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Winter Edition 2012



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

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See story pages 40-42



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HAVING THE UPPER HAND

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If you're looking to extend your transport services profile, using the Cargo Floor moving floor system, talk to the experts at BPW Transport Efficiency. ■



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Left to right Sam Pantou and Tony Van Keulen

SAFE HOME RUN

One of the many pleasing aspects of putting this industry magazine together is reporting on equipment innovations specifically engineered to make road transport easier, safer and more cost effective.

THE new Metropolitan Express Transport Services, Fall Prevention Safety System (FPSS), which took 5 years in the development, is one such innovation that ticks all of the desired boxes, making it a win, win, for their customers, their drivers and all others involved in the freight handling process. The system provides a 'working-at-heights' safety tarping solution for flat-top, rigid and semi trailers, in this case a Vawdrey built unit, doing away with the need to provide expensive on-site safety platforms. Fully automatic, and operator foolproof, the FPSS employs double acting roof and side trailer tarps, which when activated fully exposes the load, in this case palletised and sheet steel, without physical intervention by the driver. The speed at which the tarped roof section effortlessly rolls to either side of the trailer, to allow for flexible cargo access, and the ease of which the side curtains are dropped, offers serious time and dollar

savings compared to the conventional tarping and untarping ways of the past. The trailer's side curtain arrangement has minimal impact on the tare weight of the vehicle and its in-built safety barrier eliminates the risk of falls when working on the trailer's decking. There are many other built-in safety features, and they include the trailer platform access ladder, it can only be activated once the load has been fully exposed, and the introduction of a forward clear side panel that allows the operator to view the load's security status, before engaging the FPSS. Directors of Metropolitan Express Transport Services, Sam Pantou and Tony Van Keulen, say the prototype of their FPSS is undergoing a trialling process for their client, Bluescope Steel Australia, at the Westall Road Melbourne site, and will no doubt be modified as the system is put through its paces. "We've already made changes to the initial FPSS design so that the air

activated hydraulics are now electrically powered, independent of the prime mover. Paul Ferbrache, from Tipper Tarps, helped us re-configure the workings of the system to allow power to be sourced through a separate battery pack enabling the trailer to operate as a standalone mobile platform," said Tony. Not happy with just the FPSS delivering an unprecedented level of operational safety, Metropolitan Express Transport Services equipped their trailer with almost every other conceivable on road safety feature to complete the 'peace of mind' experience for their client. "Some time back we decided to put health and safety at the forefront of our services, updating our vehicles every six years or so, so that we could access the very latest in technology, for both our truck and trailers. "This Bluescope Steel vehicle features the new BPW Airlight II soft ride airbag suspension and drum braked axles, all connected to the BPW 'roll stability feature' offered through their Trailer Electronic Braking System. "Add to that the BPW Soft Docking package, to help prevent rear trailer damage, or the possibility of hitting a bystander, our fully substantiated side 'under-run' protection, and the Vigia tyre inflation maintenance package, and we've covered all the bases in the OH&S stakes," said Sam. With services ranging from express courier and taxi truck, through to metro and regional deliveries, plus their construction and warehousing divisions, Metropolitan Express has built a solid reputation based on knowing their customers' needs, intimately.

"It's the concern for our customers that led to the idea of the FPSS in the first place and in this instance, Bluescope Steel has been fully supportive in assisting us to further develop the concept, as safety is a major Key Performance Indicator for this steel haulage contract. "We've also had the backing from authorities such as Victoria Police, Vic Roads, the Victorian Transport Association, our insurance company, Zurich and Safety Assist, as the road transport industry is continually searching for ways to reduce the incidence of workplace injuries. "You can either sit on your hands on issues such as safety or be the leader in your respective field. However, as our corporate motto states, 'Safety Is Our No.1 Priority' we choose the latter," said Sam. ■





(Left to right) Phillip and Joseph Murina.



IN GOOD HANDS

Anyone who has run a family business can relate to the time when their son or daughter stepped up to the plate to take over the management of the company.

THAT time, for Phillip Murina, who painstakingly established his earth-moving and construction firm, Bulk Haulage & Excavations, came in 2005 when his son Joseph was handed the keys to the trucks and the business, which now goes under the name of Stella Excavations. Like many new Australians, especially of Italian decent, Phillip was never afraid of hard work. For the first 18 months he started out each day driving his backhoe from his house to the work site, some 30 kilometres away, to toil in all kinds of terrain and weather conditions in and around the New South Wales, Gosford area. He soon realised however that that wasn't the smartest way to earn a living, so he purchased an excavator and truck to move bulk quarry and metal materials which made life so much easier.

From then on it was again hard work that saw Phillip and his wife Grace succeed in their industry specific endeavours. Apart from a short stint in the building game the company has stuck to servicing civil contractors using their equipment fleet comprising dozers, excavators, rollers, loaders, semi tipper, transporters, bogie trucks and truck and dogs. Fifty percent of their operation is engaged in moving bulk quarry materials, the other half carving up and shaping industrial and domestic sub divisions.

"Joseph started with us as an independent driver back in 2000 after finishing his apprenticeship as a mechanic. Having learnt the ropes in the field and applying our business traditions of being hands-on, he's now looking after the fleet and involved in overseeing the internal paper trail with the help of my wife, Grace, and his wife, Mary," said Phillip.

As for Joseph's side of the story he says, "My father has taught me so much that I could write a book about how to run a fleet, like the need to cover all the details when preparing for the job, and to keep your eye on the game to make sure you can deliver the best end result. I'm also very lucky that we have a good employee base to be able to carry

out the required level of services safely and to the expected deadlines. When it comes down to the wire, it's all about keeping our customers happy," says Joseph.

