specific agricultural sprayers that widen out to four metres – and a new extendable, which lengthens up to 20-metres for long loads. The Barker builds are wholly designed as drop decks with ramps, as well as container pins for container cartage.

“WHEN THE CUSTOMER SEES THAT YOU’RE TURNING UP TO LOAD THEIR BRAND NEW, MILLION-DOLLAR MACHINES ONTO ‘TOP-NOTCH’ EQUIPMENT, IT’S A STATEMENT ABOUT HOW YOU’RE GOING TO LOOK AFTER IT.”

– PAUL SALTER, WESTBOUND ENTERPRISES



Creating the Westbound ‘top-notch’ image is an expensive yet essential part of Paul’s sustainable business approach, designed to mutually attract and support customers and drivers, as well as the after-market sale.

“The trailers we order are nearly double the stock standard trailer prices,” Paul explains. “We’ve designed the trailers with special tie-down points in the tray and they’re engineered with flush floors so we can carry flat product or machinery all the way across the load.

“We also designed them as lead trailers

for road train ‘specs’. I think it’s fair to say whatever extra you can get on these type of trailers, we’ve got them!”

Westbound also fit heavier six-inch combing rails as opposed to the standard five-inch rails to remove risks associated with egressing, coupled with better workflow. Their trailers are also constructed with a wider ten-foot spread to carry weights more evenly.

Every unit is fitted with a supplementary tool box, containing its own mobile kitchen so drivers can cook up a feast for themselves during the long-haul. Michelin tyres turn

over on both trucks and trailers, and without hesitation Paul demands BPW axles, airbag suspensions and drum brakes – all on 19 ½ inch rims with smaller tyres to get the deck height under a metre high, which is the key requirement for oversized freight.


In today’s modern world, the National Heavy Vehicle Regulator (NHVR) and the myriad of state laws for heavy vehicles and trailers entails a minefield of data, permits and reports which can test the best lawyers in the land, let alone a typical transport operator. While everyone agrees that safety should come first, many small businesses like Westbound are nervous about where all the guidelines and regulations are potentially heading.

“There’s a lot of people getting out of this industry because of ‘red tape’. We all want to do a fair day’s work but the governments are putting that many barriers up now, it’s turning people off.

What’s much less of a concern is Paul’s confidence in the BPW product. According to Paul, the brand has always been the best axle in the marketplace.

“The connection with BPW goes back to my father, when he was operating his transport business – it’s always been fairly good knowledge around the traps that [BPW’s] longevity and durability is the best.”

On the road or in the workshop, Paul is in his element. He feels happiest when he knows his investment is worth every cent.

“I wouldn’t have anything else but BPW. You know, I’ve got a trailer sitting at 1.1 million and the brake linings are just over half. The wheel bearings have been re-greased, re-checked, and everything is ‘tickety-boo.’” 



WELL FED

Words and photographs by Emily Weekes

Hingston Transport has carted livestock in Tasmania since 1948. Today, second-generation owner, Kerry Hingston is tentatively contemplating retirement. He's confident his sons, Marcus and Nick can more than manage the livestock and dairy haulage that's become their core business.



We're at a massive feedlot in Southern Tasmania, purpose-built for the luxury beef export market.

Marcus Hingston climbs out of the cabin in socks, and flips open the side trunk to find his work boots. "I'm fussy," he says, grinning. "I have to spend a lot of time in there, so I don't wear my shoes in the cabin."

"I was coming to this feedlot as a little kid," says Marcus. "It's been really good for Tassie." There are somewhere between 8,000 to 12,000 cattle here. The pens are constantly cleaned and the animals monitored. Eventually, the cattle will be transformed into luxury meat goods for the overseas market.

Hingston Transport has just acquired a livestock truck designed specifically for carting cattle. Where most trailers are four deck convertibles, this one has only two decks. It was manufactured by Truck Art, which is located in Wagga Wagga, NSW, and is fitted with BPW running gear.



Luke Miller, Fleet Manager
with Kerry Hingston







"It's so much easier to open up," Marcus explains. "They even put in a longer ramp so it's not as steep." The lift axles are pressure-based. As the cattle are loaded into the front trailer and part of the B trailer, the axles automatically lower.

"It's the little things that improve over the years," says Marcus. "This BPW axle lift on this new combination saves us tyre wear and fuel, and it's easier to back into places being tandem-tandem." Based in Whitmore, Hingston Transport also operates a workshop, managed by Luke Miller and Marcus Hingston.

"Everything in our yard has BPW," says Marcus. "We've got trailers that we've had for 17 years with BPW suspension on them. We got them refurbished and they came back with the same axles in them. All we did was check the brakes and bearings."

"We're expecting 20 years out of these new axles," he says. The fleet includes single and B double milk tankers, stock crates and livestock trucks. Their main dairy contract is with Pura but they also contract for other smaller dairies that produce milk products that become cream, cheese and milk powder.

A trained diesel mechanic, Marcus recalls being told to get a job before coming into the family business. So they'd have something to fall back on. His brother Nick also works in the business, taking care of the stock. He trained earlier as a pattern maker engineer.


Their father, Kerry manages the milk carting side of Hingston Transport. A tanker will collect 38,000 litres of milk in one journey, carting 18,000 litres in the front trailer and 20,000 in the back. A b/double milk tanker is 21 metres long, with a steering axle to make it easier to turn around in the farms.

The milk is collected from dairy farms in two shifts – from 4am to 12pm, then 12pm to 9pm – and delivered to factories statewide. It takes 40 minutes to unload a tanker, into a vat that can then hold the milk for a maximum of 2 days. Kerry tells us that the vat we visited at Simmons Fields has a capacity for 33,000 litres of milk. "We've got farms that fill those vats daily," he explains. "It's mindboggling, if you've never seen it..." Hingston Transport typically collects 460,000 litres in a day, but sometimes it can reach 600,000 litres.

There are two peaks in carting milk: autumn and spring. So much so, farmers often have two herds, autumn calvers and spring calvers. Their previous milk tanker ran on BPW axles and clocked 2.8 million kilometres over 11 years, which is an extraordinary innings.

Kerry left school and started driving two years later. In 1994, he and his wife, Louise took over Hingston Transport from his parents. Today, the business employs 24 people. "If you're giving people a job and creating employment in the district, that's a good feeling," says Kerry. "BPW came into what we were using in 1994 and from there on we've continued to use it. We've had other equipment but BPW stands up," says Kerry. "The longevity of it is amazing. It's good gear and it lasts."

After 40-45 years in the business, Kerry is 'trying' to retire. "It's not going well," laughs Kerry. "I don't like doing nothing." He and Louise recently bought a farm and with it, the promise of new work. "I love gardening and cleaning stuff up," says Kerry.

"There aren't many businesses that go into a third generation," he reflects. "It's going well. It's all I know." 



Marcus Hingston

**"WE'VE HAD OTHER EQUIPMENT BUT BPW STANDS UP," ...
"THE LONGEVITY OF IT IS AMAZING. IT'S GOOD GEAR AND IT LASTS."**

– KERRY HINGSTON, OWNER, HINGSTON TRANSPORT



'TWO-UP' TERRITORY

Words and photographs by Mark Pearce

Third party logistics provider, ABC Transport, occupies a niche market running triple road trains on a daily basis throughout the Northern Territory, with predominately 'two-up' drivers working this corridor, meaning the trucks are doing three legs a week.



If you travel the Stuart Highway between Port Augusta and Darwin – a distance of 2,700 km – you will rarely see a curvy corner or a township, but you will see striking landscapes. From the arid desert in the south, to the breathtaking expanse of the red centre, to the tropical top-end, the land is as diverse as it is severe. Traversing this terrain on a constant daily basis is an ABC Transport road train.

When you call on express truck drivers to leave Adelaide and arrive in Darwin within 36 hours, in an industry driven by the demand of tight deadlines, driving skills alone won't cut it. ABC Transport National Operations Manager, Steve Bartkowski, who has sat behind the wheel driving road trains throughout the Northern Territory and central Queensland for 14 years, explains...

