

Open ROAD

Autumn Edition (2011)



BPW TRANSPORT EFFICIENCY LTD'S MAGAZINE FOR CUSTOMERS, COLLEAGUES AND OTHER FRIENDS WITHIN THE TRANSPORT INDUSTRY.

CALCULATED RISK

The Transfleet tanker, which is fully insulated using a thermal blanket, is dedicated to hauling edible tallow products from Taranaki to various holding tanks for both domestic and export use.

See story pages 8 & 9.

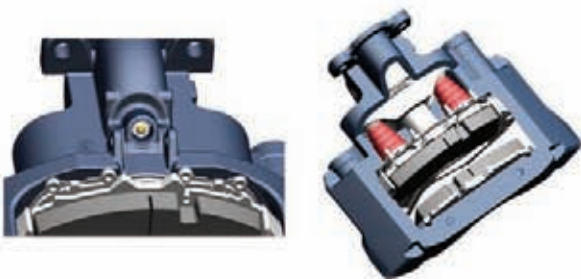


PERFECTION

In Braking



The new innovative and compact BPW ECODisc brake system is the first to be created exclusively for and by BPW and specifically designed for heavy duty trailers.



And the reasons make perfect sense...

- Significant weight savings due to the compact design.
- Less cost to operate because of intelligent design features like;
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 - Twin tappet brake caliper system for longer lasting 'even' brake wear.
 - Front mounted, easier to access adjustment tool, which is recessed to protect against damage.
- The result of decades of in-field performance experience from all over the world.

BPW ECODisc

A fully purpose-built integrated axle, brake and suspension system... all from the one proven supplier.

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WHAT IF?

Can you begin to imagine what our lives would be like if all the heavy duty trucks and trailers disappeared from our planet overnight?

DID I hear someone yell out..."Great now we have all the roads to ourselves."

That would be true, but for how long?

If the trucks stopped running, within a matter of days the supermarket shelves would be empty and every petrol station would be dry, even the aircraft industry would be grounded. Imagine all the restaurants closed as the flow of produce from farm to market, would cease.

Within a short time the power grid would shut down as there would be no trucks to feed coal to the generators.

Hospitals would be forced to send patients home due to the lack of medical supplies, the nonexistent laundry services and the build-up of hazardous waste.

Commercial, domestic and industrial construction projects would grind to a halt through the lack of building materials arriving on-site.

Heaven forbid... that fridge, sofa and flat screen you ordered, would never be delivered. In fact local shopping centres, which cater for our every need, would eventually be forced to close their doors.

No more trucks, no more western civilisation as we know it.

We in the road transport industry are well aware that, without the men and women behind the wheel and the hundreds and thousands of people behind them in depots, distribution centres and warehouses, all over the country, our world would stop spinning.

Yes, our nation is carried on the back of a truck, so spread the word. ■

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The question often asked by many Australian road transport operators, is how can they become more productive and therefore more competitive, given the ever increasing costs and legislative demands associated with moving today's freight.



AHEAD OF THE PACK

FOR Riordan Grain Services, a family driven business based in the outer Melbourne suburb of Lara, the answer came in the form of a three axle truck and five axle dog trailer configuration built in accordance to the industry's Performance Base Standards and operated under mass management, specifically on B double routes throughout the state of Victoria.

Riordan, using their fleet of eleven B doubles, provide hands-on transport, packing, storage, treatment and marketing services for growers and distributors of a range of grains, pulses and protein meal. The company also delivers fertilisers, lime and gypsum for agricultural and mining purposes throughout Victoria and New South Wales and has a stake in the fuel business supplying bulk deliveries of diesel and the retail sale of petrol, diesel and LPG through a number of service station outlets.

Joe Strawford, Riordan transport manager, says the development of the new truck and dog concept was a major departure from the company's all encompassing B double grain haulage service, which predominately caters for the export and domestic markets.

"Up until now we've utilised our traditional B double fleet, with the addition of subcontractors, to cost efficiently manage the dramatic ups and downs of our unique seasonally driven industry where floods and droughts often play a major role as to how and when we can run our vehicles.

"Given those downtime and environmental challenges we are constantly on the lookout as to how best we can move a tonne of grain as efficiently and safely as possible which led us to investigate the advantages of PBS and using a five axle truck and dog trailer combination," Joe added.

The direction, as Joe says, to move to the dog trailer set-up, finally came to fruition with the collaborative support of truck manufacturer, Kenworth, trailer builder, HamelexWhite and running gear specialist, BPW Transpec.

"Collectively we put in a lot of research work to get the recipe right, because the final package had to handle the freight task better and more economically than the present day methods we were using," he said.

The result of all that effort produced a strong but light, 20 tonne tare weight (fully fuelled) Kenworth and HamelexWhite truck/trailer capable of efficiently moving an average payload of 43 tonnes.

"We also went for the dog trailer design to improve our handling productivity and the safety of delivering the bulk loads," says Joe.

Long time employee, Mal Craig, summed up the performance benefits of the new combination saying, "By using this truck and dog unit, what use to take me 40 minutes to unload, now only takes 15 minutes because there's no need to split the trailers.



Joe Strawford



Mal Craig

"Being able to also jackknife the dog allows me to get into a better and safer position to unload, especially on uneven ground and in tight-to-access rural properties.

"All round the dog set-up is much easier and practical to operate than a B double, as it gives me better scope to carry out the daily tasks of handling a number of different loads. From a driver's point of view, the truck and dog is certainly the way of the future."

Riordan's worked closely with the engineers at HamelexWhite to develop their custom-built vehicle which is designed to carry a variety of different products and all in accordance with the required industry 'Grain Carriers Codes of Conduct.'

"Both aluminum trailer bodies are equipped with access doors and 'inside-out' tail-gates to enable our staff to efficiently and correctly clean the bins after each delivery. This avoids any possibility of cross contamination when you're hauling the variety of loads we do in a given day," said Joe.

The 63 tonne, 22.8 metre complete combination features a 'Hardox' dog trailer chassis, BPW disc braked axles and lightweight Airlight II heavy duty air bag suspension, plus both trailers are fitted with Edbro 'CS' series tipping hoists.

"Our relationship with the truck, trailer and component suppliers is a strong and time tested one, with never the slightest question about the quality of the equipment or the required performance parameters. Put simply, we need to achieve 800,000 kilometres of maintenance free and reliable running for each of our transporters and thanks to our chosen suppliers we have so far been successful in that task," Joe said. ■



TIP TOP SHAPE

As you move around the Australian countryside reporting on the industry's variety of road based transport enterprises, you are continually confronted with both innovative trailer developments and highly motivated people, as was the case when we visited Corbet Timber Haulage in Gympie, Queensland.





Andrew Corbet with BPW representative, Evan McDonald

THIS family run business, which commenced in 1968 by Al and Rachel Corbet now consists of a 22 strong truck fleet.

It was Corbet's waste wood cartage operation that caught our attention and the connection of this particular division's use of a number of Moore Trailers designed 'tip-skip' bins. Three of the 75 cubic metre trailers are dedicated to transporting timber waste from various mills located within the district to the Carter Holt Harvey recycling plant to produce particle board.

Carter Holt Harvey Wood Products Australia is the country's most comprehensive wood manufacturing, distribution and sales business producing flooring, molding, plywood, structural timber and decorative wood products.

All three trailers work an average of 12 hours a day moving not just the waste timber, but as well, recyclable products and domestic rubbish.

Each tipper is capable of carrying up to 18 tonnes and uses Edbro hoists to unload the cargo. For stability and safety the waste wood is discharged using the trailer chassis' two rear BPW axles firmly placed on the ground.

"These Moore units are helping Carter Harvey Holt produce a low cost solution to achieving a better yield from of the waste timber, as in past times this unusable wood was either buried or burnt," said Corbet's general manager, Andrew Corbet.

Andrew's family business also transports dry wood shavings for use in the poultry industry, moves cotton seed and cotton waste products used for cattle feed and supplies a range of mulches, soils, potting mixes and screenings for local wholesalers and nurseries.



All of these products are effortlessly discharged from Barker built trailers using the Cargo Floor moving floor system and are reliably carried on BPW tri-axle air bag suspensions.

"Practically all of our trailers are fitted with Cargo Floor systems and run on BPW. If we can't get these brands when we order a new trailer, we'll wait, because we get well over a million kilometers of trouble-free running using these products. We also get the best technical support and training from BPW Transpec so we know how to correctly inspect and service our trailer equipment.

"As a company we have always used BPW. In the Corbet family we still have a 1978 J. Smith & Sons built log trailer operating on the original BPW axles. It continues to work every day and in difficult off road conditions without as much as a squeak," said Andrew. ■



Company driver Michael Riedel moves up to four loads a day saying he loves the work as with both the truck and 'tip skip' trailer combination he's king of the road.



Over the past six years Jackson Transport, based at Hawera, New Zealand, has insisted on running BPW gear on their growing fleet of bulk truck and trailer units, in particular their very first Transfleet Trailers built stainless steel tanker, and for good reason, as Jackson's Taranaki regional manager, Mark Sorensen explains.

CALCULATED RISK



Taranaki dispatch manager, 'Chopper' alongside Mark Sorensen. Napier dispatch manager, Kawhia, was busy running the show on the other side of the Island.

“OUR primary business is transporting raw animal offal, tallow and rendered finished products for our parent company's processing plants, Taranaki By-Products, Taranaki Bio-Extracts and Hawkes Bay Protein.

“To move these ‘time sensitive’ loads, to the tune of tens of thousands of litres each week to the many processing plants and sea ports scattered across the North Island, we at times double shift some of the fleet over six days of the week, especially in the peak seasons.

“So that we meet all the necessary delivery times effectively and safely, we have spent many years analysing the performance and the true running costs of every piece of equipment we operate.