Helping to keep those customers in the Stella stable is a fleet of well specified, well serviced, earthmoving equipment and truck and trailers, which in the main employ the cost saving operating benefits of BPW axles and suspensions, Edbro hoists and Ringfeder couplings, especially the Borcat produced dogs, the latest addition being a "Supercat" model.

"Our oldest Borcat is a 98' model, now refurbished, but still on the original BPW axles. It's done about 2.5 million kilometers since it was commissioned, and all we have done to it is replace the bin. In our business that says a lot, considering the amount of loads its tipped each day and the conditions its worked in," said Phillip, who is still involved in the business on a day to day basis supporting the team when needed.

As for the team, (as mentioned) it consists of both the immediate family members, with son-in-law Karl and Frank and brother in-law Pat, working as sub contractors along with a steadfast and experienced number of around 15 other company employed drivers.

"Because the weather can play a big part in getting the job done on time, we quite often call on other operators to help out when the rains eases off. Conversely we help those operators as well when they need support, it's a circle of trust between us, all to help beat the downtime the elements create and to sure-up the unexpected last minute consignments," said Joseph.

When all was said and done with our visit to Stella Excavations on leaving Joseph made a parting comment that summed up why he and his family have succeeded so well in a very demanding and competitive industry.

"You have to be persistent and passionate about what you do to get the job done right, and as much as you sometimes hate the trucks due to the pressure, when it all works out for the better, the more you get to love them." ■





BPW Transpec representative Peter Hart with Ian Brown



Syed Shah and Ian Brown



LOCK, STOCK & BARREL

PRIVATELY owned Australian fabrication company, Shearform, was initially established in 1979 to provide a one-stop-shop service to the Australian metal industry. The company's ten acre site in Dandenong Victoria, offers the full design, engineering and fabrication process, including laser and plasma cutting, section and plate rolling, brake press forming, to sheet and coil plate distribution, and the metal products produced are almost endless. In 1984 Shearform acquired the design rights, manufacturing jigs, specialised equipment and all the historic data from the company, Tubemakers Fabricated Products, to begin building Gooseneck LP Gas road tankers for the mining and transport sectors. It was a move Shearform's fabrication manager, Syed Shah says, that gave the business a distinctive edge within the country's tanker manufacturing

industry as the company was already fully equipped to fabricate pressure vessels. "Armed with Tubemakers previous experience and our own rigorous refinements, we have been able to perfect the best outcome for our customers by offering customised tanker/trailers that are low in tare weight, high in stability and importantly, built to a quality standard to return the lowest operating cost over the whole life of the vessel's operation," says Syed. There are many reasons why Shearform tankers stand up to as much as 30 years on the road without significant maintenance, as Syed commented, "It starts with the company's culture. "We pride ourselves on continual research and development. Our low-profile trailer gooseneck design, for example, offers enhanced stability parameters so the tanker/chassis combination tracks directly

in-line with the prime mover. And the aerodynamics of our tanker create the best on-road stability," he said. The majority of Shearform's road tankers, from rigids, B-doubles to Road Train configurations, are constructed using specially developed high strength steel. During the fabrication process, the company applies the most stringent quality control to AS1210 pressure vessel standards with rigorous testing applied, like plate thickness checking, heat treatment, even 100% x-raying of all vessel welds. Nothing is left to chance to present the safest, most reliable outcome. Ian Brown, who is heavily involved in Shearform's tanker fabrication, says their customers, who represent both the multi-national transport fleets to single owner operators, are all looking for 'piece of mind' when they take ownership of the tanker. "Of our 400 plus units operating throughout Australia a lot are constantly on the go on shift work projects, so we need to present a product where little or nothing goes wrong, even when operating in the most robust working environment. The last thing an LPG operator needs is a late delivery because of an unexpected breakdown," said Ian.

It's this reliability factor, and the on road stability factor, due to the gooseneck design, that has won the business a prime position as one of the industry's leading LPG tanker producers. Apart from the internal quality assurance measures Shearform has put in place, the company has instigated a stringent supplier assessment program developed to protect the integrity of the overall vehicle build prior to it going into service. "We are very fussy which suppliers we deal with, such as BPW Transpec, that provides about 80% of our trailer suspension and axle needs. Not only does BPW Transpec deliver their running gear systems on time, their workshop team takes care of the entire 'fitment to chassis process' as required by our customised requests. "As a result, we value suppliers like BPW Transpec as their people go out of their way to support each and every project in a professional manner. The unique BPW suspension/axle design, and the collective expertise developed between Shearform and Transpec, always brings the critical milestone of co-operation to meet our customers' on time and on-budget needs," Syed concluded. ■





It was as far back as 1946 when Charlie Hyslop began a modest transport company in the small township of Outram, which is nestled on the edge of the Taieri Plain, a 20 minute drive south of the New Zealand east coast city of Dunedin.

GENERATIONAL FEAT



(Left to right) Wayne, Derek and Dave Comber, BPW Transport Efficiency business development manager.



BACK then the go for Charlie was keeping up with the demands of carting coal, general goods and livestock and working closely with the local business community and farmland holders.

Through word of mouth and a number of carefully selected acquisitions, Charlie and his sons, Jack, Eric, Les and Fred, all working under the banner of C H Hyslop & Sons, slowly built up the firm's activities, along with their fleet, where at one stage it numbered 40 trucks engaged in moving logs, bulk materials, fertilisers, fresh vegetables, even carting milk.