"Clocking up 450,000 kilometres in twelve months, you really ask a lot of the truck and the equipment in the initial years of their life. Hence why we run only two makes of trucks, (Kenworth and Mack) and why we now only fit BPW spec under our replacement trailers – it's crucial to have reliability."



Steve Bartkowski – National Operations Manager, ABC Transport



One of two new Graystar multi-temp units (fitted with BPW axles, drum brakes and Airlight II suspensions) linked with a Transport Connection dolly to cart temperature controlled freight from Adelaide to Darwin 7 days a week.



‘TWO-UP’ TERRITORY

Steve started driving triples to the territory in 1998 carting general on the Brisbane to Darwin run. Moving to Alice Springs in 2000 he was very fortunate at the age of 21 to be given an opportunity to steer quad road train fuel tankers for Australian Fuel Distributors (AFD). From general freight to tankers, livestock and side tippers, the wide variety of outback work has led to a breadth of experience driving long hours, arduous distances and through the remote outback. Whilst working for AFD, Steve became great mates with fellow employee Andrew Cogan. Andy was initially also a road train operator before assuming the role of depot manager for AFD in Alice Springs, Andrew has since become the Managing Director of ABC Transport.

Steve moved to central Queensland in the mid 2000's and in 2013 an opportunity opened up for the operations role at ABC, at the very same time his wife was pregnant with their first child. The parents-to-be waited until the birth of their son before moving south to enjoy the family-friendly benefits that come with an office role, working at the headquarters of ABC in Adelaide.

ABC Transport began their family business in Alice Springs in 1998, supplying food to 25 remote communities each week throughout the Northern Territory the very north of South Australia and central Western Australia. Due to customer demand, the business relocated to Adelaide in 2006 to compliment the remote bush runs and have continued to expand their freight and logistics services.

Today, Steve oversees the national operations at ABC and administers the procurement of all equipment. Thirty-two ABC line-haul trucks tailored as triple road trains travel the territory every day of each week, which includes a fleet of refrigerated vans, tautliners and flat tops to transport, temperature controlled, dry and general freight into the Territory. Their devoted and experienced 110 staff members operate out of three depots in Adelaide, Alice Springs and Darwin, firmly holding a chunk of the niche market share as they haul freight up and down the Stuart Highway.

When asked about the secret of undertaking an immense amount of end-to-end logistics, Steve answers honestly and gives much credit to the staff. The management team is supported by a devoted staff from loaders and receivers, to administration and workshop staff, all of whom are focused on meeting customer expectations.

"Most of the management team were previously drivers," he says. "Our Darwin manager, Alice Springs manager, operations manager, the workshop manager, Andy, and myself – we've all come from a driving background, so we see the "behind-the-wheel" point-of-view of the business clearly, and that's how we're able to get the system of checks and balances right."

The ABC line-haul focus of predominately utilising 'two-up' drivers mean the trucks do three legs a week, clocking up a combined seven-day total of over 9,000 km per unit. They also have solo drivers that haul the non express freight and these trucks average 6,000km a week.

"Our drivers play a key part in the business so you have to offer them trustworthy, top-quality modern equipment to get the job done harmoniously," Steve says.

Two brand new Graystar multi-temp units (all fitted with BPW axles, drum brakes and AL II airbag suspensions) were delivered earlier this year, linked with Transport Connection dollies they complete the Adelaide to Darwin run. To date, the trailers have done over 129,000kms and Steve feels these particular units are going to set the company up for a trouble-free and profitable pipeline.

"In the last four years we've gone predominately to BPW, all new trailers are now ordered with a ten-one spread, D36 airbags with a vertical shocker, these Graystar units are no different. We noticed they ride better with the vertical shocker configuration. Overall, we've also noticed the ease of maintenance on previous units, and the associated reduced costs, so that's why we have gone down this avenue again."

"We love the Transport Connection product and we are seeing longevity, that's why we go back!" Steve says. "The company continues to buy Transport Connection dollies, initially buying its first one when they moved to Adelaide in 2006, many of those initial dollies have had full rebuilds, refurbishments the "full birthday" as we call it, they still go up and down the highway today."

ABC's motto of "We only promise what we can deliver" is one close-fitting statement that connects tightly with seasonal activities, warehousing allocation, and notably, the reliance on suppliers; be it the actual product or after-sales service.

**"CLOCKING UP 450,000KMS IN TWELVE MONTHS,
YOU REALLY ASK A LOT OF THE TRUCK AND
EQUIPMENT IN THE INITIAL TWELVE MONTHS"**

**STEVE BARTKOWSKI -
NATIONAL OPERATIONS MANAGER,
ABC TRANSPORT**



ABC Transport headquarters - Grand Junction Road, Adelaide.

"We're in a workplace where we know what we are good at, and that's why we do it well," he says. "But we depend heavily on all our suppliers and we collaborate with them accordingly. BPW have got a culture of doing whatever it takes to help us which makes our life easier, and it's very appreciative. They are a great bunch of blokes."

Under the roof at their Grand Junction Road depot in Adelaide is a six bay workshop where a dozen crew prioritise repairs in readiness for the equipment to begin the high pressure, tight deadline trip to the Territory and back. "You need to be on top of your game it's a long way out there to go and recover anything."

ABC have a daily service arriving into Darwin, meaning at least one express truck departs Adelaide everyday of the week, it's a massive logistical effort for the operations team to pull together. On a busy night there could be as many as eleven triples departing Adelaide.


"It's the only industry you get fined for working overtime, or making a simple spelling mistake" Steve laughs... "so the two-up system gives great express delivery times and enhances the safety aspect of every working day for each driver. We've all been drivers so we know what it's like."

Companies like ABC aim for one percent improvement across all departments to make a collective difference within the whole business. They allow every staff member to feel part of the team success, no matter what role they play. They also

prioritise the value of work/family balance and try to accommodate and respect the wishes of their staff.

Accordingly, at 38 years of age, Steve has a wish and desire to improve all that he does across both his business interests and

family life. But there's just one struggle that surfaces from time to time...

"I've still got the itch to drive triples into the territory... but Andy keeps reminding me I am paid to do a certain job, so my reins are often 'wheeled-in'," he chuckles. 



TRY BEFORE YOU BUY

With nine locations across Queensland and New South Wales, Brown and Hurley are award-winning dealers of new and used commercial trucks and trailers. Earlier this year, they launched a new division, a side business that's already exceeding everyone's expectations.

Words by Emily Weekes



Brown and Hurley was founded in 1946 when Alan Brown and Jack Hurley went into business together, after meeting in the Australian Army in the Second World War. They started with a bicycle shop, a workshop and petrol bowlers. Within two years, they'd switched to their real love – trucks.

Today, family members work in all areas of the business. The company is a leading Kenworth and Paccar dealership – this relationship dates back to 1964 – and they also distribute Barker, Hercules and Roadwest trailers.

The new business is in renting and leasing equipment to transport companies. It may not sound wildly unusual, but the business model adopted by Brown and Hurley is one of the first of its kind in Australia. It's called PacLease and it's a model that's done well in the United States, Europe and South America.

Paccar introduced PacLease to its dealerships around Australia, to see if they were interested in this new business opportunity, to rent and lease Paccar products to other companies. Brown and

Hurley leapt at the idea and in addition, decided to rent and lease its Barker trailers through PacLease as well.

David Paton was employed to start the new division. With 15 years' experience working in transport rentals, he advised Brown and Hurley to move into trailers as well. As he sees it, "they go hand in hand." Judging by the orders that have come through in the past six months, it was clearly a good call.

"We started with 18 trailers in February and ordered a broad mix of equipment and





TRY BEFORE YOU BUY

models," says David. "Since then, almost everything we ordered has come in and gone straight out the door on rental. We've struggled to keep up with demand, so we've just placed an additional order for 21 trailers."