“Consequently we now specify large horse power American built trucks, like International and Kenworth, along with the most technically up-to-date and the safest trailer running gear package available. That includes insisting on, ABS, EBS, and the BPW disc braked axles together with their soft riding airbag suspension to help prevent chassis, trailer and tanker wall cracking. By taking this path we have so far achieved exceptional distances on the one set of trailer brakes, no road associated trailer or tanker body damage, an enviable safety record and an on-road reliability factor, second to none,” said Mark.





As Jackson's expect over a decade of trouble-free running from each of their trailer purchases, Mark insisted that Transfleet design their latest pull trailer/tanker to comply with the possible future legislation of running a 53 tonne payload.

To achieve this, the tanker is lightweight, (under 6 tonne in tare), fitted with a four axle grouping and the chassis is engineered to be easily updated to meet the proposed extra weight regulation by lengthening the chassis/tank and adding a fifth axle if required.

The Transfleet tanker, which is fully insulated using a thermal blanket, is dedicated to hauling edible tallow products from Taranaki to various holding tanks for both domestic and export use.

Driver Mark Bosson says his experience so far with the new Transfleet tanker has been comforting to say the least.

"With 525 horse power to draw on, trailer EBS and disc brakes to rely on, it's a reasonably stress-free job. Even though the products you carry move around a bit, especially if you're not carrying a full load, the unit is still very stable on the road and frankly it tracks as tight and straight as a tri-axle semi."

Jackson Transport was formed many years ago by, Rod Smith, Ray MacIntyre and Napier regional manager, John 'Jacko' Jackson. Rod

who established both Taranaki and Napier processing plants, now directed by Glen Smith and Amanda Smith, soon realised that he needed full control of the transportation of their by-products if they were to grow the business, in line with the increasing industry demand. "When all is said and done, our job is to get the by-products to the rendering plants in the best possible time and condition so the final processed products are of the best quality.

"Because our industry revolves around machinery, which can occasionally let you down, we need to have quality equipment, such as we get from BPW, and to back that gear up with uncompromised preventative maintenance practices," said Mark.

Apart from carting rendables, raw and finished by-products, which together represent 70% of the company's freight movements, Jackson Transport also transport fertilisers, quarry metals and cargo, such as stock feed, for a select group of clients.

"We've come a long way in the business rigorously testing different brands of transport equipment and in doing so we dissect and analyse the results down to the last cent. I'm pleased to say that all the effort has enabled us to run a service that is practicably downtime free," says Mark. ■





IN THE PINK

Brothers, Mark and Steven Thompson, owner operators of Thompson Bros. Transport, located in Dubbo New South Wales, together with their local community and the Australian road transport industry, have embarked on a three year fund raising effort in support of the McGrath Foundation.

THE McGrath Foundation was established in Australia by Jane McGrath having contracted breast cancer in 2002. Both Jane and her husband, Glenn, renowned for his legendary career as a test bowler for the Australian cricket team, were inspired to form a charity to support women with breast cancer and their families. Since its formation, the McGrath Foundation has raised money to place Breast Care Nurses in communities across the country to help educate young Australian women to be breast cancer aware. "We were sitting having a beer at the local Dubbo Bowls Club when our particular McGrath Foundation fund raising idea came about. "For some time we wanted to be of assistance to the Foundation because, like most families, we have also been touched by the tragedy of breast cancer," said Mark Thompson. To kick start their effort the Thompson brothers approached Iain Kelly, their local Vawdrey trailer area manager, to build a 45' curtain sided trailer that would carry their 'Colour Me Pink' message, along with the many supporting company logos, up and down the Australian highways. "Having explained our idea to Iain Kelly he introduced us to Paul Vawdrey who quickly went about helping us secure the six major

Platinum Sponsors, all of which represent key road transport equipment suppliers," said Steven.

The Project so far has attracted the support of over thirty companies, with the Platinum sponsors, shown on the trailer's rear doors, being Vawdrey, Michelin, Alcoa Wheel Products, Volvo Truck and Bus Sydney, Rice Graphics and BPW Transpec.

So far \$130,000 has been committed through the collective support of the current sponsorship arrangements, with further revenue being raised with the 'Colour Me Pink' trailer being present at selected events during the three year campaign period.

"Starting from December 2010 the 'Colour Me Pink' Vawdrey trailer will appear at functions, such as local race meetings, to continue to promote the cause, so it's anybody's guess as to how much money we will eventually raise," said Steven, who can be contacted on 0407 703 907 for future sponsorship commitments or donations.

Both Steven and Mark grew up around trucks as their father, Harold and Uncle Noel grew Thompson Bros. Transport, which the pair established in the early sixties.

In the early days the family's livestock haulage service catered to various meat works along the Eastern Seaboard. Then in the seventies



Above: Iain Kelly with Platinum sponsor representatives, Peter Hart (BPW Transpec) Steve Perry (Volvo Truck & Bus Sydney) Tom Wailes (Michelin) and Kevin Miller (Alcoa Wheel Products).



the firm also took on a general freight service and even operated LPG tankers, all of which emanated from Sydney.

These days the Thompson's have rationalised the business to concentrate solely on carrying specific palletised general cargo, such as concrete, pet food and carpet products, to name but a few. Mark and Steven, who took over the business when Harold retired, say they owe the success of the business to their father and Uncle and to the ongoing efforts of their long standing customers and loyal employees.

"When all is said and done success comes down to your ability to service your clients with a consistent quality delivery system and one which remains highly competitive," says Mark.

The new 'Colour Me Pink' Vawdrey built trailer is one of 85 units that make up the brothers fleet that consists of flat tops, A and B-double curtainsiders, drop decks with removable mezzanine floors and a number of rigid vehicles.

All Thompson's on-road equipment is maintained in-house using skilled technicians. This ensures that the distribution task, between Dubbo, Melbourne, Brisbane, Sydney and Warwick, is safely carried out and on time. A proportion of the company's transport service involves the delivery of freight into heavily congested metropolitan areas which is done using the logistics expertise of Combined Distribution Management (CDM) a company which is part owned by the brothers.

In passing, Mark and Steven wish to send a sincere thank you to all the sponsoring companies and the team at Vawdrey for helping them achieve their McGrath 'Colour Me Pink' fund raising quest. ■

Mark and Steven Thompson, with Paul and Mick Vawdrey





FULFILLING THE DREAM

When Terence Critchley set out to create a one stop outlet for the purchase of a wide range of truck and trailer equipment, parts and repairs, he had one criterion in mind; the business had to be all about offering the best in service.



Wendy and Terence Critchley

TWENTY FIVE years later and South Australian based company, Transport Connection, has successfully become one of Australia's top providers of a large number of quality manufactured trailer brands together with world proven trailer and truck ancillary components and accessories. That achievement comes as no surprise, as Terence's previous 20 year sales experience with Mercedes Benz Trucks gave him all the training and knowhow needed to professionally and soundly structure his present day operation. "Transport Connection's initial industry acceptance and subsequent success was based on the support of our equipment and parts suppliers and our willingness to do anything to please our customers," said Terence.

Many of the company's suppliers, which today consist of Fibreglass Transport Equipment (FTE), HamelexWhite, Barker Trailers, Jost Australia and BPW Transpec, were involved with the business from the start, as are many of their loyal customers which represent single owner operators through to large transport fleets scattered around the nation.

In addition to representing those original equipment manufacturers, Transport Connection is industry accredited and fully qualified to carry out heavy duty trailer refurbishments, truck fit-outs (including turntables, mudguards and hydraulics), trailer servicing and repairs plus chassis rebuilds. In addition the business is set-up to design and manufacture a range of specialised tandem and tri-axle dollies.

A large part of the operation is also dedicated to providing expedient access to a vast inventory of "off the shelf" spare parts.



"We've structured the business so that our customers can receive 'all encompassing back-up', whether it be sound technical or engineering advice, specific product knowledge, choice of the best in equipment brands and spares, along with all of the necessary hands-on attention to minimise downtime," says Terence.

To help celebrate the occasion, over 200 customers gathered at the Transport Connection site, located in the suburb of Wingfield, to pay tribute to the consistent and dedicated support of the company's management and staff.

During Terence's official welcoming speech he gave praise to his long serving people as well as to the many customers present. He also announced the appointment of David Rees as the firm's new Managing Director, a position which will be officially sanctioned at the end of the current financial year.

"From the moment we opened our doors back in 1986 we have focused on giving a priority service so that our customers can quickly and safely get on with the business of delivering their freight."

"Our achievement in maintaining that high level of service commitment, over all the years, would not have been possible without the backing of our suppliers, all of which are renowned leaders in their respective product fields. This close relationship has allowed our business to pass on the very best in trailer innovations and associated equipment which inevitably has strengthened our ties with our large and diverse client base that together represent all facets of both road transport and mining related services across Australia," said Terence.

As a long time supporter of Transport Connection, BPW Transpec would like to take this opportunity to congratulate both Terence and his wife Wendy and their staff for a job well done. Twenty five successful years in business is an outstanding achievement and one worth the praise of all involved.

"We've gone through some really good and not so good times over the past 25 years, but overall the journey has been exhilarating and extremely rewarding. Above all else, it's been the people I've met and worked with along the way that has made everything worthwhile," concluded Terence. ■



*Terence Critchley
with David Rees.*





Mark Tobin



TITANIC TASK

Now here's an all Australian road freight business that really is on the move, servicing every township, that's correct, every single community, throughout the entire state of Queensland.

FOLLOWMONT Transport was established 28 years ago by Alan Salpietro and Bernie Tobin and was initially founded as a company specialising in the delivery of magazines, newspapers and printed materials.

Once this private firm's extensive news agency based distribution network was established and the business decided to also move into carrying general freight, it wasn't long before the pharmaceutical and other large industry groups saw the benefits of using Followmont's overnight Express Road Freight service.

What followed was a surge in the company's growth that still continues to this day.