Hyslop became quite a big outfit throughout the 70's and 80's, with Charlie retiring from full time work in 1972 allowing sons Les and Jack to look after the Outram based operation while their brother Fred concentrated on the company's East Taieri log carting enterprise, Hyslop Blair Transport.

Then in 1994, Jack and Les decided to pass the business onto their sons, Derek and Wayne respectively, who together as equal directors now run the Hyslop Rural Transport operation. These two gentlemen had a sound upbringing within the road transport industry surrounded by their father's influences on trucks and trucking matters. With both trained to handle all the in house and on road operational tasks and with the required apprenticeships under their belts, they know how to handle all the ins and outs of their long standing customer base.

Since Derek and Wayne took the reins, they have consolidated the operation to managing the movements of mainly sheep and cattle and the spreading and delivery of bulk limes and fertilisers, with most clients concentrated within a 50 kilometre radius of the family's original Outram depot.

Hyslop Rural has, in the past 8 months, been operating a convertible 5 axle truck and trailer unit, the chassis built by Jackson Enterprises, while the 2 and 4 deck trailer top was supplied by Delta Stock Crates. This highly effective combination, capable of carrying both sheep and cattle, features the new BPW disc braked axle and airbag suspension system, supported with heavy duty, air assisted shock absorbers, a first experience for the company.

"We've read quite a bit about the industry's feedback when using BPW, so it seemed to us like a good idea to give BPW a go, mainly to see if we could achieve a more stable ride.

"The roads throughout these parts are really hard on both our trucks and trailers due to their narrow, winding and steep nature. In saying that, the choice to use BPW is working out really well, delivering a much smoother and controlled travelling experience for both our drivers and the livestock," said Wayne, who these days drives full time.

Derek, who handles all of the freight scheduling, concurred that, although it's early days, their latest venture into BPW has been maintenance free and therefore very reliable.

"The stress on the gear when you're fully loaded on narrow farm roads with steep side cambers is extremely high. When you consider we cart well over 200,000 head of stock each year and tens of thousands of tonnes of fertilisers for a customer base of around 350, you need everything going for you to get the deliveries and pick-ups done in time, every time," said Wayne.

Wayne, who pilots their latest truck and trailer combo, also added that the variable conditions of snow and ice in the winter, along with the hilly terrain makes driving hard going.

"We are lucky to get 1.7 kilometres out of a litre of diesel or 750,000 kilometres from a new truck engine, so it's imperative we spec the right gear. As for the trailing equipment, I'm very confident with the way the airbag suspension, which is also fitted with the roll stability of the Electronic Braking System, handles the bends. I therefore see no reason why we won't go down the BPW path again." ■



(Left to right) Dan Baumann and Adam Galloway.



CHANCE OF A LIFETIME

Believe in it or not, but chance can at times lead to some pretty amazing outcomes, as was the case for Dan and Dell Baumann, who as husband and wife business partners, still have to pinch themselves today to realise their current status within the Queensland bulk earthworks and civil construction industry.

DAN, as a young diesel fitter, took an off-beat gamble and decided to become an owner operator driving a truck and dog. Having 'been there done that' he eventually applied for an operator's position with Peachey Constructions, a local earthmoving icon, which under the leadership of Phillip Peachey, commenced operations at the turn of the 21st century. By the early 1980's Rodney and Audrey Peachey had taken over the family business from their uncle Phillip, continuing the long standing family reputation as an honest, reliable and fair contractor. It was Rodney's idea that Dan breakaway from the company to form his own construction operation which he did, eventually ending up with a small fleet of machines. Then in 2006 an extraordinary turn of events happened, of all places in an airplane travelling between Brisbane and Melbourne. Rodney announced to Dan his pending retirement and in doing so offered Dan and Dell the opportunity to take over the business.

"I was dumbstruck at both the honour and importance of the offer, which after many sleepless nights we decided to accept, because we couldn't let the Peachey name disappear from the industry it has so long and proudly served.

"It took almost a year to settle all the financial arrangements, and with a mountain of paperwork and a lot of fast talking behind us, we found ourselves the owners of around 70 pieces of equipment, all sporting the Peachey logo," said Dan.

Prior to the takeover, the Peachey business was based purely around supplying earthworks services, so Dan introduced civil contracting to their camp, giving the company the capability of completing all aspects of major onsite developments.

"We not only do the bulk earthworks, we also build the roads, and install services like electrical, sewerage, stormwater, water, etc, for projects including commercial and domestic sub divisions, golf courses and road works, and soon our capabilities will include

earthmoving and civil works for mining sites. As well we provide wet and dry hire of plant and equipment, so there's nothing much we can't do, given our flotilla of dump trucks, graders, dozers, excavators, rollers, water carts, backhoes and transporters, which now totals almost 100 units," Dan said.

The latest addition to the fleet is this, TRT Pty. Ltd. (Aust), new quad axle widening low loader, which is under the care of company driver, Adam Galloway.

"Dan and Dell were gracious enough to give me reasonable input as to the trailer's build specifications, which will enable us to carry a 51 tonne payload with the 2 x 4 dolly attached. The deck space behind the gooseneck is 11 metres long and widens from 2.5 to 3.5 metres, with 2.9, 3.1 and 3.3 metre increments in between. The trailer is fitted with a double acting hydraulic suspension that allows the BPW 17.5" drum braked axles to be individually lifted to help with maintenance and tyre changes.