Customers are mostly transport companies from different sectors, carrying produce, freight and equipment. Given their long and successful history in Queensland and New South Wales, it's perhaps not surprising that Brown and Hurley have attracted so much interest for this new area of service.

"With PacLease starting in Australia, it was the perfect opportunity for Brown and Hurley," says David. "We can use PacLease's knowledge of how a rental business works and our own contracts and customers."

Being able to rent or lease equipment can be appealing for many reasons. Customers might have too much work on and need

to rent equipment to cover the overflow, or they may want to test out the industry but can't justify purchasing equipment straight away.

They may have a new contract but aren't ready to commit the capital, or they may be waiting for new equipment to arrive. "We've had customers ordering new equipment from us, but there's a lead time until the new truck or trailer is ready, so now we can rent them one until it comes online," David explains.

A rental can be from one day to 12 months; anything longer than 12 months is seen as a lease. Customers can lease existing equipment already in the fleet or new equipment built to meet their own requirements.

According to David: "The biggest advantage in renting or leasing is the fixed cost, so you know exactly what you're going to be paying for each month for the length of the lease.

There are no hidden surprises."

"People have been able to lease trailers from companies for a while, but I guess the difference is that we're a dealership. We're also the only company that leases both trucks and trailers, as a dealership," says David.

"So that's unique to us as well. We've also got our own workshops, in nine different locations, so we're probably better able to provide servicing than some other companies that are based in the capital cities."

David insisted that all Barker trailers be fitted with BPW axles and suspension. "I knew from my experience working in rentals, that across the board the most reliable products after service are from BPW."

Brown and Hurley also set themselves apart from their competitors by only buying equipment that is brand new. They hold onto trailers for five years maximum and trucks for three, before replacing old for new.



“Our equipment will always be ahead and much more current,” says David. “We’re pretty confident that we’re not going to have any trouble with our equipment while its in the fleet, and that whoever buys it from us later, will be able to enjoy a considerable run without having any issues with BPW products.”

Initially, Brown and Hurley did wonder how to best accommodate 18 new trailers, now with 21 more. They needn’t have worried. The new equipment seems to be moving out the door before it gathers any dust. “It’s something that’s fitted incredibly well with the business,” says David.

Brown and Hurley’s current directors are second-generation, the youngest children of the original founders. “They gave me a run down of their business plan and how they saw it working and I just thought it looked fantastic,” says David. “It was an absolute winner and probably the way of the future too.”

“WE’RE PRETTY CONFIDENT THAT WE’RE NOT GOING TO HAVE ANY TROUBLE WITH OUR EQUIPMENT WHILE ITS IN THE FLEET, AND THAT WHOEVER BUYS IT FROM US LATER, WILL BE ABLE TO ENJOY A CONSIDERABLE RUN WITHOUT HAVING ANY ISSUES WITH BPW PRODUCTS.”

- DAVID PATON, PACLEASE MANAGER, BROWN AND HURLEY

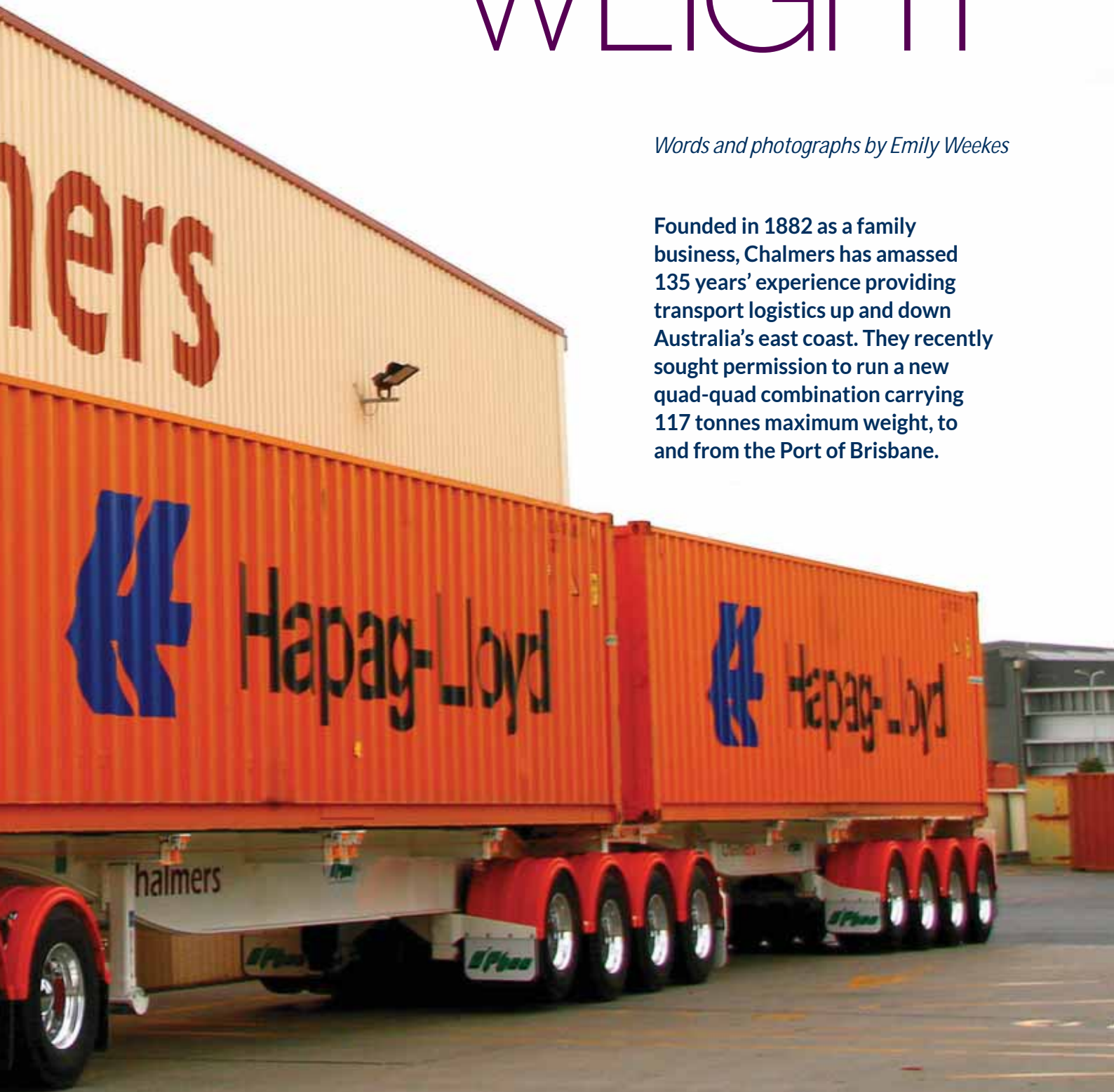




WORTH THE WEIGHT

Words and photographs by Emily Weekes

Founded in 1882 as a family business, Chalmers has amassed 135 years' experience providing transport logistics up and down Australia's east coast. They recently sought permission to run a new quad-quad combination carrying 117 tonnes maximum weight, to and from the Port of Brisbane.



**“BPW IS A PROVEN PRODUCT IN THE INDUSTRY
AND ESPECIALLY WITH THE EXTRA TONNAGE, WE
WANTED TO MAKE SURE THE GEAR WOULD LAST
THE DISTANCE, EVEN IN THE SHORT TERM.”**

– PETER CUSACK, STATE MANAGER OF QUEENSLAND, CHALMERS



WORTH THE WEIGHT

One of Chalmers' major depots is located at Fisherman Islands, in the Port of Brisbane. At the mouth of the Brisbane River, this artificial island is one of Australia's fastest growing container ports and Queensland's largest multi-cargo port. Chalmers operates a hub here; it's where they pack goods into containers.