Alan and Bernie's sons, Anthony Salpietro and Mark Tobin, have since stepped up to the plate as company directors to take care of the logistics of running the daily operational and management tasks which are supported by a highly interactive IT freight management system, described by Mark as "second to none."

"Over the years we have invested in and developed a customised software programme that allows seamless communication of data to and from our 9000 strong customer base.





"Included in this system is data downloading, Internet POD viewing, mobile data transmission, on-line account reconciliation, electronic delivery of statements, provision of vital K.P.I. statistical data, plus many other features, all within our fully integrated website," he said. To fulfill their diverse range of customised consignments and the multitude of 'must achieve' on-time deliveries, Followmont Transport does not have the luxury of running full loads. As a result, managing the nightly distribution task is, as Mark commented, like piecing together a giant jig-saw puzzle.

"Each and every day our 500 strong work force collectively processes over 5000 con-notes while our fleet of 60 trucks and 160 trailers travel 70,000 kilometres and if we miss a connection, we know about it within 30 minutes, thanks to our data system," Mark said.

To deliver the regularity of service this highly energised company has invested over \$60 million to develop a number of purpose-built warehouse and distribution centers which are spread along the east coast and inland throughout the state. According to Mark, all profits are re-invested back into the business to continue to expand both their facilities and transport services.

"We currently have 500 pieces of moving equipment that needs to be regularly maintained and updated and to keep our operational costs under control, we only buy leading brands such as Kenworth, UD

Trucks, FTE and Vawdrey trailers with every new semi and B double set up on BPW.

"Most of our trucks and trailers travel around a thousand kilometres a day so we need equipment like BPW to achieve the best whole-of-life results such as extended trailer brake lining and tyre wear. To make sure every piece of gear is properly looked after, once again our IT system kicks-in automatically so we physically can't miss a pre-programmed service interval," said Mark.

Mark also made comment that the reason why the company is so successful at what it does, all comes down to the quality of its people who go about their daily responsibilities under the culture of a winning team saying, "We simply couldn't manage the complexity of our service without the support of our loyal and many long term employees."

Plans are currently underway to expand the Followmont 2.4 hectare Eagle Farm site to take care of the growth in transport numbers and to build a new \$10 million warehouse, distribution and workshop centre in Townsville, all of which is part and parcel of the firm's growth culture.

"Add to that our hands-on approach, where our customers have personal and direct access to the people who own the business, and you have some idea as to why we've grown so extensively and been able to support our obligations where our customers come first," said Mark. ■



TIPPING THE LIGHT FANTASTIC

Since Transfleet opened its doors in 1983 by founder Dave Gillies, the business has relentlessly delivered 'top end' custom built trailers and equipment designed to give a distinct marketplace advantage for their loyal client base.



THIS steadfast principle has now flowed through to the company's new C.E.O., Matthew Gillies, who took over the reins from his father four years ago.

Matthew, as a trained engineer, is no slouch when it comes to industry experience telling us how he started out sweeping the factory floors and working his way through all areas of the business to finally get to the top job.

"I'm a firm believer that there is no substitute for experience, especially when you can use that knowledge to create a product to do a specific task both well and cost effectively.

"I also believe that your ears are the best tool in the workshop, because if you listen intently to your customers requests, you usually end-up delivering the best possible outcome for his or her specific needs," said Matthew.

Such was the case when the family owned transport company, R. J. Doughty, commissioned Transfleet Trailers to engineer a purpose-

built lightweight chassis tipper, which tares in at only 7.6 tonnes, to move aggregates and other quarry materials from under cover storage facilities to various processing plants around Auckland, New Zealand.

"In the development process we considered many design options but eventually decided on an 11 metre aluminum quad axle trailer running on super singles, a unit that was also engineered to take full advantage of the introduction of the New Zealand High Productivity Motor Vehicle (HPMV) legislation.

"In the initial design stages we also considered building a tri-axle unit, quite common on New Zealand roads, but went for the quad set-up as it reduced our customer's road user costs, offered better tipping stability and gave more payload," said Matthew.

As for the tipper's running gear, Transfleet Trailers selected a BPW airbag suspension and axle package, which included an automatic rear self steer and lift axle combination.



Matthew Gillies with Rhys Harnett, BPW Transport Efficiency



"In this particular case the trailer has to do a lot of reversing into holding bins and over hoppers to discharge the load. It also had to be extremely stable on the road when cornering. Our choice of running gear came down to the BPW steer axle design, as in our previous experience, their system tracks truer on the road and with the automatic reversing locking mechanism, you can be assured that the trailer will always back-up in a straight line. The BPW lift axle device is also proven for minimising both king pin and tyre wear, especially when the trailer travels empty on the return trip." Matthew says.

The tipper, which operates under a Heavy Duty Permit at 45 tonnes gross, has a competitive advantage over the conventional truck and trailer combination, as most of R. J. Doughty's tipping sites are so tight to access they can only accept an articulated vehicle configuration. To assist with the tip, which more often than not occurs under low height roof conditions, Transfleet installed the American built

'Humper-Dumper' body vibrator as the tipper's ram can seldom be fully extended. The Transfleet engineered tail gates, with automatic opening and closing clamps and the fully sealed roll-over tarps, add to the ease and safety of the driver's lot.

"Doughty's is 100% happy with the results the tipping trailer is producing as it's returning the operating efficiencies it was designed to deliver. That in itself is very pleasing, as being a NZTA Certified Manufacturer we go all out to make sure every aspect of the build is technically and legally sound. Once the Auckland region gets the HPV routes sorted out, the unit can take full advantage of its design capability," Matthew told us.

Given the Gillies family's industry track record, for building some of the nation's most innovative and reliable equipment, ranging from tippers to tankers, and with an unblemished record for adhering to all the safety codes, Transfleet Trailers is up there with the best. ■



MOVING HEAVEN AND EARTH

Mulgoa Quarries Pty. Limited is a multi faceted company involved in civil engineering, contaminated site remediation, bulk earthworks and haulage, disposal and contract quarrying that operates from Penrith New South Wales. How this business evolved is very interesting to say the least.

THREE generations ago the Wearn family was living on their Barclay farm at North Rocks near Sydney. Dr. Walter Wearn, OBE, who was a well respected dentist, decided to develop part of his estate into a golf course, perhaps due to his wife Polly's passion for golf. At that time the couple's son, John was also actively pursuing a career in dentistry by attending University. As John loved machinery he spent more time helping out on building the course than in the class room, to the point, where he eventually deferred his studies. Twelve months later John made his call that machinery and earth moving would be his future, not dentistry, so he began mining a large parcel of land for a family at Mulgoa and that process required his first truck to haul the cream coloured shale used to produce building bricks. By this time, John and his wife Jennifer began raising their family of five sons who, as they grew, became deeply involved in John's cattle

farming and the Mulgoa quarrying business. After John's accidental death in 1986 his sons decided to take on their father's role to manage both family concerns. Then in the late 1990's Adrian and Rob, both keen on earth works and machinery, eventually took over the quarry business, whilst the remaining brothers Bill, Bruce and John, moved on to other endeavours. Since then the company has developed and diversified from its clay and shale quarrying roots into all aspects of civil engineering including excavation, contract mining, demolition and site remediation, which complemented the family's involvement in both the Blacktown and Penrith Waste Services. To orchestrate both the company's quarrying and civil engineering services requires a huge investment in the latest machinery, some of which is installed with the latest GPS laser equipment technology for the precise levelling works of the many industrial and commercial sites the business is involved in.



From left: Robert Wearn - Director/owner, Garry Tombs - Transport manager, Adriane Wearn - Director/owner, and Jason Yates

"We require a modern and technically superior fleet of top-end dozers, scrapers, dump trucks, excavators, loaders, compactors and graders to effectively manage our roadwork's, subdivision, mining, excavation, building and development projects. Equally we must have the very best in transport vehicles to take care of our bulk haulage and materials disposal work," says Rob.

To be able to move up to 10,000 tonnes each day of bulk clay, shale, excavation and quarry products, even coal, Mulgoa Quarries rely heavily on their 22 strong fleet of truck and dog trailers, all of which bar one, is equipped with the fully integrated BPW axle and airbag suspension package.

Transport Manager, Garry Tombs, who manages the day to day fleet operations, is also in-part responsible for updating the company's NHVAS compliant, satellite tracked vehicles in conjunction with Rob, Adrian and workshop maintenance personnel, Cameron Coghlan and Warren Leahy.

"As we offer both long haul and metropolitan transport services, some of which is over unforgiving off road conditions, we decided to trial and compare all of the major trailer running gear brands. BPW

came out the winner based on the strength of their performance and ongoing reliability, as well as the service and parts back-up support of both their axles and suspension systems," said Garry.

Three new additions to the Mulgoa fleet, were on display at the recent Penrith Fire Museum Truck Show including, a rigid and 4 axle dog, a 19 metre 'Asterion' B double and a rigid Hardox steel body and 3 axle dog trailer connected to the latest model CAT truck. All are designed and built by Muscat trailers and once again all running on BPW.

"We have been and are constantly called upon to manage some fairly big projects such as moving 2.5 million cubic metres of landfill at Eastern Creek to working in holes so deep, we have had to dismantle a 100 tonne Komatsu dozer to remove it from the site. It's work that demands the best in people and equipment to return a safe, customer satisfied and profitable outcome.

"I can say without equivocation that our company's success and hard won reputation as a trustworthy contractor is due to the efforts and devotion of our long time employees and management team," said Rob. ■



TIMES ARE A'CHANGING

Jim Herbohn began in the timber industry working with his father-in-law, Mick Rasmussen, hauling loads of hardwood timber from the surrounding forestry to the local saw mill back in the nineteen seventies.

SINCE those days the hardwood forests around the Gympie area of Queensland, where the company is located, have diminished, replaced by softwood varieties. This opened the door for Jim to haul Hoop Pine for Hyne & Son, the leading Australian manufacturer and distributor of engineered, structural and decorative softwood products to the country's building industry. Jim's business, Masondale Pty Ltd, which is now part managed by his son-in-law Gavin, also changed to offer diversified transport services which include low loader work under the name, Masondale Heavy Haulage.