"The rear quad axle set up incorporates a TIDD hydraulic suspension with lift, lower and self steering alignment which is controlled with the aid of a hand held remote. I also use the remote to widen the deck automatically. TRT has also incorporated their special Telescopic Steering Tie Rod to enable the BPW steering axles to keep their

alignment when the trailer is widened.

"It's a top package that rides beautifully, either off road or on the bitumen, regardless of the load or set width," says Adam. Dan is also impressed with the TRT product, having driven low loaders himself over many years.

"It was my call to fit BPW because I've found their axles outlast and outperform the others we've used and because the product is supported by a company that has helped us out when we really needed the back up.

"I can also connect with the BPW company because their people like ours, are upfront about what they can offer. BPW is also a long time supporter of the industry and they again, like us, will do whatever it takes to keep their name alive and well.

Six years on, after the takeover, Dan is as fired-up as ever with new growth developments in the pipeline. He is also ever grateful to his loyal team of managers and staff who collectively have contributed so much to the success of the new venture, and for the chance of a lifetime to be part of the Peachey history.

"Having the privilege of carrying on the Peachey name and tradition means a lot to us, as does the invaluable support both Rodney and Audrey have given us, even to this day," said Dan. ■



MAKING PERFECT SENSE

The strength of, Logicoil Pty Ltd, a privately owned and operated Australian business, lies in the flexibility of its services.

SINCE 2005, Logicoil has been successfully servicing the marine, heavy road transport, mining, farming and industrial sectors, as well as the rail locomotive industry, which is and will, according to Logicoil C.E.O. Peter Hameister, continue to be a heavy user of diesel fuel.

"Back in 2009 we restructured the company to provide refueling solutions across Australia with depots in Adelaide, Port Lincoln, Darwin, Perth, Kalgoorlie, Melbourne, Broken Hill, Port Augusta and Bowen. In doing so we are committed to exceeding our customer's expectations regarding service reliability, safety and securing a best practice working environment that's incident free, with zero product to ground contamination.

"We also provide risk management systems and procedures that are relevant to the nature of the work being undertaken and we measure our performance against established targets to continually improve both our services and environmental performances," said Peter.

This was all made evident when we witnessed Logicoil's locomotive refueling operation at the coastal city of Bowen, 200 kilometres south of Townsville. There we caught up with Logicoil's North Queensland regional manager, Lyndon Borgas and the team, who were on-site at the Bowen Rail depot busily engaged in their around the clock refueling activities.

The Logicoil team makes sure that the diesel powered trains, that haul coal from the mine sites to Port Abbot Point for export, are fuelled and ready to go as per the set timetables.

This is a reflection of Logicoil's 'best people' culture, having personnel who have worked in the fuel transport industry for many years, rigidly applying all Logicoil's safety standards as they go about their refueling duties using newly acquired equipment, such as the latest addition to the fleet, a 45,000 litre, 6 compartment Marshall Lethlean Industries built tanker fitted with BPW axles, airbag

suspension and the computerised trailer Electronic Braking System.

"Our people have a sense of urgency around the refueling of trains, with a strong focus on responsible and timely deliveries. Our drivers are fully trained and accredited in all aspects of the task, which includes a Dangerous Goods License, from the Australian Industry of Petroleum, to meet the likes of Q-R National's stringent workplace safety codes," said Peter.

Equipped with all the NHVAS Mass, Maintenance and Fatigue Management accreditations, Logicoil also supplies and delivers bulk fuels to many independent resellers and wholesalers, as well as providing home based refueling to the commercial road transport sector.

"Our diverse fleet allows us to service a single truck operator through to a large fleet operation supplying fuels, lubricants, additives and BIO fuels, with our customers having complete control over the levels of supply.

"Being practically minded we believe that any installation must have inbuilt contingencies to allow our customers to have a controlled override in the event of a system failure. This is to ensure that their business can refuel and continue to operate around an unexpected event," Peter said.

Logicoil provides data retrieval via radio, wave modems, telecommunications networks, business LAN's and USB docking points, so no matter how remote the customer is located, fuel usage and reporting can be assessed just about anywhere.

"All of our fuel equipment solutions are customised and with our Australian wide coverage we can deliver on service, installation, maintenance, delivery and price at a moment's notice," concluded Peter. ■



Lyndon Borgas and his son Nicholas onsite at the Bowen Rail depot.



BALANCING ACT

The trick to operating a commercially successful small road transport service is, there is no trick, it's plain hard work and clever planning... just ask Phil Collinson who owns Eden Haulage Limited.

PHIL started driving flat deck and stock crates 19 years ago as a wage earner and then progressed to being an owner operator when he purchased a B-train to haul fresh vegetables for New Zealand grower, Pyper's Produce. Family based Pyper's is one of the South Island's oldest and largest producers of potatoes and carrots, and like Eden Haulage, is located in the rich farming area of Southland, a stone's throw from Invercargill. "When I first started the business, Pyper's represented about 80% of the loads we carried, but since I've grown the fleet by adding 3 truck and trailer units plus a rigid van, I've had to diversify my clientele to fully utilise my capital equipment costs," said Phil. That is exactly what Phil has achieved, an enviable 100% vehicle utilisation to justify all the risks, effort and time consuming elements that go with running a small trucking company.