Like any major port, there's a meticulously mapped path for getting in and out of this hectic site, but there's only one road in and out, and a bridge that's under construction. For companies like Chalmers, being able to cart as many containers as possible – quickly, safely and efficiently – is everything.

While the containers have only a short distance to travel, from Chalmers' hub to the docks, it's essential to achieve the maximum weight with each trip. After 3-4 months of development, Chalmers now has the first certified quad-quad combination that's permitted to carry 117-tonne loads in and out of the port.

State Manager of Queensland, Peter Cusack has been with Chalmers for 16 years and remembers when they first put Super B Doubles on the road and others followed. He expects this to happen with the quad-quad combinations too.

"For the past 15 years, we've been using a quad-tri combination, with a gross masse of 108-109 tonnes," says Peter. "But with the growth in exports and containers getting heavier and heavier, we could see a future where it would no longer be efficient to cart two containers at a time on a quad-tri."

According to Peter, containers are getting heavier for a couple of reasons, exporters are packing more in to achieve a greater return and production is increasing overall. Containers currently carry a gross weight of around 30 tonne, but that's crept up from 20 tonne over the past decades.

Chalmers worked with Andrew Rankin at the Port of Brisbane, Mick O'Phee from O'Phee Trailers and Geoff Huddy at BPW Transpec to create a 117-tonne carrying quad-quad combination. After three to four months, all of the processes were in place and Chalmers were granted permission to run the new combo.

"There are already quad-quads on the road," explains Peter, "but they're not permitted to carry 117 tonnes. We had to go through compliance with engineers from Department of Transport and Main Roads (DTMR) and the Port of Brisbane to get all the actual splits correct."

"When you mention carrying more weight, red flags tend to go up," says Peter. "We're thankful that the Port of Brisbane could see the significance of where the industry is going, so we could get the right design to get maximum tonnage from our loads."



Today, Chalmers can cart three grain-boxes legally, safely and efficiently on the road in and out of the port. The bridge that's under construction will also accommodate this new permitting arrangement, which might encourage other companies to follow suit. "We chose BPW axles and suspension for the new combination, because we needed something reliable," says Peter. "BPW is a proven product in the industry and especially with the extra tonnage, we wanted to make sure the gear would last the distance, even in the short term. BPW just ticks all the boxes."

Once a first for Chalmers, Peter can see the quad-tri's coming to an end one day, as the road network changes its requirements and companies like Chalmers start to replace them. He estimates that Chalmers carts a few hundred full containers out each day, as well as pre-receiving goods in the hub.

"While we're only permitted to use the quad-quads in the Port of Brisbane, being able to cart three heavy containers on one truck, instead of using three trucks to cart one container, is a huge gain for us," says Peter. "We need to move an awful lot of containers as quickly as we can."



A SMOOTH RELEASE

Camtranz is a father and son transport business that delivers bulk quarry products in and around the hairpin bends of the Blue Mountains and the New South Wales south and central coasts. They recently installed air release tow coupling, for an easier day's work.

Words and photographs by Emily Weekes



Three years ago, Joe Camilleri decided to set up a small transport company with his eldest son, Michael. Joe's father, Mick had been driving trucks since his first job in the 1950s, carting cement. All three generations had grown up around trucks and worked together ever since.

Today, Joe and Michael run Camtranz, a small fleet of trucks carting bulk quarry goods in the Blue Mountains and the New South Wales south and central coasts. Joe's wife, Fran and their eldest daughter Monique manage the books, and jokes that Michael's three younger brothers might join the business too.

"It's all the family and it all helps when it's family," says Joe. "It all comes together."

He bought Michael his first truck when he was 18 years old. "Michael went to the auction to buy an early model truck that needed a motor," says Joe, smiling. "He rang me up wanting my credit card number! I thought it would give him something to play around with."

Michael had grown up with trucks too, moving them around in the yard at night and learning how to steer. "You can't stop a bloke from wanting to have a go – you have

to encourage it! I just let him do what he had to do," says Joe. "And it lead to this. I wouldn't have committed like this to a new business without him."

Michael is now 20 years old and a qualified diesel mechanic. He drives from Lithgow to Bass Point, and out to Newcastle, carting all grades of sand and rock, working alongside with his father to modify the fleet and running gear so they get the best performance and endurance of parts over time.

They recently installed an air release Ringfeder 303 AUS on Michael's truck as an alternative to the conventional mechanical ring feeder that typically joins truck and dogs together. The results were so satisfying they hope to fit air coupling to the rest of the fleet.

"The air release is so much easier because you don't have to run forwards and backwards from the truck. You just flick the switch, the button's inside the cab," explains Joe. "When you're on uneven ground and you go to disconnect using a mechanical ring feeder, you have to be spot on before the level will let it go."

"With the air release, if it's uneven, it sorts itself out and then pops itself open," he says,


explaining that there's an option to switch to mechanical release, in case there's ever a need for back up.

Joe and Michael have BPW axles and suspension on all of their trailers. For them, it's a no brainer.

"My old man stuck with BPW," says Joe. "I knew 'em and Michael knew 'em too. I once drove a semi-trailer for over a million kilometres on BPW axles and suspension. All I ever did was change brake linings. It was as good as maintenance free."

In keeping with family tradition and respect for good workmanship, Camtranz uses Grant Engineered for all repairs and the building of its new trailers. Coupling two strong, reliable and quality brands.

"We bought a 2006 model three-axle super dog with BPW suspension three years ago. It's ex-Boral and good as new," says Joe. "That's why we bought it, because it had the BPW gear."

"We want the trucks and trailers to be all the same – running on BPW axles and suspension – so we can minimise on parts. At the moment, Sydney is in an area where it's growing. Now's the time to have a go." 



“WE WANT THE TRUCKS AND TRAILERS TO BE ALL THE SAME – RUNNING ON BPW AXLES AND SUSPENSION – SO WE CAN MINIMISE ON PARTS.”

– JOE CAMILLERI, CAMTRANZ



BUILT FROM THE GROUND UP

Words and photographs by Emily Weekes

Mark 'Blue' Walkden remembers his dad walking into his first business armed with only a toolbox. It was 1975. Today, Les Walkden Enterprises runs a sizeable fleet and employs over 100 people across Tasmania, Victoria and South Australia.

"I had a \$2000 overdraft from the bank, a month's rent paid and a will to work with hand tools," says Les. "Those days there was plenty of work in the logging industry." Les started his first business in Youngtown, Tasmania, when he was 27 years old.

Self-taught in sales and mechanics, Les has spent the last 40 years building a successful business from the ground up, providing logging transportation, harvesting equipment and heavy haulage. But he's also established himself as a championship rally car racer.

Les won five Tasmanian Rally Car Championships, while his son Blue has also won a championship. Together they're the only father and son team to have won the Tasmanian Side-Car Racing Championship. These days, Les Walkden Rallying (LWR) is known as one of the region's top teams,

preparing and running cars in state, national and international series with great success. They recently sponsored the first female champion driver, Molly Taylor for Subaru. Alongside the business, Les has continued to help grow the sport in Australia and foster talent among younger drivers. Les Walkden Enterprises also supplies the paramedics and mechanical support for Motorsport Safety Rescue in Tasmania.

Racing photographs, trophies and awards cover the office walls, standing on the very same site Les rented back in 1975. At the beginning, Les had two bays and enough room for three trucks, a small shed and street frontage for selling trucks he'd refurbished.

"He used to buy old trucks, tart them up and sell them," says Blue. With a couple more trucks, Les started carting waste timber out of saw mills

“WHEN IT COMES TO BPW AXLES AND SUSPENSION, BLUE SAYS: “THAT’S ALL WE BUY.”

– MARK ‘BLUE’ WALKDEN, LES WALKDEN ENTERPRISES



while also driving for Ansett Freight Express from Launceston to Hobart in the evening. “He’d work here in the daytime, go to Hobart airport late at night, come home for three to four hours, and the next day he’d start again,” says Blue. A few years on, Les’ brother Jack joined the business, carting gas and gas bottles. The business kept growing.