Jim Herbohn





"We still run 15 timber jinkers built by Kennedy Trailers, using our own drivers, moving mainly Hoop pine from the area's extensive timber reserves through to the Hyne mill," said Jim.

The Hancock Timber Resource Group, that has recently acquired the state owned, Forestry Plantations Queensland Pty Ltd, softwood and hardwood plantations, like their predecessor, is committed to managing all of the 200,000 plus hectares of forests under its care with a long term, sustainable perspective that benefits the environment as well as their investors.

The Hoop pine that Jim's family business transports is used for specialty timber products like furniture components, musical instruments, aircraft and maritime construction, due to the wood's fine grain, high strength properties. A lot of the Hoop pine plywood and sawn wood is exported, which as Jim says, has been good for them, especially during the recent economic downturn.

To complement their timber haulage operation the company also moves heavy, over dimensional loads around the state, including harvesting equipment throughout the various plantations. This task is made fairly easy using their J. Smith & Sons designed and engineered floats, which are made up of quad axle and extendable low loaders.

"Our son-in-law, Gavin Lorensen, manages the heavy haulage part of the business along with our grocery runs where we utilise curtain sided trailers," says Jim.

Along with his wife Kay and daughter Karen, Jim runs a fairly tight operation keeping an eye on the known costs of the business which allows him to remain competitive.

"You have to be on the ball when you're involved in staging and providing a locally based haulage service, as at times it can be a fine line between success and failure.

"So far we have managed to remain on top of the day to day operational challenges. In saying that however, you can never let your guard down, especially when you are asking a lot from your equipment with both the heavy going nature of the job and at times travelling over the steep and narrow off road forestry tracks." Jim said.

Masondale's selection of trailer builders and supportive equipment suppliers, like Kenworth, Kennedy, J.Smith & Sons and BPW, have played an important role in maintaining the company's 35 year history for being reliable, trustworthy and competitive.

Being a man of few words Jim summed up his view on his vehicle and equipment purchases saying, "We are extremely happy with our choice." ■

TOP OF THE CLASS



Raymond Lincoln

At just 18 years of age Raymond Lincoln found himself behind the wheel of a three tonne Mitsubishi Canter doing deliveries around his hometown, Tokoroa, New Zealand, for local company Trailways Transport.

RAYMOND enjoyed participating in the road freight environment so much he sold his beloved Monaro and borrowed the balance from his parents, Tom and Jan, to buy his first truck and the business he was working for at the time.

That was 23 years ago when Raymond's newly acquired transport operation, R J Lincoln Cartage Contractors, concentrated on servicing the local building, farming and timber industries, mainly carting palletised timber products for hardware stores like Benchmark, which is now known as Bunnings.

Raymond says it was tough going and financially risk taking in those early days, but being 'hands-on', he made sure his investment grew into what is now a sizable fleet of 16 truck and trailer units moving everything except livestock, houses and furniture.

After considerable effort we finally rescued Raymond from his busy schedule catching up at his new and expanded depot and warehouse located on Highway 1, a kilometre south of the township.

"Most of our business is still involved in moving timber in one form or another. That could mean supplying log fuel to power stations to produce electricity, through to hauling finished timber for domestic use and to various ports around the country for export to the USA, China, and Japan. "Apart from the 'clean timber' we cart waste paper and plastics, fertilisers, stock feed, you name it, up to Auckland and Tauranga down to New Plymouth and across to Napier where we have three of our trucks permanently based," he said.

The Lincoln fleet is not only reliable it has also been awarded a 5 star rating by New Zealand Land Transport for excellence in complying, at the highest level, to the industry's up and coming Operator Safety Rating legislation.

As such, Raymond's business, which is also managed by Gavin

O'Donoghue, is in a constant mode of change and growth, the latest edition to the operation being two new Roadmaster, 22 metre long, truck and trailer combinations which are operating under a High Productivity Vehicle (HPV) permit.

"We mainly freight dried treated timber with these new units with the emphasis being on cubic capacity rather than payload, which can be up to 44 tonnes gross when fully loaded," said Raymond.

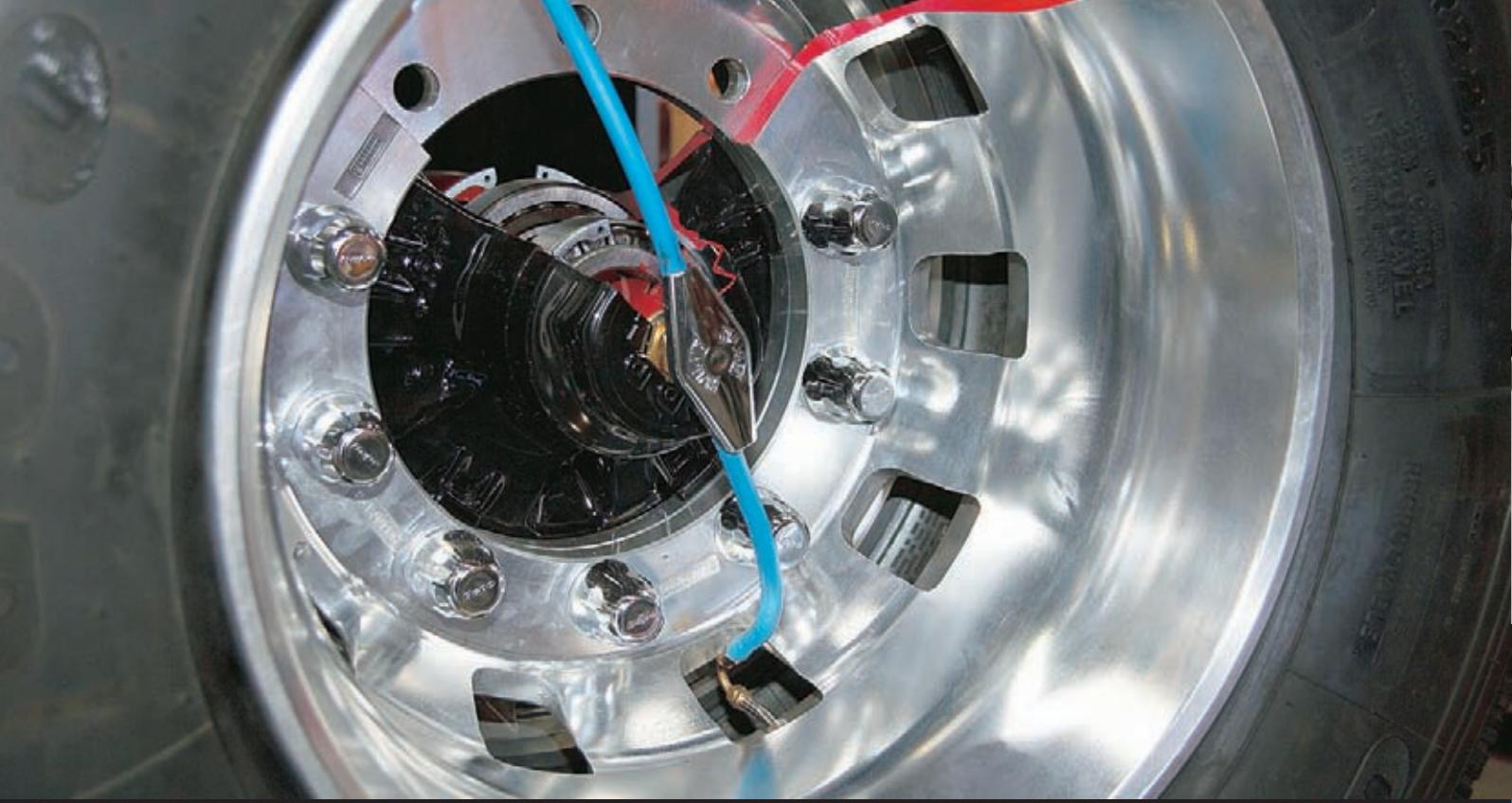
Now almost 12 months old the Roadmaster truck and trailers, running on BPW airbag suspensions and the latest in trailer disc brake technology, are humming along without fault as company driver, Daniel Jones says, "I do an average of 600 kilometres a day in my rig moving back and forth across the North Island between Inglewood on the west coast and Napier on the east coast. Along the way you encounter the best and the worst of our country's roadways and weather conditions.

"With the new R480 Scania the journey, regardless of the outside conditions, is very comfortable and driver friendly. It's the same with the handling of the trailers as the longer rear trailer tracks very well, and with the EBS on-board, I feel very secure knowing that I have this technology."

"Our driver, Daniel, is very impressed with his new set-up, which by the way, recently won 'Truck Of The Month' in NZ Trucking magazine. He is especially impressed with the tracking of the vehicle which goes exactly where it should," Raymond said.

Raymond attributes a lot of the success of the business to the team of people he has around him. He also said that the next generation of the family is already involved in the company with his son Trent driving a Hiab tip truck locally. Apart from the fleet of truck and trailers R J Lincoln runs a couple of 110 cubic metre bulk tipper units for the local cartage of co-generation wood, which begs the question...what's next for this entrepreneurial road transport enterprise? ■





KEEPING THE PRESSURE ON

As most trucking operators are aware, improper tyre inflation accounts for many retread separations, premature and uneven tyre wear, as well as flats and blowouts.

AS most trucking operators are aware, improper tyre inflation accounts for many retread separations, premature and uneven tyre wear, as well as flats and blowouts.

The Vigia, constant tyre inflation system, distributed in Australia by BPW Transpec, maintains a constant 'pre-set' tyre pressure and instant, ongoing feedback to the truck driver regarding the status of the system. If the tyre requires inflation, the driver is immediately alerted while the tyre is automatically re-inflated.