"We move our fleet daily between Invercargill and Christchurch, taking fresh produce up to the markets and major distributors, such as M.G. Marketing, returning with full loads of packaging materials and dry goods. In between we pick up and deliver all kinds of freight through our reciprocal haulage arrangements with operators like Brenics Transport. Then, when the fruit and vegetable season is dormant, we move milk powder products for Fonterra and groceries to the lower South Island supermarkets. Thanks to my drivers' loyalty and the equipment they expertly manage we can achieve some otherwise unattainable deadlines," he said. On the equipment front, Phil is forever conscious of the need to keep the wheels rolling and hence his preference is using truck and trailer combinations, especially manufactured by Roadmaster and with a BPW air suspended undercarriage.

"My leaning towards the truck and trailer unit is that its on-road costs are less than a B-train, and with this latest four axle trailer set up, I can achieve greater cubic capacity hauling certain freight over specific routes because we operate the unit under the new High Productivity Motor Vehicle (HPMV) guidelines." Phil's no stranger to the benefits of the Roadmaster/BPW package as his first four-axle truck and trailer experience has given him well over 750,000 kilometres of trouble-free running. "I'm convinced that, if you buy proven equipment and maintain it in line with a preventative breakdown approach, you save valuable time and money on repairs and servicing and that, in essence, enables you to control a high level of on road safety and deliver a history of providing a trustworthy service," he said. Apart from the economics and piece of mind of purchasing and running selective transport equipment and to his set of rules, Phil says keeping up with the latest in operational trends and cost saving technology is a must.

"This new four axle rig is not only efficient it's also great to handle as it doesn't wallow or shimmy as we wind through some of the country's most challenging roads. We've also found that the BPW disc braked axles and air suspension design fully protects the delicate loads we carry with no damage to the crates or compounding of the produce." Running time sensitive freight deadlines, juggling the consignments, managing the operating costs, even driving both trucks and forklifts daily, is no walk in the park, says Phil, "Especially when you are only our size and operating within the highly competitive environment." "When I first started out things were pretty tight so simply buying lunch was questioned because I didn't know if I had enough cash left over each day after running expenses. "Nowadays, with the hindsight of the experience of running the right and well maintained gear, planning the freight schedules to maximise our investments and keeping costs in tow, it's a rewarding business, one that will allow me to secure new business opportunities as they arise." ■



Phil Collinson

The working history and operating profile of Mulgoa Excavations epitomises the 'Australian way' of doing business within the road transport and earth moving trades

HARD ACT TO FOLLOW

LIKE many before him, company founder, Daniel Buttigieg, started out as a single owner operator, in his case, with an excavator carving up the land around many of the metropolitan suburbs of Sydney, including his local area of Orchard Hills. Time has passed quickly for Daniel since he kick started his machine fifteen years ago because he has been extremely busy moulding and growing the family run concern to the point where many competitors are now envious.

Although humble in his demeanour Daniel is forthright as to why he, along with his wife Tracey and loyal staff members have been able to provide a service that their customers can always rely on. A big slice of the Mulgoa Excavations business is locked up on major road and rail projects for the likes of Leighton Contractors and John Holland. Current activities include removing the overburden on the new M2 freeway upgrade and helping with the development of the Southern Freightline. Add to that their many other commercial,

industrial and residential construction activities and you can see why Mulgoa Excavations sizable fleet of truck and dogs, bogie tippers and excavation equipment are always working flat out.

"In our business you can't afford to take any short cuts, like running inferior equipment or using half hearted drivers. If you do, you end up not being able to do what you say you can, and that's a sure way to lose your customers' trust, especially in our game," said Daniel.

Three quarters of the Mulgoa Excavations fleet is made up of tri-axle truck and three axle dog combinations, and surprisingly enough supplied by a wide range of body builders like Borcat, Muscat, Grants and Midlands. But all of the dogs, except for one, are running on BPW axles and airbag suspensions.

"I've been using BPW since I started out in this business because I can swear by its reliability. We've got trailers with well over 750,000 kilometres on the hub and have never had to touch the running gear other than when we carry out standard service intervals.

"Our business, like in the logging game is heavy going, so you need a beefy axle and suspension system to do the job well and in the most cost saving way. Sure you have to sacrifice a bit of payload with the

BPW package, but I'd rather trade tare weight for reliability any day," says Daniel.

Even though the fleet is engaged in a lot of off-road tracking, Daniel prefers the use of the BPW disc braked axle set up due to the ease and expediency of the time it takes to service the discs and the associated lower cost benefits.

"We get satisfactory braking life from the trailer discs, mostly because my drivers are trained how best to use them and because we constantly monitor the wear factor. It also helps to have the level of back-up we get from BPW, such as maintenance and product training and being there when we need their advice. Once I'm on a product like BPW, I'll stick to it, as you can't ask for more when you're getting the supplier's full support."

Daniel is also insistent on using Edbro tipping hoists and has recently installed the new Edbro PTO pump to his fully refurbished "W" model Kenworth. Along with the Ringfeder trailer couplings, both trailer ancillary products measure up to the forces imposed by Mulgoa Excavations operating environment.

"I've had many good business opportunities presented to me over the years and I've made the most of them thanks to our people, the gear we run, and our suppliers." ■



(Left to right) Driver Paul Xuereb, Daniel Buttigieg and drivers, John Vella and Greg Xerri.





Geoff Storr, Lyndall Green and Stuart Storr

BEEF is a vital industry to the State of Victoria's South Gippsland region, as it employs over 600 people and generates around \$100 million annually. In fact the area, which is renowned for its lush pastures, is one of the nation's largest exporters of premium grass fed beef, including stock from the mountain cattlemen of the State's famed 'High Country'.