Blue remembers going out to collect trucks as a young man, “I was only 14 or 15, it was a different era then!” When Les decided to open up a truck outlet, Blue came to work with his Dad, servicing trucks.

“We bought our first logging job in 1986,”

says Blue. “It cost a lot of money to buy that job. You had to buy the contract. There was no tender. You could buy a truck and cart their wood but you had to buy out an existing logging contractor.”

“I remember it being a big deal to Mum and Dad.”


Today, Les Walkden Enterprises has a depot in New Norfolk, Tasmania mainly for log trucks, and a dedicated chipping operation in Portland, Victoria, as well as a beef cattle farm in Tasmania. Blue also runs a heavy haulage operation under the business’s name.

“I started carting machinery a long time ago,”

says Blue. “I’ve been doing it for 20 odd years. We like to branch out and do different things. If anyone rings, you never say no.”

For the past 9 years Leigh Curran has managed the machinery and repairs at the business’ original depot in Youngtown, Tasmania. When it comes to BPW axles and suspension, Blue says: “that’s all we buy.”

“Dad’s always sworn by BPW products since the day he started,” says Blue. “I honestly can’t remember it ever failing.”

“We’ve tried other brands, but 90% of all our trailers run on BPW axles and suspension now. If it works, stick to what you know.” 



Ian Hind, Maintenance Manager with Mark ‘Blue’ Walkden



GOING THE DISTANCE

Lowes Petroleum began in 1977 in Boggabilla, a small regional town in New South Wales. With one truck and one driver, the company has grown since then, recently celebrating 40 years in service. Today, Lowes Petroleum distributes fuel throughout Queensland, New South Wales and Victoria.

Words and photographs by Emily Weekes

The latest addition to the Lowes Petroleum fleet is a triple road-train fuel tanker destined for outback Queensland. This shiny new road-train will carry fuel twelve hours west of Brisbane to Quilpie and sometimes, a further eight hours to Birdsville, before returning to Brisbane to reload.

Hot and dusty in summer, with temperatures well above 40 degrees Celsius, Quilpie has also been known to flood. It's an unusual journey – from the city to the outback – one that's rerouted through Toowoomba due to road restrictions in Brisbane. Here they split the train, travelling to Brisbane separately to load up.

Carting fuel between Brisbane and this edge-of-the desert outback town requires endurance from the running gear, trailer builder and even the driver. Built by Holmwood Highgate and run on BPW axles and suspension, this road-train is designed to last more than a decade in difficult terrain.



"The gear has to be very reliable and heavy duty to stand up to those conditions," says Lowe's Fleet Manager for Northern New South Wales and Queensland, Jason Rigby. "You're a long way from anyone out there. Everything needs to stay intact. It has to be very durable and it's got to last."

"The roads and terrain aren't ideal," says Jason. "It's fairly rugged and harsh conditions: very hot in summer and temperatures can drop below zero in winter." According to Jason, "BP always ran BPW on its trailers and Lowes has traditionally done the same."

In 2015, Lowes Petroleum came together in a joint venture with BP. Since then, the company has expanded enormously. Today, Lowes Petroleum operates more than 150 trucks up and down the east coast and 400 pieces of equipment, and 95% of Lowes Petroleum employees have come over to the company from BP.

The company grew from carting 200 million litres of fuel a year prior to taking up a joint venture with BP, to transporting 1.2 billion litres of fuel from Cairns to Melbourne, and everywhere in between. They fix their trucks and trailers externally, sending the road-train to Brown and Hurley in Toowoomba when needed.

This triple road-train will do 300,000 kilometres a year on the Brisbane to Quilpie run alone. "With those distances, there's no point taking a 25 metre B double on the road," says Jason. "A triple road-train is the only option that makes sense for this job." 🚛

"YOU'RE A LONG WAY FROM ANYONE OUT THERE. EVERYTHING NEEDS TO STAY INTACT. IT HAS TO BE VERY DURABLE AND IT'S GOT TO LAST."

– JASON RIGBY, LOWES PETROLEUM



TRANS-TASMAN DEVIL

Queensland's Mactrans Heavy Haulage has been moving big things for 17 years – and for its latest unique addition to its trailer fleet, looked to New Zealand's TRT.

Words and photographs by Dean Evans



Loads from 20 to 250 tonnes is what Mactrans Heavy Haulage (MHH) does. If that sounds like a rather large window, it is; but MHH's real speciality relates to two magic words: over size.

Established in 2000, MHH moves heavy and over-dimensional plant, earning a reputation for service, safety, reliability and expertise.

"We do anything, but we are specialist heavy transport operators, more focused on the biggest end of the scale," says MHH Director Chris Deen. "We move over-dimensional mining equipment, generators, cranes, bulldozers or infrastructure, with the largest being anywhere from 70 to 120 tonne."

And for that over-size gear, Chris has plenty of over-size equipment, including the latest addition to his existing fleet of 26 trucks and 30 trailers: a Widening 8 Line Platform Trailer, specifically designed and manufactured for MHH by New Zealand's Tidd Ross Todd Ltd (TRT).

Located 30 minutes south of Brisbane, MHH's reach is across the country. "We run east-west, to Perth, Darwin, all the north coast... Central Queensland is our main run, but we do Far-North Queensland, the east coast and the Northern Territory."

Though MHH predominantly uses local builders Drake Trailers for much of MHH's

fleet, Chris was looking for a specialist trailer design and specific function for a diverse range of over-size work, so contacted TRT in 2013 to design and manufacture a the unique 8 Line Platform.

"We're always open to try different things," says Chris. "Bruce and Glen [from TRT] came to me a few years ago, looking at building a platform trailer and working together, and they built our first unit."

"It's still working and going good," adds Chris. "And we hope to have an even better run out of the new one."

Bruce Carden, TRT's Manufacturing Director says: "We've been able to manufacture a

unique trailer that works for Mactrans in all the conditions it operates.”

So four years after MHH’s first trailer, TRT delivered its second one. Adds Chris: “TRT put whatever I wanted into the first one, but this new one has a few new updates.”

Two features of the TRT trailer are its widening and steering systems. It uses a centre spine with two widening decks, which expand width from 3350mm out to 4880mm, a 45 percent increase.

There’s a long 18 metres of clear deck behind the neck to inside the ramps, and 855mm ride height. The deck is manufactured with positive camber for load management, and it has the deepest coaming rail in the industry.

All the axles are steerable through command-steer, via the heavy duty slewing ring, hydraulic rams and linkage to each axle. This steering system provides the trailer with increased manoeuvrability with positive steering in both forward and reverse.

Running gear, like the first trailer, is BPW. “We never had a trailer with the BPW gear

double-acting hydraulic suspension which allows individual axles to be lifted easily using a lock valve handle, without the need to pin or chain up.

The suspension can be lifted up by a full 635mm, allowing full weight-carrying capacity when on the road, combined with added agility and accessibility when on site or off road and performs exceptionally well on uneven ground. This trailer can go where the load needs to be delivered and for MHH that’s as varied as the locations across Australia.

The trailer has been designed with TRT’s exclusive live hydraulic compensating ‘Gooseneck’, which not only allows the trailer to be lifted and lowered, but the ‘live’ component means it also moves with the load when travelling, providing constant traction over the drive axles. The neck has also been built long enough to allow dolly hook up with a multi-position skid plate, which also allows for varied Prime Mover set-ups.

Chris confirms; “This trailer is over 23 metres long, and with prime mover and dolly



before the first one from TRT,” recalls Chris. “But it’s a real good axle and set-up with minimal wear and tear over the years; the brakes are really good and generally we’re really happy with everything about the BPW product.”

The new trailer is fitted with eight lines of 17.5 BPW axles, which were specifically designed for this trailer configuration in a collaboration between TRT and BPW. The axles are 10-stud grease-filled hubs designed with larger brake linings, factory fitted backing plate and easy serviceability of the hub.