At all times the driver is aware of the status of his trailer tyres and the system via LED's mounted on the trailer, through an independent bank of 'traffic style' lights, red indicating a low pressure supply, yellow for air loss, but the driver can continue, and green telling the driver that the system is on and the tyres are at 'pre-set' pressure. The control box, also located on the trailer, has LED lights indicating the same.

Air to the tyres is supplied through conduits inside the trailer's axles. Exclusive and durable valves are placed outside the hubcap, preventing water and contaminants entering the hub.

One-way check valves are fitted to the tyre end of the delivery hoses so a massive leak on one tyre will not cause all of the other tyres to deflate.

Under-inflation can become a serious problem when the one tyre, on a set of duals, begins losing pressure. Premature bearing failure can also occur due to different pressures over a set of dual tyres.

Toll Autologistics, in Altona North, Victoria, as far back as 2007, commenced testing of the Vigia system to help eliminate the build-up of tyre heat caused by blowouts on their car and truck carriers, which to lower the centre of gravity of their double-stacked cargo, operate on 19.5" low profile wheels. Of their 190 strong truck fleet over 30% of their trailers, mainly J. Smith & Sons 'Flat-Pack' Series designed, are fitted with the Vigia system set at 110 p.s.i.

"Prior to fitting the Vigia system we were suffering from a number of blowouts with the consequent safety and downtime issues. At one stage we experienced a couple of trailer fires caused by excessive heat created by the blowouts. That in turn damage to the freight so it was imperative we got on-top of the problem.

"Since introducing the Vigia we've greatly improved tyre wear, had less blowouts, no fires and next to no downtime due to under-inflated tyres," said Kevin Rodda, Toll Autologistics, equipment manager.

Self contained and exclusive for heavy duty trailers, the Vigia system is designed to operate independently on any trailer configuration or make and is available as a factory fitted option on Australian assembled BPW axles.

Vigia greatly reduces the need for on road service calls and with this, costly loss of time. The system is engineered to continually inflate the tyres so the driver can continue the journey safely and in plenty of time to repair the puncture or damaged tyre. ■



Kevin Rodda





TEACH THEM WELL

Our industry is well aware that every item on every shelf across Australia has been on a truck at least once!

IF the trucks stopped running, within a matter of days our supermarkets would be empty, as would every petrol station. Within a short time the electricity grid would shut-down due to the lack of coal being delivered to the power plants.

Hospitals would be forced to send patients home as medical supplies dwindled. Commercial, domestic and industrial construction projects would grind to a halt and heaven forbid, that fridge, sofa and flat screen you ordered, would never be delivered. Trucks are not only vital to our economy, but also to our modern way of life.

Unfortunately that knowledge is not widely known to those outside our industry, nor does the general public know, when they get in their cars, how important it is to safely share the roads with trucks.

To close that information gap the Australian Trucking Association's 'Road Ahead' programme features a state of the art semi-trailer fitted out with a suite of interactive hands-on exhibits and presentations promoting messages about sharing the road safely with trucks, trucking technology, the crucial role of road transport in a healthy national economy, and career opportunities within the sector.

The 'Road Ahead' educational mobile unit, as it travels around Australia, has a focus on visiting schools, but it is also available at conventions and shopping centres in order to share the industry's messages with parents, teachers, career advisers, and the wider community.

The exhibition offers a structured programme for class groups that incorporates a discussion about trucking before visitors explore the semi-trailer which is equipped with videos and display panels to educate and inform about the trucking industry.

Students for example can learn about road rules, driving fatigue, technology and the environment, careers, types of trucks and the contributions that trucking makes to the country as a whole.

Some of the teaching aids use animation to explain the correct truck driving behaviors required at rail level crossings. Gear changing is a game where participants can feel like they are driving a truck by changing gears as it accelerates. At the easier level, the participant receives visual cues when it is time to change gears. At the hardest level, the participant needs to listen to the sound of the engine in order to change gears correctly. This shows the difficulty (but enjoyment when you get it right) of operating a big heavy duty vehicle.

Using a touch screen, students can also load a truck with freight before driving off. At the hardest level they have the difficult job of loading a 60 tonne semi-trailer, ensuring the space is fully utilised while distributing the weight correctly.

Other games include up to 8 people at a time who compete against each other to show off their knowledge about sharing the road safely with trucks. These games are based on the 'Truckie's Top 10 Tips' and provide insight into cutting out, cutting in, lights at night, do not overtake a turning vehicle, towing caravans and boats, maintaining your speed, overtaking with care, 100 kph speed limiting, roundabouts, road positioning and road courtesies.

The organisers of 'Road Ahead' project acknowledge and appreciate the support of BPW Transpec who is a pioneer supporter and supplier to this Australian Trucking Association mobile educational initiative. ■





ON THE MONEY



Simon Speedy



Watching New Zealand owner driver, Simon Speedy, meticulously load and secure a typical over-dimensional load on his new trombone trailer, illustrates just how single minded this man is to his 22 year career with Taranaki based road freight service provider, Hooker Pacific.

As an independent operator, Simon, with all the right credentials in place and the capability to do the job, looks after some of the difficult movements of Hooker Pacific's heavy haulage and shipping container consignments. It's a task that involves transporting unusual loads like oil and gas rig equipment, boats, portable buildings, heavy earth moving machinery, helicopters, light aircraft, through to 20' and 40' high-cube international shipping containers.

To be able to support the increasing versatility of Hooker's demanding freight profile and to do this economically, Simon needed to up-date his transporter which was previously a five axle convertible flat deck B train. So he called on the Roadmaster engineers to come up with a new purpose built trailer to suit his client's needs.

"I requested a trombone (extendable) quad axle trailer, fitted with twist locks and the ability to drop in bolsters to level load the biggest shipping containers available. I also asked for rear ramps to take on-board all types of over-dimensional machinery. In particular, I wanted a trailer that would give me the safest and most flexible haulage capabilities.

"Because I do a lot of both line-haul and short haul deliveries, with hard to access drop-off points, I needed to have two rear lift trailer axles, one being self steering, to reduce the excessive and costly tyre damage.

As for the finished product Simon commented, "I'm glad we took our time to get the end result absolutely right, as I now have the capability of being able to carry really high and wide loads with the utmost in stability and safety on my side."

Both Simon and his wife Lianne, who together set-up their company, S & L Speedy, are always mindful that when Simon takes off, it's ultimately his responsibility if something goes amiss.

"Some loads are really wicked to transport so you need to carry a lot of gear to correctly secure the load. It's hard enough to negotiate the obstacles along the way, like overhead wires, tunnels, narrow roads and the like, without having to worry about your load coming adrift," he said.

To ensure each trip goes smoothly and in accordance with the industry's over dimensional road regulations, Simon has Hooker Pacific to thank as it's their responsibility for arranging all the paper work, escort pilots, especially the route planning, which Simon often takes an active role in to make sure his vehicle is capable of completing the trip without incident.

The Roadmaster trombone transporter, which is equipped with BPW running gear, as Simon says, is handling everything that Hooker can throw at it, and well.

"There's never a dull moment in this caper, as unlike hauling general freight, each and every day is different.

"For that reason I find the job very stimulating as you constantly need your wits about you to be able to tackle the issues of safely transporting the really hard to handle freight, the types of items no one else wants to move.

"Give me an ugly load and I love it," he said.

Simon finds that the on road stability of the trombone is as good as it gets due, as he said, to the BPW soft riding airbag suspension, the trailer EBS and the Roadmaster low profile, 920mm, trailer deck height.

"With over dimensional work you need all the help you can get and thanks to the team at Roadmaster and BPW Transport Efficiency, who listened to what I asked for, I ended up with the best possible result." ■

Refalo brothers Joe, Luke and Laurie, who are the owners and directors of Jeffsann Excavations, have long provided the Sydney business sector with highly professional earthworks, demolition and heavy haulage services.

THEIR business commenced in 1985 when Joe started out driving a Commer truck seven days a week, operating on a bank overdraft. It wasn't long before Joe's father, Charlie, teamed up to help out and put into motion a plan to fulfill Joe's brother, Jeffrey's dream (who was tragically killed when he was twelve years old) of owning a fleet of Mack Trucks. Joe's younger brothers Laurie and Luke also joined the company three years later to help complete the family quest of making Jeffrey's dream come true.

"We now have an extensive fleet of late model Mack truck and dog tippers as well as low loaders, all very active in the field and all fully serviced and maintained in our workshop located at Agnes Banks," said Joe.

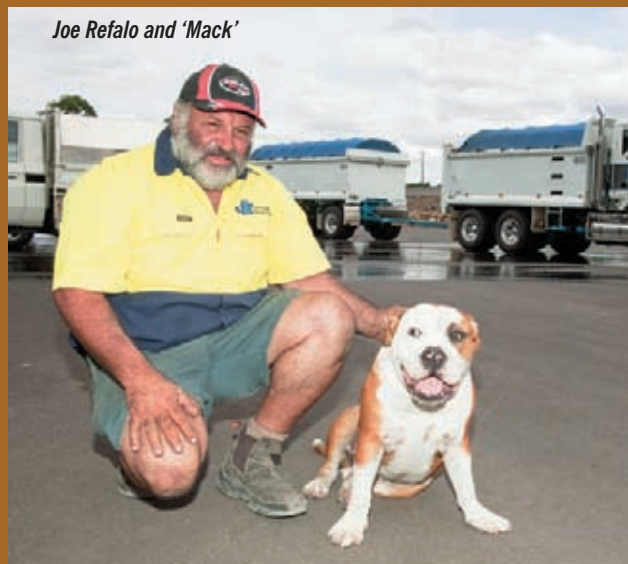
In addition to their bulk haulage transport fleet, Jeffsann Excavations operate a large number of excavators, loaders, dozers, graders, rollers and bobcats that together perform various types of large to small projects from demolition and earth moving works, clearing industrial sites to removing hazardous materials, nothing is too difficult or comprehensive for the brothers to handle.