Helping to move the cattle from the surrounding farms to the many store yards and to better pastures when needed, is the family run Storr Transport operation, situated near the small farming township of Toora.

Stuart and Sue Storr, with their sons, Daryl and Geoff and daughter Lyndall, run a pretty tight business, the success of which has been founded on Stuart's belief, "If you get it right first time, you don't run up against problems down the track."

The Storr's livestock cartage service commenced in 1998 when the Storr family purchased a going concern from a neighbour, a move taken because he wanted his family to be part of the road transport industry. Stuart had for many years been involved in trucking in various

roles, managing drivers, mechanics and the logistical staff of a large milk haulage fleet, so he had both the experience and the passion to start up his own road based transport company.

"When we took over the existing business we had to refurbish the trucks and trailers, as well as buy new gear. That's when we began our long association with Duncan Stock Crates and BPW, as both suppliers were highly accessible and amenable to our specific needs," said Stuart.

Those needs were made quite clear as according to Stuart... "We wanted trailers that didn't spill affluent, would stand up to the punishment of the back roads, and had features such as hydraulically operated ramps, water tanks and internal lighting for night work, which Duncan's delivered to us, and more."

As for the running gear, Stuart says it had to be BPW because of his previous experience with the brand, which he noted was time tested and proven within the tanker sector.

"BPW works well for us because it best handles the demanding twists and turns and roughness of both the farm and highway working conditions. The BPW air suspension design absorbs all the road shock that otherwise would concertina throughout the trailers and prime movers causing unnecessary chassis and trailer damage. The soft ride effect also cushions the livestock against the road vibrations as they travel, and above all else, you never have any trouble with the BPW axle or suspension components, provided you keep up-to-date with the required inspections and maintenance intervals."

"We run trailer disc brakes as they're lighter and quick to service, and because we train our drivers on how best to use the brakes, we've

achieved major cost savings with the likes of the BPW pads and calipers. To make the point, we've just achieved 1.1 million trouble-free braking kilometers on the B double's 'A' trailer and over 900,000 kilometers on the 'B' trailer.

"It's no secret why we get double the life out of our trailers... we buy the best equipment and look after it, if we didn't follow those principles it would cost us big time down the track."

Stuart also added that he couldn't put a dollar value on having the right people to carry out the family's business practices.

"Daryl does a top job on maintaining our trucks while Geoff takes great care of the trailers. Lyndall and Jade, Daryl's wife, now look after all the office work as Sue has since retired, and when you add our highly competent drivers to the mix, we've got an unbeatable team."

The Storr's spotlessly clean fleet of B-doubles, truck and trailers plus tray trucks looks after a radius of about 120 kilometres locally and according to Stuart, its constant work which is hard going on the equipment.

"You would be amazed how many head of cattle we move a year in all kinds of weather conditions, and many times at a moment's notice. So if you don't get the formula right you're very quickly out of business." ■

FAMILY MATTERS



Tale OF TWO OWNER DRIVERS

Special people working for a special company embody the Mainfreight operation and its unique culture.



SINCE the late 1970's, when it began operations in Auckland, New Zealand, Mainfreight has developed a style of business which has been so well embraced, it has seen its logistics services go global.

Within the company's New Zealand based dedicated linehaul division, backed-up by an extensive branch network, Mainfreight delivers to over 400 destinations on a daily basis, primarily using owner drivers. It is these self employed transport operators who have made a significant financial commitment to Mainfreight, and its customer base, which is reflected by their 'best on road' vehicles and equipment, and their willingness to provide a professional, polite and helpful service.

To demonstrate these qualities we met up with two of Mainfreight's owner drivers, each of who carry out a dedicated run using innovative and divisive work place outlooks, to deliver their agreements to the company they serve.

Terry Hucklebridge, along with his wife Fiona, run Dunedin Bulk Haulage by operating a single Fruehauf built, 5 axle, 34 pallet truck and trailer unit. His role within the Mainfreight organisation is working for their Full Truck Load (FTL) division moving dry goods south to Invercargill for the Progressive Enterprise chain.

"I start each week off with a sparkling clean rig, even down to blackening the tyres. Once loaded, I travel the 8 hour haul southward overnight, and after having had the required rest period, I then head back north to deliver the return freight. All up it's 3 round trips covering about 3500 kilometres a week," says Terry.

Trucking has been in Terry's blood since he can remember, as both his great grandparents on his father's side started as early as 1929.

He recalls getting behind the wheel of many a vehicle, like diggers, loaders and crane trucks from the age of 13, and from that moment on he says he was captivated.

"The day I left school I started work in the industry as a storeman driving forklifts. I then drove a small truck delivering parcels around town, eventually moving onto linehaul work driving a B-train. I've worked my way up learning the ropes the old fashioned way, which gave me the knowhow and experience to do all the driving tasks, the right way," he said.

Decked out in the Mainfreight livery, as all contractors must do, Terry's rig is kept in tip-top condition through a regime of 10,000 kilometre preventative maintenance service intervals, and an ethic that everything must be working, to the manual.

"I'm very fussy about the little details, like a single bulb not working, through to making sure the entire vehicle combination is travelling safe and sound. From the BPW running gear and the Fruehauf trailer through to the Kenworth, everything must be spot-on," he said.

When all is humming along, as it does most of the time, Terry is in his element, because he says, he loves getting out there and doing it.

"After all the years of handling all kinds of freight for all sectors of the industry I still have the passion, especially when you're driving for a brilliant and caring company like Mainfreight," said Terry.