A key feature and innovation is the unique

attached, there are 90 wheels on the road; it needs all those wheels to carry the weight, but we also need the steering capability so there isn’t one big block of rubber on the road fighting itself. We can also lift axles for better manoeuvring in really tight areas.”

The entire build was completed onsite at TRT’s Hamilton manufacturing facility, including painting in the on-site booth. TRT then fitted all the extras: atop the gooseneck sits a large 27hp three-cylinder water-cooled Yanmar diesel powerpack. Other ancillary features include a fire extinguisher, compressor, water tanks, tool boxes, air connections for rattle guns and air tools, and, of course, remote control of all hydraulic

systems for widening and steering.

With this TRT 8 Line Platform delivered to MHH in August, Chris also had to book in with the Department of Transport and Main Roads for an inspector site visit to approve registration. Due to its size, the trailer can’t readily visit an inspection site, which is one of the smaller challenges regularly faced and overcome by MHH dealing with over-size loads.

Chris and the MHH team love working with the heavy machinery: “All our guys have experience, so we thought we’d provide a good service in a different field... our own field: extreme heavy haulage. It’s more of a challenge, but we love what we do.”

WELL, BLOW ME DOWN

Words and photographs by Dean Evans



A Cargo Floor and Razor Power Tarp in a custom truck make working life a lot easier for NZ's Mulch Man, and its eco-friendly mulch-spreading operations.

“We can blow certain products up to 100 metres.” It’s an interesting claim, but to Mulch Man’s Simon Green, it’s all part of the job of spreading mulch around the North Island of New Zealand.

“She’s a good blower,” he adds. “It’s like a big supercharger. When we first started we had six-inches (150mm) hoses, which could get a bit nasty and throw you on your back... so we’ve gone down to five-inches (125mm),

which gives the guys a bit more control spreading the mulch. That way we can run the trucks a bit slower, so we don’t have to run full air, and it’s a lot less volume.”

This is just one evolution of a truck design that has seen Mulch Man become one of the key providers of eco-friendly mulch around Auckland the New Zealand’s north and south islands.

Started by Mark Ross a decade ago, Mulch

Man was a two-man, one old truck operation, and purchased by Gary Edwards of Mulch Blowers in 2012, has evolved into a company with 10 employees, including Operations Manager Simon, a fleet of utes and seven trucks including a tipper, five blower trucks and the latest addition to its fleet, a custom-built 2017 Isuzu 530 mulch spreader, using a Cargo Floor System on the bottom below and a Razor power tarp up top.



A typical load of pallets and wood used to make mulch.



Aptly named 'Money' on the hose. He's also pictured on the truck.

WELL, BLOW ME DOWN

"Mulch is made from all sorts of things," explains Simon. "But we use three different types: wood chip mulch, crushed up from pallets and old wood; Treescape provides us with a lot of arbour mulch, and we've also got a straight fresh pine woodchip, which doesn't have a lot of nutrients, but is a good long-lasting coverall. We also blow soil blends.

"The mulch holds the moisture content in the ground: a good layer of mulch - around 100mm thick over new planting - can last up to three years, and the plants really thrive on it with all the nutrients in it."

Mulch Man's mulch supply is processed and sourced from associate business partner Reharvest Timber Products, from the same yard in Papakura, Auckland, home for the three companies that form the operation: Reharvest, Mulch Blowers and Mulch Man. Loading the mulch is made substantially easier by a Razor Top Runner power tarp, which enables safe and easy access as the

press of a button.

Recalls Simon: "We saw them on Taylors Bros Transport, on their truck and trailers, and they have massive units. It's so easy: you can sit in the truck and press a button, rather than climbing on top and rolling a tarp over: we're using it 3-4 times a day. There's one switch on the body behind the cab, and the remote control. We're very happy with it."

The tarp rolls from side to side via the sliding motor mounted on the leading top edge of the trailer, and in less than 60 seconds, the entire load is either open or closed, the tarp even tensioning itself.

Doing such a unique style of work required a customised solution, so this new truck was Simon and Gary's own design.

"We built it ourselves here in NZ," says Simon. "We've been doing it for that long, we've got a lot of knowledge - we told Transfleet Trailers what we wanted: it's a 40 cube aluminium body on it for longevity, as opposed to fibreglass bodies; it has a rotary

valve on the back, lots of hydraulics and a split-shaft PTO, so everything's driven off the 530hp motor."

Using a conveyor belt in the previous truck had its limitations of feeding the mulch, so this new Transfleet body truck uses the Cargo Floor System supplied by BPW Transport Efficiency, the moving floor system being ideal for even and consistent mulch distribution, as it continually feeds the blower without the need for a person to be up or around the truck monitoring or fixing blockages, also crucial for worker safety.

Explains Simon: "The Cargo Floor System keeps the load flowing to the back - with health and safety a big issue these days you can't get in the truck or on the truck when you're working, so the Cargo Floor moves the load to the back of the truck, where the levelling bars and augers drop the product into the blower." All this happens within the truckbody so all the moving parts are

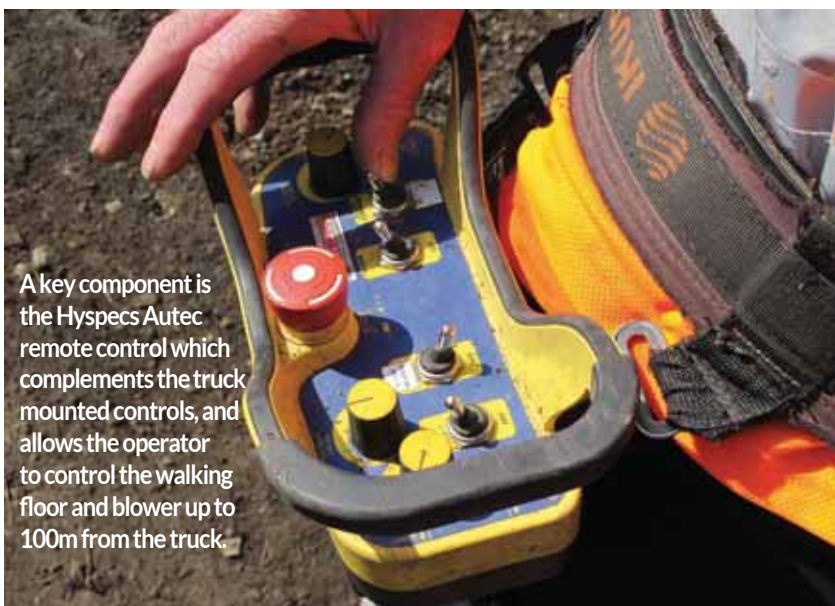


Inside the almost empty body, with the walking floor feeding the mulch into the levelling bars and rear augers and dropping into the blower motor.





The Razor Top Runner power tarp easily operates via the switch behind the cab, or a wireless remote, and takes less than 60 seconds.



A key component is the Hyspecs Autec remote control which complements the truck mounted controls, and allows the operator to control the walking floor and blower up to 100m from the truck.

The Hyspecs control unit for all the mulching gear, blower and walking floor.

internal, making it safe to move around the truck while in operation.

We joined Mulch Man on site in Auckland to cover some areas and large mounds of construction dirt, for an ecologically sound solution to prevent run-off, particularly important during NZ's wet winters. On site, long hoses carried by the support ute hook up to the blower's outlet, and provide access to areas away from where the truck is parked, with the job effectively becoming a two-man operation.

Hose man, Mulch Man's aptly named 'Money' - whose image also features on the side of the truck - hooks up the long hose to the output of the Roots rotary lobe blower, which feeds the mulch out of the back of the trailer at a speed assed by controller, Rodney, who has

the wireless remote on a belt.


This Autec remote was also a special project, developed and fitted by Hyspecs. Along with all the truck's hydraulics and plumbing, and of course the truck mounted controls, Hyspecs developed an Autec remote control, which allows complete and wireless control via the hip unit, up to 100 metres away from the truck.