"Over the last 10 years or so we have expanded the contracting side of our operation taking on major works for regular clients like the State Rail, Leighton Contractors, Denham Constructions and Baylin Industries.

"Using our extensive inventory of earth moving equipment, our industry savvy and experienced personnel, who are on call 24 hours, we are

DIGGING DEEP

Joe Refalo and 'Mack'



capable of effectively managing pretty much any project, from assessment to completion,” Joe said.

While the company’s excavation machinery is hard at work clearing and carving up sites, their tippers are flat-chat carting and disposing a wide range of bulk materials.

One such example of the work carried out is the recent \$4.5 million Blacktown TWAY Project which required Jeffsann to supply bulk machinery and tippers for an 18 month period. During that time the development involved the haulage and disposal of 30,000 cubic metres off site while supplying the equipment management expertise for both the onsite cut through to the fill.

These days all of Jeffsann tippers, mostly supplied by M&S built trailers, operate on BPW, including the company’s latest acquisition, a Grant Engineered truck and dog combination.

“We’ve been using BPW axles and suspensions for the last seven years because their gear gives us an excellent run. For instance, the trailer discs, which are also fitted with BPW brake monitors, keep on going

and when we do our regular maintenance we find the disc brakes are so much easier and quicker to service than the conventional drum brake systems,” said Joe.

Driver Brett Johnston, who has been with Jeffsann for six years, is currently working on the New South Wales, Southern Rail Freight Link, which will eventually run between the suburbs of Botany and Campbelltown. He says his tipper combination handles beautifully, especially the responsive braking power of the discs. Brett says he loves the job so much, he can’t wait to get behind the wheel each day. As for the Jeffsann company trucks, Joe is truly one-eyed about his Macks.

“I always say stick with what you know best. Our Mack’s have always given us great value for money and the people behind them have always looked after us.

“Yes you could say I’m a big fan of Mack Trucks, so it’s no surprise our company mascot is a bulldog, a 9 month old pup called, what else... Mack,” laughed Joe. ■





BEATING THE

Never could John Azzopardi or his wife Heather, have envisaged that one day they would be the proud owners of a fleet of 50 trucks, 80 trailers and seven depots all servicing the refrigerated road transport needs of some of Australia's most prominent food companies and food service providers.



David Sinclair, BPW Transpec Queensland
Branch Manager with Wayne Azzopardi



ODDS



THE couple began their business journey from the lounge room of their North Queensland home, eventually moving into a small portable office as work opportunities continued to come their way.

John first started as an owner-driver towing car carriers and then moved into general freight cartage which took place around the mid 1980's. Five years later he ventured into refrigerated road transport, which is now the main freight forwarding activity of the company known as J.A.T., an anagram for John Azzopardi Transport Refrigerated Road Services.

As a well-respected industry leader in the movement of chilled, frozen and ambient temperature freight, J.A.T. operates within a large service footprint that covers an area from the city of Cairns in Northern Queensland, down the eastern seaboard to Adelaide in South Australia.

J.A.T. has embarked on a programme to equip its company trailers with satellite tracking which enables their operations team to track and monitor the cold chain compliance of the freight carried. Data loggers enhance this initiative while providing customers with 'peace-of-mind' knowing that the individual history of each trailer movement can be recorded and downloaded.

Backing up this comprehensive and state-of-the-art transport system, is a complete EDI linked warehouse and distribution service.

This service comprises chilled and frozen storage for all types of refrigerated food products, order picking and assembly, container unloading, temperature controlled loading docks, local distribution, intra and interstate distribution movements plus a completely integrated and computerised warehouse management system, one that offers their clients a full range of warehouse reports and the ability to have a direct link into the J.A.T. system for real-time stock holding information.

We caught up with Brisbane depot manager and son of John and Heather, Wayne Azzopardi, to visit their newly established 3,500 pallet storage facility. Waiting at one of the many loading dock bays was a Southern Cross Vans, B double, one of the latest units to be added to the company's fleet of trailers made up of FTE, Vawdrey and MaxiTrans brands with the lion's share of running gear being BPW axles and airbag suspensions.

"We load an average of 300 tonnes of freight a day out of this depot looking after wholesalers through to farmers, with individual consignment orders ranging from one pallet to full loads. Most of our fleet is fitted with the latest in dual evaporative refrigeration systems to allow us to handle all kinds of chilled, frozen and ambient freight, all within the one trailer load. Being able to isolate the cargo offers us greater flexibility to the type of freight we can carry, while at the same time maintaining a higher level of cold chain compliance for our customers. This flexibility enables us to offer an individual freight handling solution across the entire fleet," said Wayne.

With in-house operations in Sydney, Brisbane, Mackay, Townsville, Tully and Cairns, J.A.T. is geared to handle just about any customer request, which was put to the test when the state's largest and most powerful cyclone 'Yasi' hit the coast on February 3rd at one o'clock in the morning.

Wind gusts up to 290 kilometres per hour were recorded devastating homes, businesses and crops. Flash flooding decimated major highways which made J.A.T.'s task of getting emergency supplies of food to those in most need, difficult to say the least.

"Yasi made it very frustrating and costly for all road freight operators to keep up with the overload of schedules and circumnavigating the wide spread flooding.

"Battered but not beaten, in the aftermath of Yasi, we faced the challenges of dealing with the cyclone's catastrophic damage to major crops like bananas and sugar cane, along with the prospect of bringing empty trailers out of North Queensland," said Wayne.

However as Wayne stated, "Yasi or not, we will continue to succeed as we will never lose sight of my father and mother's original goals of integrity, customer service and a culture that puts our clients at the forefront of everything we do." ■



Less than three decades ago the family operated Daracon Group consisted of just six employees who were engaged in overseeing a range of civil engineering contracts.

STELLAR EFFORT

STILL under the guidance of the company founders, David and Susan Mingay, with their son Jon, as general manager, the Group today now has over 900 on staff, all working on a diversity of civil construction and transport services, for both their public and private client base, covering the road, rail, concrete construction, landscaping, quarrying, mining and plant hire sectors. Supporting these activities is Daracon's massive inventory of earth moving machinery, road transport and plant equipment and their light vehicle fleet; in total over 600 pieces managed, driven and serviced by a skilled and motivated team of people trained to consistently deliver projects in accordance with their customers, time, cost, safety and quality parameters.

In the case of their civil engineering expertise, Daracon provides

comprehensive services ranging from commercial bulk earthworks, major road and freeway building projects, residential land developments, bridge construction, to the removal of waste products, including asbestos.

Their heavy haulage business division employs a fleet of Kenworths, Volvos and Drake built lowloader combinations that provide a range of over dimensional transport services moving payloads weighing up to 75 tonnes.

As part of the Daracon Group their mining division provides both short and long term contract capabilities to meet the needs of the New South Wales Hunter Valley. As such, this operation handles the transporting of coal and it was this particular service that interested us most of all.





To haul the coal from the coal mine to various sites across the Hunter Valley, Daracon uses a fleet of side tippers, tip-over axle semi trailers and Muscat built truck and dogs which operate on BPW running gear. The coal haulage lead run, although short, is exceptionally tough on equipment and therefore demands the use of BPW 14 tonne axles, air suspensions with type D36 air bellows and vertically mounted heavy duty shock absorbers.

Our coal run involves an around the clock delivery, six days a week, which is really hard on both the truck and trailer braking and suspension systems," says Daracon maintenance manager – transport, Dennis Roohan.

Dennis, who is a heavy vehicle mechanic by trade with almost 20 years experience within the road transport business, is responsible for the entire Daracon fleet's service and maintenance regime, a task that requires around 80 full time workshop personnel.

Servicing the fleet to the required standards involves a series of computerised, pre-programmed maintenance intervals, each one developed to eliminate the perils of downtime.

"We conduct a variety of service procedures ranging from our fortnightly inspections through to extensive yearly maintenance work, yet our fleet reliability ultimately comes down to our purchase of a selection of vehicles and component parts like BPW running gear, which is designed to work best in the harsh environment of transporting coal," said Dennis.

The oldest semi trailer in the coal fleet, running on BPW drum brakes is 5 years, during which time it has clocked up 22,500 operational hours and that according to Dennis, is the equivalent of travelling around two million kilometers.

"All of our truck and dogs, which are called upon to haul coal, quarry products and everything in between, have only required the normal inspection checks and recommended O.E.M. maintenance procedures with nothing out of the ordinary to report. I'll go as far as to say that every one of these HamelexWhite and Muscat built truck and dogs has never missed a beat, like the original set that operates on BPW disc brakes. It has given us over a million kilometers of trouble-free running without significant rotor wear," said Dennis.

Apart from their Newcastle based headquarters, Daracon has depots located in Sydney, Gunnedah, Mount Thorley and Ravensworth that collectively manage one of the largest transport equipment fleets in the country.

Both the business sectors and the environments Daracon manage and work within are dynamic. To have grown to its current size and to be able to offer the depth of services that the company now provides has been truly inspiring, especially when you consider the level and breadth of the successful projects the firm has undertaken since its inception. It's no wonder this family owned business continues to flourish and evolve. ■



Dennis Roohan

LIFETIME DEVOTION

There are not too many families like the Mikosic's that have over time, dealt with all facets of Australia's commercial poultry industry.

TO begin with, Steve and Lucy Mikosic, raised their children, Jason and Anne Marie, while managing their own chicken farm to supply the New South Wales poultry processor, Red Lea. To complement the business, Steve started carting chicken feed to surrounding farms which eventually led to running a small transport operation delivering up to 16 tonnes of feed each day. Now the Mikosic's transport over 600 tonnes of feed pallets a day to over 70 farms around the state.