(continued next page)



Nathan Anderson

Tale OF TWO OWNER DRIVERS

(continued from previous page)

Nathan Anderson and his wife Tracy Joy also provide their freight handling expertise to the same Mainfreight division via their Dunedin based firm, NR & TJ Anderson.

This comes in the form of a personalised and committed back-up for the Mainfreight/Progressive requirement to haul groceries over a 6 day working week using their 6 axle, 34 pallet B-train developed by trailer builder, Roadmaster.

No stranger to the road transport industry, Nathan has delivered all kinds of loads throughout the South Island. He even had a stint driving in North America's trucking industry, and like Terry, grew up surrounded by family run trucks.

"I started out with Mainfreight 15 years ago as an employee. Then, about 8 years back, I set myself up as an owner driver and worked the difficult 'at-call' shifts, never knowing when or where Mainfreight would send me," he said.

Nathan has since settled into providing Mainfreight with a very effectual and highly productive delivery pattern. "Under New Zealand's high productivity permit arrangements my 6 axle B-train configuration allows me to 'up the ante' on the payload when I need to. And because I'm running with the new BPW trailer disc brakes, EBS and BPW airbag suspension technology, the truck and trailer allows me to tackle the local inclement weather and poor road conditions, with a lot more confidence. As for Nathans choice to buy Roadmaster, he says it was due to the industry's chatter that the trailer builder always supplied a proven product. "One thing I really like about the Roadmaster product is that it came supplied with BPW running gear. Consequently, the entire rig holds a straight line, even when I'm travelling on sheet ice or snow, which can really test the system.

"Having driven on the 'easy street' American highways, our country's road system requires that you have your wits about you every inch of the way, so sitting behind the right combination of equipment is a must."

Having said that, Nathan wouldn't be anywhere else or working for any other company, even though his side of the bargain demands a high level of individual responsibility and accountability for quality to improve Mainfreight's customers' business.

"In my case, I'm very fortunate that the company I now sub-contract to has a policy to promote their people from within, and they regard all of them as family. That's the Mainfreight way." ■



SHINING EXAMPLE

One cannot comprehend the anxiety attached to moving to a foreign country with no knowledge of the language, the culture or the support of family or friends when you arrive.



George Ghossayn



WELL, for Lebanese born, George Ghossayn, at the vulnerable age of 21, they were the facts he was faced with when he defied his father's wish to move to South Africa and instead made Australia his new home.

"I arrived in Sydney on the Queen's Birthday in 1971 with little money and no idea what the future held. At that time there was a credit squeeze on and jobs were scarce. With just a few dollars left in my pocket after 4 months of searching for work, I finally landed a position in a steel foundry where the stark reality of my choice to go to Australia set in," says George.

The work conditions at the foundry, as George says, were hot, sweaty, dirty and exhausting, however George stuck it out, eventually becoming the store manager. As factory life was not really his vocation, George kept a look out for better opportunities and one soon arrived which changed his life forever.

"I met a guy who told me about the benefits of being involved in the trucking industry as an owner operator, which appealed to my inner sense of wanting to work for myself. So with what little I had saved I went out and brought a second hand Leyland truck and a 350 Case excavator," he said.

From then on things moved fast for George and within 2 years he had amassed a fleet comprising 12 trucks and 5 earthmoving machines. Not satisfied with his new found success, George convinced a financial backer to help him continue to grow his business which, 38 years after landing in Darling Harbour, has become one of Sydney's largest independent civil works.

Today, the Ghossayn Group has many facets to its business make-up. The keystone of the Group's activities is civil contracting and engineering, and as such is a major supplier of demolition and excavation services in and around the city of Sydney.

Projects have included the M4 Motorway Upgrade, the Sydney Harbour Tunnel, the Airport Tunnel Link, the Westfield Bondi Shopping Centre plus many other high rise developments.

Then there's the company's Property Development division which has successfully completed several prestigious residential and commercial buildings, and their Waste Bin services, disposing of industrial and domestic waste.

Add the Group's Plant Hire business, their International Trading Arm, Tip, Quarry and Construction services and you get some inkling of how entrepreneurial George and his team have become.

"We provide the A to Z management of all the projects we take on, from the design, engineering to the physical execution, and we do it efficiently and professionally for each and every developer. I learnt the hard way so I know my business inside out, applying the practices of being completely honest and loyal to everyone involved in the process, that way I can deliver what I promise," George added.