Today, Rodney's near the truck, continually watching Money and how much product is being ejected, while carefully listening to the product pass through the blower, and adjusting both the moving floor pushing product into the blower, and sometimes backwards, and the speed of the blower ejecting it, a constant balancing act easily managed by a few switches and dials and

Rodney's skilled ears.

Within minutes, the dirt's quickly covered with a top layer of mulch, accompanied by the whirring of the blower and the tinks of the mulch passing through the rubber hose. It's all very quick and, after stepping on the mulched ground, very effective.

Adds Simon: "We do a lot of motorway work, the big batters on motorways, new housing sites and sediment ponds around construction sites. We just park the truck on the nearest, solid surface." Playgrounds and landscaping are also big business for Mulch Man.

And with this new truck, making two rigid eight-wheelers on the road, Mulch Man is better equipped than ever for spreading the word and work of mulch blowing. 

HOT TIP FOR THE FUTURE

Oberon Quarries has supplied blue metal products to some of Australia's largest infrastructure projects, including Mascot Airport and Sydney Harbour Bridge. Founded in 1994 by Ray Hargraves, today the business is ably run by Ray's son Neil and grandson, Luke.

Words and photographs by Emily Weekes



Less than three hours west of Sydney, in the Central Tablelands, is the town of Oberon. This hilly high country is home to farming, forestry and wood-related industries. Until 1971, you could reach Oberon by train, traversing steep 4% gradients and sharp 100 metre radius curves. Today, the roads are just as curly and the landscape picturesque. Hidden in one of many valleys is Oberon Quarries.

Almost 20% of Oberon Quarries' work is carting 'hot mix' to road sites. Over the years, they've run trucks and dogs, as well as conventional tippers, but recently Oberon Quarries was able to invest in a cleverly designed trailer with a remote-controlled conveyer belt that allows drivers to release the load quickly, smoothly and effortlessly through the rear door.

Manufactured by Trout River in Melbourne and distributed by Borcat Trailers in Sydney, this trailer has been on the road for 18 months and is already hugely popular. "Everyone loves them," says Luke Hargraves. "We're running two at the moment, both with Mercedes trucks, which our drivers like too. These are a win win for us."

"You give the driver the remote and he releases the load when he wants," says Luke. "We lose less than a tonne of payload but the safety gains are worth it. There's no fear of tipping over and you don't have to worry about hitting any hazards above."

This smooth design is especially good for

road-based jobs. With easier access to bigger contracts and worksites, the trailer has already paid for itself. As Luke explains: "there are jobs that I can't send a truck and dog to do, but I can send this truck, which more than pays for that extra tonne that I lose in payload."

The truck's driver, Mick Thorpe says the truck can empty a 26-tonne load in 2-3 minutes. He finds the set up excellent too, particularly when compared to a conventional tipper, which comes with overhead tipping hazards. "You don't have to worry about hitting powerlines or tipping over," he explains. "I've been driving this for 18 months and we've carted three loads a night, sometimes five or six nights a week. We averaged 500-600 tonne of hot mix, per truck per week, to one of the major roadwork projects the upgrade of the great western highway at Hartley," says Mick.

Their biggest night was laying just over 1100 tonne of hot mix.

The hot mix goes into the back of the truck and its temperature is maintained at around 160-170 degrees Celsius. If the hot mix falls under 130 degrees, it won't be laid. Mick remembers a night when the mixing plant in Oberon was playing up. The truck sat on the side of the road for three hours. But when the hot mix came out, it was still 213 degrees.

Applying a slip spray to the inside of the truck helps the hot load slide out but it can be a dirty job especially if you're carting different

loads and mixes over consecutive days.


"They run pretty clean inside, but you have to get rid of any hot mix residue and emulsion, before loading something new," says Mick. "We've found the solution is to return to the quarry and throw on a load of 20mm straight aggregate as it acts as an abrasion and will come back clean as a whistle, which allows us to use the trailer for other purposes."

Oberon Quarries' fleet of trailers run on BPW axles and suspension.

"I've never changed a set of axles," says Luke. "We've got a trailer that's outlived three trucks and it's still going strong. I never see BPW in the workshop. It just goes forever. If I ever do need to fix anything, I just call the workshop team at BPW in Sydney and it's straight in and straight out, fixed. It's never a problem."

"Honestly, we wouldn't have anything else. I'm not just saying that!" laughs Luke.

Luke and his father asked BPW Transpec to install a dump valve on the new trailer, so they could 'dump' the airbags, which lowers the back of the trailer. This clever modification means the truck can fit under the Bathurst bitumen plant – a site built in the 1960s, not designed to accommodate trucks of this size today.

"Live Bottom Trailers are the way of the future," says Luke. "They've enhanced our opportunities to service the industry, helped maintain our safe work environment and still give us the competitive edge." 

"I'VE NEVER CHANGED A SET OF AXLES," SAYS LUKE. "WE'VE GOT A TRAILER THAT'S OUTLIVED THREE TRUCKS AND IT'S STILL GOING STRONG. I NEVER SEE BPW IN THE WORKSHOP. IT JUST GOES FOREVER."



ROLLER FOR A MARSHALL

Words and photographs by Dean Evans



The Port of Tauranga is New Zealand's biggest and busiest port, but its tight turns required something a little special in a BPW-shod custom container runner.

Lead through innovation is one of Patchell's keys to success. As one of New Zealand's leading heavy transport trailer manufacturers, the 45-year old Rotorua-based company is often devising and delving into new ideas and areas, depending on both customer demand, and concept it thinks may lead the way into a new or improperly catered market. With its own trailer design and manufacture starting in the late-1970s, Patchell has

produced on- and off-highway logging trailers, and attachments for heavy earthmoving equipment, but there are many arrows in the Patchell trailer and engineering quiver.

This new twin-axle yellow port runner is its latest creation, an idea bred from both customer demand, and the need to develop something that was practical, yet agile, and able to carry containers short trips within a compound. The skeletal is designed and

built for Quality Marshalling, one of the six marshallers who operates at the Port of Tauranga, the country's largest and most active port, about three hours south-east of Auckland, but located so that it's able to easily service not just the north island, but the entire country.

The process of marshalling is receiving cargo from road or rail transport and loading and assembling it on the wharf ready for export.



In the case of imports, marshallers remove cargo from the wharves and prepare it for dispatching, are employed under contract and provide services directly to exporters, importers and shipping companies.

The port runner trailer is a new design from Patchell, which is unique in that it foregoes the struts in the container beams, incorporating the flanges as an integral design part of the chassis, primarily aiding torsional compliance. With the trailer frame fabricated using high tensile steel, a further development is the container stop mechanism that is actuated using a torsional spring system as opposed to a hydraulic spring.

With an overall length of 12.4 metres, it was

developed to move 20ft and 40ft containers back and forth around the Tauranga wharf. Weighing around seven tonnes, with a payload around 52 tonnes, the suspension is a Patchell-designed and built walking beams setup, fitted to 12 ton heavy duty BPW axles.

It was also fitted with Jost legs, for the times it's sitting dormant or not attached to a truck and put to work – which isn't often.

Agility and accessibility are two key aspects of the new design, twin axle trailer, as it needs to negotiate tight turns on a regular basis, something that wasn't ideally suited to triple or quad-axle designs. "We're extremely happy with the trailer", says Quality Marshalling's Murray Derricourt. We needed a bit more

manoeuvrability, as the majority of our turns and 90 degrees, which are really tight for 50t and 60t loads. And with this tandem axle, we're able to easily do them without the wear and breakages we had with the previous triples.

"We can fit two 20 foot or one 40 foot container, with pop-up pins that allow us to format the trailer for the load."

While it's just the first of its type, this new design has been fantastic for Quality Marshalling, and offers benefits, improvements and agility that would work almost anywhere, in New Zealand or Australia. 

LIGHT & LIVE

Williams Transport's new HPMV livestock unit uses tried and proven techniques, lightweight materials and a little Razor ingenuity.