In 1984 the couple formed the company, Multiquip, to venture into manufacturing 'Litter Machines' which were engineered by Steve to remove poultry droppings from the chicken shed floors, an invention

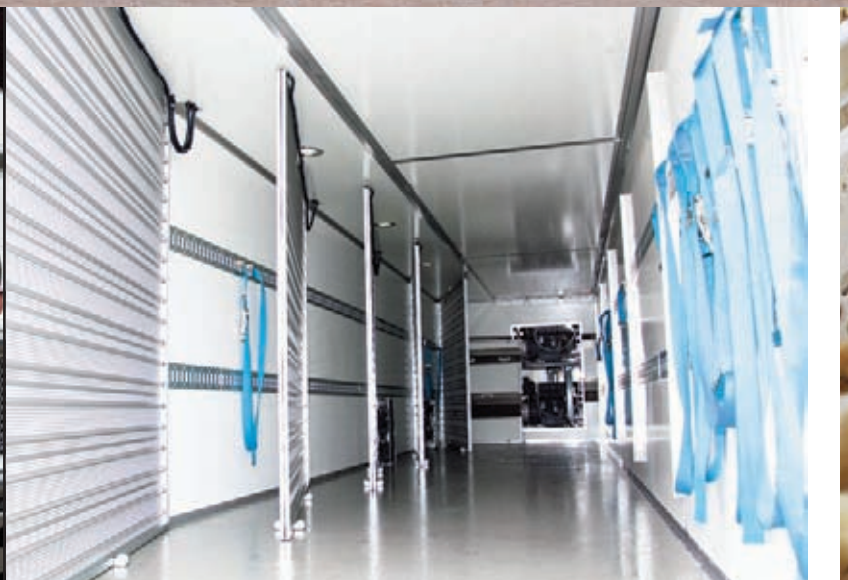
which at the time, changed the poultry food industry dramatically.

From this success Steve expanded their manufacturing operation to include various types of equipment like incubators, which are now sold worldwide to farms, zoos, health organisations, even the medical fraternity.

To keep pace with the demand for their manufactured items, in 1995 Multiquip purchased a machining company that today produces granulated discharge systems used to pump the chicken feed from their fleet of trailers into storage silos. This side of the Mikosic operation also supplies molded plastic chicken cages for the Australian and New Zealand market, builds poultry transporters, constructs trailer



Jason and Steve Mikosic



chassis builds including fit-outs, plus creates a variety of small specialised items, all relative to the industry the company serves. The most fascinating part of the business however, lies within the company's transport division, which is made up of truck and dog combinations, semi tippers, B doubles, refrigerated pantechs and fully imported trailers.

Apart from supplying the poultry industry with a comprehensive transportation service, like delivering the raw materials to produce the stock feed, bulk hauling the feed pellets, fertilised eggs, day old and fully grown live chickens, Multiquip also quarry products, such as sand, rock and cement to concrete plants around the Sydney region.

"One of our most recently commissioned projects is this fully insulated 'Hatch-Traveler', built by the Dutch company ONE-O-FOUR, which is capable of transporting 130,000 day old chicks in a single load and in good health thanks to all the on-board technologies.

"To keep the 45 gram day old chicks warm, to the required temperature of between 37-40 degrees Celsius, the semi trailer's interior is divided into 5 separate compartments. Each compartment wall acts as a radiator to warm the air flow, produced by five overhead chiller units, as it circulates throughout the trailer.

"The 70 KVA generator, that powers the trailer's temperature control system, is monitored using an in-cab computer so the driver can

constantly check the temperature, humidity and CO2 levels during each 8 hour trip," says Jason Mikosic, Multiquip's general manager.

Because the trailer load is worth around \$70,000, and much more as the chicks develop, all the on-board systems are duplicated to prevent any chance of equipment failure whilst in transit. To also ensure that the delicate "just hatched" cargo is fully protected when on the road, Multiquip chose the reliable and soft riding characteristics of the BPW Airlight II airbag suspension system.

"Over the years we have built-up the company so we can have full control over all of our service capabilities. By that I mean the ability to engineer and maintain our own equipment using our own in-house design and engineering departments, production plant and workshops. "Part of that control also relates to the vehicles and components we purchase from suppliers, such as the Muscat trailers, Edbro tipping Hoists and BPW running gear, even down to the BPW Trailer Electronic Braking Systems fitted to protect the driver, cargo and the expensive transport systems we operate," said managing director, Steve Mikosic. In essence all that Multiquip represents has been developed with one aim in mind, Steve explains.

"Because of the nature of the poultry business, downtime is out of the question. That's why we have to know what our business is all about and to be able to structure the various systems so we have full control to meet the poultry industry's time sensitive needs." ■



Movers and SHAKERS



Privately owned, Machinery Movers Limited, is a wholly owned associate company to Tranzcarr Heavy Haulage, a firm established in 1999 and managed by directors David Carr and Warwick Bell. Tranzcarr's claim to fame is based on the company's ability to offer fully qualified and specialised services in the movement of heavy and over-dimensional plant throughout New Zealand and overseas.

THE Machinery Movers business, which was established nine years earlier, also specialises in machinery extraction and installation using an extensive fleet of satellite tracked trucks, low loaders, step deck trailers, heavy duty forklifts and extendables, like their latest acquisition, this MaxiTrans built highly versatile chassis trailer fitted with twistlocks to also handle large containers. Transport manager, Ross Mason, who has been with Machinery Movers almost from the start, explained that the company's ongoing success can be put down to providing an all encompassing service that is 100% industry certified.

"There's not much we can't move and in doing so supply the total turn-key package. When we take on a job we start by getting to fully understand what the client really wants. Once that's established we select the right equipment and carefully map out the transport route to make sure all safety issues are taken into account.

"Once agreement by everyone involved is reached, we then go about arranging the necessary permits, escort vehicles and selecting which of our company pilots and drivers are best suited to instigate the move," Ross said.

By being able to offer the one-stop-shop approach, Machinery Movers has forged a very successful name in the marketplace, specifically in general factory machinery location and moving very large concrete slabs and beams such as the 29 tonne, 18 metre long ones seen here, supplied for the Auckland Victoria Park Tunnel project.

"In conjunction with Tranzcarr we have been called upon to move some fairly demanding loads such as 48 metre long windmill blades and fragile items like yacht masts, some measuring up to 65 metres," said Ross.

The new MaxiTrans extendable trolleys out to 23 metres and is capable of carrying a 32 tonne load. To legally carry these loads the



running gear consists of a quad axle configuration using BPW 22.5" drum braked wide track axles and a BPW airbag suspension on super singles, the rear axle offering a self steering function designed to improve manoeuvrability on hard to access sites and to reduce tyre wear due to excessive scrubbing. The trailer, which is also fitted with EBS, was built in Australia to a 1.5 metre deck height to allow for plenty of travelling clearance when carrying maximum payloads.

To maintain a high level of customer service, Ross personally takes on the responsibility to make sure all aspects of the job go to plan, even acting as a scout to approve the intended transport route. In his role Ross is fully supported by a team of people grounded in the business for handling over dimensional loads.

"Every job is challenging as each one is very different to the one before. The reason we are able to meet all the challenges is that we have fully trained and industry experienced people, all capable of handling every possible handling contingency.

"As a member of the New Zealand Heavy Haulage Association, everything we do has to be spot on, no short cuts, no guess work and always with safety being the number one consideration.

"When it comes to moving the seemingly impossible we are good at it because... it's what we do best." ■



Ross Mason



STAYING POWER

There are a number of key operational elements that have greatly contributed to the acceptance and growth of South Australian based road transport business, Nuriootpa Traders.

ACCORDING to managing directors, Nigel and Kym Roocke, their family run company of over 30 years has outlasted all contenders due to three basic ingredients.

Firstly, founders Jim and Denise Roocke established their freight service buying fruit and vegetables for the Barossa Valley restaurants and grocery stores in the township of Nuriootpa, (hence the trading name) which is located right in the heartland of where their customers earn a living, growing and harvesting grapes to produce some of the country's most sought after wines. Because of this trading position, the business has been able to develop a reputation of being 'Johnny-on-the-spot', caring for their clients' needs with a dedicated service that's prompt, reliable and above all else, complete and personal.

Apart from servicing the local business sector with general goods, this freight forwarder concentrates mainly on transporting the majority of components necessary to support the wine industry, between the Valley and Adelaide, which is 80 kilometres away.

Secondly, as Nigel tells us, their operation "value adds" to give customers a total no-fuss service experience.

"We provide an all encompassing, warehousing and distribution service with secured and insulated storage facilities that feature loading docks designed to protect our clients' products from the elements during the loading and unloading process. This also includes a specialised container packing operation giving clients the ease of dealing with one

entity for all their logistics movements. From bottling right through to delivering, either interstate or to the wharf ready for exporting, there's nothing we can't handle," said Nigel.

Third on Nuriootpa Traders 'hit list' of customer service musts is the ongoing purchase of the most up to date and innovative transport equipment, all designed to best handle the freight.

"Our fleet of B doubles and semi trailers operate nationally under the industry's Mass and Maintenance Accreditation scheme created to deliver the safest and most expedient handling of the freight. However, we are always searching for more efficient ways to protect and transport each load and as such we have never shied away from investing in new systems or equipment technology," Kym said.

To example this, the company was the first in the district to trial curtain sided trailers on their general freight consignments and the first to use B doubles for regular consignments to and from the South Australian capital city.

Also testament to the family's willingness to embrace productivity improvements was the commissioning of a number of the latest in cargo handling systems, the Barker built 'Sentinel' trailer.

To eliminate the time and cost involved in man handling side gates, previously needed to legally secure the load, the Barker Sentinel trailer uses stainless steel straps embedded into the side curtains to achieve the same required side load restraint. Securing the straps once the curtain is closed is easy, as the operator simply locks the pre-tensioned



Nigel and Kym Roocke



Kane Wagnet,
Transport Connection

and tamper proofed 'strap-free' buckles in place in the allocated sections of the coaming, a simple and fast procedure. Furthermore, the Sentinel features 'centre levers' which are either air operated or manually moved, like vertical blinds, so that varying pallet sizes, ranging from 1200mm to 1100mm, can be tightly secured against the load restraining curtain.