Words and photographs by Dean Evans

Evolution is better than revolution, and with tried and proven designs, often it's more a case of small updates and changes are better than a full redesign. That was the case with New Zealand's William's Transport and its new livestock truck and 10.6m trailer. Largely a solid, tested and reliable construction, the new truck and trailer have evolved from the country's new 50 tonne regulations, while adding a few modern construction materials, and even a slightly different use for a Razor motor.

"We're relatively new," says owner Johnny Williams, from his Gisborne base. "We've been going just over two years – we're basically farmers who have set up our own transport company. We've had amazing support from our local community and we're passionate about what we do."

Williams Transport Limited has just added this new unit to its fleet, explains Johnny:

"We've got two drivers, and we run three trucks: an XF DAF, a Foden Alpha and this new Volvo FH16 700 that's towing a new trailer.

"We're really rapt with the Volvo, it's a completely new unit to cope with the larger weight. We wanted more power; we wanted to stay with the European comfort. And it has a Voith retarder, as we needed good, solid retardation with the load we're pulling – it's a nice truck."

First stop for the Volvo was Jackson Enterprises, where its body and trailer were built specifically to meet NZ's 50MAX regulations introduced in October 2013 that caters for High Productivity Motor Vehicles (HPMV).

"We haven't had a Jackson trailer before," says Johnny, "but I've really liked the finish of their gear. I approached Paul at Jackson and found the right specs for the 50MAX/HPMV and

nine-axes. They've built a heap of 50 tonne vehicles, and they didn't need to change much, with the Volvo chassis and eight-wheel Volvo."

Says Jackson's Paul Hirst: "We basically fitted the deck to the Volvo and built the trailer. It was a fairly normal build with a few little extras."

All up, the use of aluminium and alloy hangers helped keep tare weight down: "It was 4980kg before the crate went on it, and 10,120kg as a complete unit," recalls Paul.

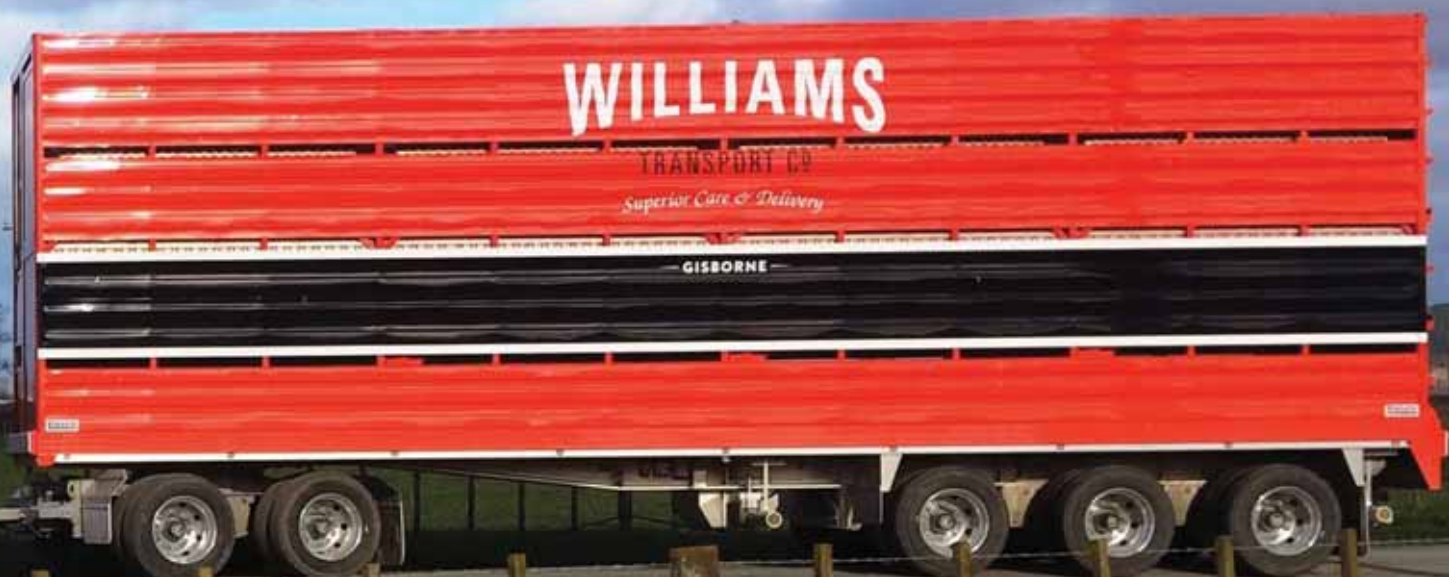
"We're sheep and beef mainly," adds Johnny. "It's a rural carrying company, so we do wool, fertiliser too... anything a farmer wants carried, we do it. We cover Matawai, right down to Wanganui; our main work is in the Gisborne east-coast area, where it's pretty challenging terrain.

"We wanted to create more space for the stock," he adds. "And this makes it so much easier. The pens are all exactly the same size:





Raising the ramp is made much easier with the Razor motor and winch. The lower ramp is flipped up, and the winch attaches to a tether point, and easily raises the ramp, easily and safely, while then drawing it into the body and out of the way.





Director and farmer turned transport operator, Gisborne's Johnny Williams.

A rear door at the top of the crate, via a ladder, aids practicality along with health and safety, eliminating the need to climb up and over the top of the crate.

three on the truck and four on the trailer. We can easily fit four big oxen in the pen, and because we have the extra length, we don't have to have so many decks on the fourth deck - it's easier on the driver, easier on the stock and it's given us more payload."

Jackson Trailers put together an aluminium chassis and five-axle trailer, using BPW axles and suspension, using aluminium hangers to keep tare weight to a minimum. There's also Knorr-Bremse EBS gear.

"We chose the BPW gear after speaking to probably the biggest operator in this area, Weatherell Transport," adds Johnny. "He runs high-kay units, and he really likes them... and our roads are getting worse and worse here and not much is being done about it, so we needed good gear. They were only one of two manufacturers that produce an alloy hanger to go under the chassis.


"It's also got a manoeuvre-assist, which dumps air out of the back axle, and basically shortens the turning circle for getting into farmer's loading races and gateways - it's real handy!"

With the truck and chassis ready, Delta Stockcrates was called in to supply its speciality, a two-deck/four-deck ribbed stockcrate.

There is also a good use for a Razor motor in the crate, says Johnny: "We put electric winches in the crates for lifting the cattle ramps at the back, which has made it a lot easier for the driver. With the longer trailer and the longer ramps, the ramps are getting quite heavy now: you have to lift it manually, put it into a bracket, and push it sideways against the truck. It's probably up around 20-30kg now, and it's up above your head. So we used a Razor motor and battery for that, to raise and lower the ramp.

Paul details the install: "We hooked the motor into the [Knorr-Bremse] ECU, so anytime it's plugged in and running, it's charging. We've done 2-3 of those before, and the Razor system seems to be a good one."

There's also a good operator on the new package, says Johnny: "Tim Egan is the sole driver of this unit for me, and he's a bit of a legend in trucking on the east coast. I used to work for him when I was in my early 20s, and now he works for me. But he's still better than most."

All that comes together to form a strong unit, surmises Johnny: "It's only been on the road for two months now, but as the season starts to ramp up again, we're definitely ready!" 

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*Dealers and Trailer Manufacturers are not eligible for this promotion. Each valid participant has only one chance to win a Sidchrome Toolkit at the retail price of \$5000, and one chance to win a Ringfeder Gauge Tool (Part No.14995440 at the retail price of \$192.84 plus GST. Six Gauges can be won. These will be drawn at the end of each promotional month. The promotion will run from 1 September, 2017 to 31 March, 2018. The major prize will be drawn April 1, 2018. The winner will be notified on the same day. All Ringfeder Coupling purchases before or after these dates are not eligible.



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