To add to the reliability factor of their fleet, Nuriootpa Traders chooses to fit BPW axles and air bag suspensions and with great success, as Kym says, "With BPW we have less maintenance issues and therefore less downtime to protect our customers' interests." Kym also added their drivers are pretty much focused on their preferred choice of trailer, as in their opinion, the Barker Sentinel and BPW combination is the ants- pants when it comes to doing their daily runs safely and with a minimum of fuss.

Both Roocke brothers mentioned that they joined their parents business pretty much straight after their school days and although Jim Roocke has since passed away, their mother Denise, still works in the office along with their sister, Teresa, who is also a part owner in the business.

To complete the Nuriootpa Traders story the company also provides daily and interstate general freight services with pick-ups and deliveries of all types of cargo plus operates an 'all-terrain' forklift hire business.

"Many of our local business relationships cover more than 20 years, which helps demonstrate the confidence and satisfaction our customers have with the way we conduct our transport and associated services," concluded Nigel. ■



Reece, Tabitha, and Dale Meredith.

For lovers of quality orange juice here's a tale that will make you more appreciative of what goes on behind the scenes to deliver the golden nectar.

READY AS EVER

GROVE Fruit Juice is currently the largest privately owned Australian fruit juice processor in Queensland, producing over 400,000 litres of juice a week. With its specialised fruit handling facilities and latest processing procedures Grove is proud of the fact their quality is second to none, an achievement brought about through the efforts of many.

Enter Meredith Transport.

Dale Meredith began transporting oranges for the Grove Fruit Juice company about fifteen years ago, hauling oranges from Griffith New South Wales to Brisbane using wire bins and bulk handling methods which he believed was an antiquated process that created unnecessary damage to the fruit.

"When Grove asked me if I could help them improve their transportation system, as I love a challenge, I sat down with my brother Mark, who is involved in the industrial conveyor industry, and a friend, Les Johnston, to collectively come up with a purpose-built trailer system, specific to hauling fruit in the best possible way.

The result of all Dale's, Les and Mark's efforts was this 25 metre B double side tipping trailer combination capable of safely handling a 37.5 tonne load, a system that served Meredith Transport well for 10 years. Then in 2006 Dale decided to take his business in a different direction, leaving the fruit industry for a short period of time.

"On my return to transporting fruit 4 years later, I felt there was a more efficient way to move the delicate produce and so with the help of Graham Lusty Trailers my design ideas became reality.

"As you can see, everything about the trailer combination you see here, which is called a Ready-Tip, has been developed to take the hassle and stress away from the operator, especially during the delivery process, resulting on a complete OH&S friendly transporter that is super kind to the fruit being carried.

"We designed the trailer bins to reduce the build-up of heat during trips, as temperatures coming off the bitumen can get as high as 45 degrees Celsius during the summer months. In the past this has ruined up to 25% of the load during transit which is very costly in both lost produce and the sorting and disposal of the damaged fruit," said Dale.

With the trailer bin walls designed to allow air to circulate around the cargo, Dale says the fruit spoilage is now down to almost zero.

To discharge the load safely and quickly Dale has incorporated a number of fully automatic systems ranging from the opening and closure of the tarps, trailer body vibration devices plus two electronically operated rear tail gate doors, which together quickly and cleanly discharge the load.



"With the electric rear doors our drivers can empty each bin over the hopper with the simple flick of a switch and even with the hoists only half up, the entire unloading process takes about five minutes. Also, using the Ready Tip, as opposed to a truck and dog combination, we can achieve more tare weight and are able to better position the rear trailer to discharge the load without having to disconnect," Dale said.

All the above mentioned systems are operated via a power pack and not driven by the truck engine, so the prime mover can be shut down when discharging the fruit onto conveyors located in Groves undercover processing facilities.

So concerned is Dale about the safety of both his drivers and other road users, he has invested in including both the latest in BPW trailer EBS, disc braked axles and the BPW soft riding airbag suspension technology.

"Even though there's a slight weight issue with BPW, I believe there's a good reason for it, especially running on our roads. I've used other axles and air suspension gear and was always rebuilding or repairing them. With BPW, they offer a very reliable system that is practically maintenance free, so I've immediately eliminated any major associated running cost issues."

Talking of cost savings, apart from all the built-in productivity gains and operational safety features offered by the previously mentioned automated systems, Meredith Transport, using the entire Ready Tip package, has been rewarded with the economies and customer benefits of next to no downtime.

"I've even fitted a reverse warning light system, similar to that used in the car industry, so the driver can avoid any trailer damage or accidents during the delivery process."

To gain further cost savings, both trailers are fitted with BPW fully automatic axle lift systems as the vehicle always runs empty on the return trip, and with the vertically mounted heavy duty BPW shock absorbers, both trailers are protected against damaging road vibrations. As a result Dale says there's no sign of tyre scalloping or body cracking since this latest combination was commissioned last year.

"I'm a firm believer in doing the best job possible and therefore bend over backwards to do things the right way," he said.

Dale added that some operators believe no matter what happens, if they're turning the wheels they're making a dollar. In his experience he believes if everything isn't spot-on, you can go broke real quickly, even when the wheels are turning.

"We designed our first set of trailers back in 1995 and we're still in business and servicing the same company," he said. ■





Chris and John Clarke in front of their fully restored 1979, D5N 200 series Dodge.



BROTHERS IN ARMS

When you're running a road transport service, far from the big smoke, you need to be all things to everyone, especially if you wish to remain profitable. You also need the resolve to stand by your conviction to deliver an uncompromising high level of safe and predictable services.

BY being far from a major city we're talking about the coastal township of Kingston, 300 kilometres south east of Adelaide, which was established in the early days as a resting place, before the main inland route was constructed between the state of Victoria and the South Australian capital, Adelaide.

Because of the sheltered waters of Lacedpede Bay, Kingston is a popular destination for holiday makers. The area is famous for some of the world's most beautiful sandy beaches.

It was back in 1957 when Kingston residents, Geoff Clarke and his wife Ruth, started an earth moving business using a single dozer and truck, a service which remained pretty much the same until his sons, Chris and John, decided to team-up and work towards further developing the modest family enterprise.

"It wasn't long before we were driving stock crate trailers for dad, moving cattle and sheep from the farm to market, a part of the business that lasted for about ten years.





"When we finally decided to get out of livestock haulage, because of the inconsistent hours, we went back to moving bulk materials and general freight, running back and forth to Adelaide," said Chris. Even before their father Geoff's passing five years ago, the brothers decided to concentrate solely on their tipper and spreading services, handling products ranging from grain seeds, quarry products to fertilisers. The name of the company was known as Clarke Bros.

Year by year their range of equipment grew where today the company manages a large number of spreaders, front-end loaders, excavators through to transporters like rigids, super dogs, side, semis and B double tippers, even this 45' hydraulically operated 'widener' supplied by Barker Trailers, which opens up to 3.5 metres. "Our widening unit is working really well moving our own excavation machinery. We even carry container loads of produce using the trailer's built-in twist lock system. The widener allows us to carry up to 25 tonnes and because the running gear is BPW, we can rely on its sturdiness for the really heavy going jobs," said Chris.

In recent years the Clarke brothers have diversified into providing all kinds of farm products and services for their rural based customers, all under the banner of Kingston S.E. Farm Supplies. Apart from offering chemicals and fertilisers, Clarke Bros. clients can access a vast array of farming equipment like fencing, sheds, implements, as well as agricultural machinery and harvesting services.

Never resting on their laurels, the brothers also created a concrete

supply business operating their own mixing plant together with a small fleet of agitators. This part of the operation all came about, as John says, when they needed concrete bunkers to be installed to store their own bulk materials, which they source from locations afar. Rather than employ a company to provide the bunkers, the brothers decided to build their own.

Multi-tasking, even doing a little demolition and house moving work, has seen this fourth generation family steadily grow their business to the point where the firm now carts all of their own freight using their own transport fleet.

"You need to have control of your destiny to survive and be successful in this industry and to remain in control, you must have access to the right people and equipment.

"By operating the most up-to-date gear you not only save money on maintenance and repairs, when people see that you are using the best, it quickly attracts new work," says John.

Both men agreed that they would never compromise the safety of their business practice or the quality of their service, saying they would rather park the trucks up, than put at risk the safety of their drivers and others.

"It all comes down to sticking to what you know best, having good gear, good drivers, good staff, plus a little bit of good luck thrown in for measure," says Chris and John, who are both fully supported by their daughters, Brittney and Tammy, a trustworthy accountant, and a commercial thinking bank manager. ■



NEW MOVES

Due to the strong up-take, by workshops all over New Zealand, BPW Transport Efficiency is pleased to advise the appointment of Peter Wood (formally South Island Sales Manager) as the company's Training Officer.

Peter has been with BPW Transport Efficiency for thirteen years in both sales and technical support. His background in engineering and maintenance, in the British Army, and various other transport related companies, has provided Peter with the skills to deliver training to a high standard. Workshops already enrolled in the company's training programmes have been very satisfied with the content of the modules and the professional, practical hands-on approach Peter takes. The number of workshops that have signed up for the training programme has been very pleasing and to date Peter has trained more than 300 workshop personnel.

BPW Transport Efficiency is also pleased to announce the appointment of Dave Comber as Business Development Manager, New Zealand. Dave is based in the Christchurch office and as such will also assume the role of South Island sales representative.

Dave has an extensive industry background, covering technical, sales and the service sectors. Many customers will know Dave from Steel Bros and latterly, Service Works in Christchurch. He will be responsible for the expansion of the product range and the development of new business opportunities. ■



Dave Comber

Peter Wood

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