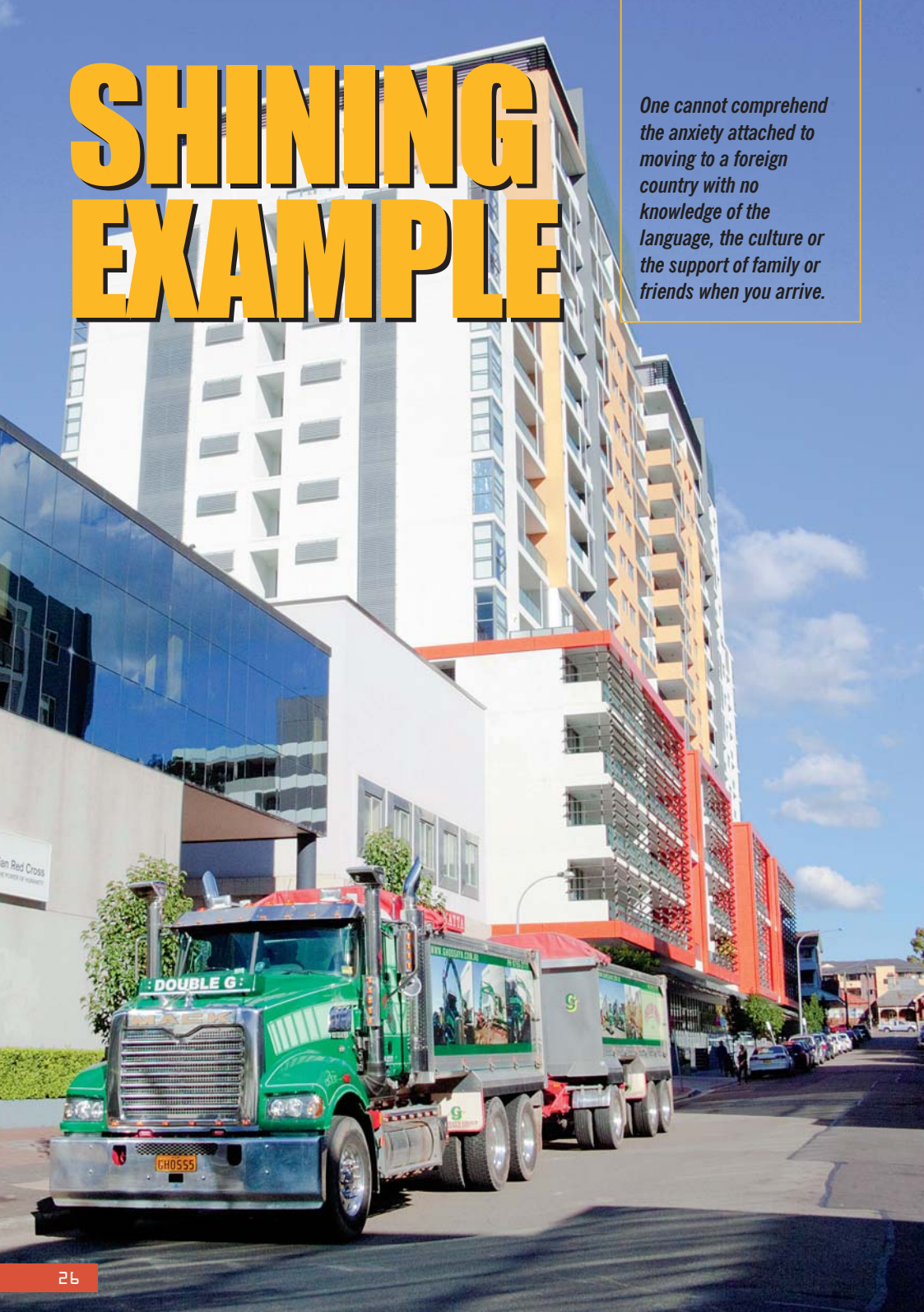
To help deliver 'that promise' the Ghossayn Group employs a fleet of Sloanebuilt truck and dog trailers, complete with BPW running gear and Edbro hoists, to move the hundreds and thousands of tonnes of materials each year for their comprehensive and ever growing construction activities.

Each truck and dog unit has been uniquely specified via a joint effort between Ghossayn and Sloanebuilt, because as George says, "you need the best to deliver the best."

George is also fixated on maintaining the fleet over and above the required standards to present the best possible safety and performance scenarios. Wherever you go, the Group's truck and dog fleet is always seen in top condition and sparkling clean, that's why George has been given the industry nickname of "Mr. Shiny."

"I'm very proud of this business because I built it up from nothing. I still roll my sleeves up and get my hands dirty to help out when necessary to protect both our customers' demands and our service integrity. That's the way I am, as I'll never forget how and where it all started," George said.

The lucky country just got luckier, thanks to George and the company he painstakingly created. ■





RESOLUTE TASK



Ken Blundell.

KEEPING an up to date and well maintained fleet of diverse equipment comprising approximately 400 light commercials and 300 medium to heavy duty transport vehicles presents some interesting moments for Daracon's Group, fleet services manager, Ken Blundell and his team of devoted staff. "It's a never ending in-house task," says Ken, "One that is complex and exacting to meet all the company's modern age requirements of moving the fleet safely as well as keeping it economically prudent."

"Apart from looking after the scheduled service work, repairs and re-builds, the job also entails establishing various vehicle specifications, then monitoring the equipments performance levels and running costs, through to the acquisition process for all the additional light commercials, 4 wheel drives, prime movers and trailers which for us can be semis, B-doubles, truck and dogs, tankers, even low loaders," said Ken.

To achieve the best result Ken relies heavily on input from all Daracon departments involved in working the equipment, such as the divisional managers, supervisors, mechanics, drivers, even the suppliers – all actively participate so that the end result ticks all the right boxes.

"Once we consult with all parties on new purchases we constantly monitor the progress of the design, inspecting each stage of the build to make sure we get it right. So when we take delivery, we know the equipment is as close to where it should be to cater for each of the company's specific in-field operating conditions," Ken said.

Such was the case with the procurement of Daracon's latest 3 axle



dog trailer units, developed and engineered by Muscat Trailers, which will be employed to move all types of bulk materials around the New South Wales State and at times across the border into Queensland. Because the Daracon Group is an innovative organization the company eagerly embraces all the latest equipment technology that's on offer to be able to produce the safest and most environmentally friendly specification, like these new Volvo/Muscat combinations, as from the truck bumper to the tailgate, the entire rig is disc brake compatible with ABS and EBS, and rides on the highly stable BPW axle and airbag system.

"As part of the specification, Muscat has helped us set-up the 3 axle dog trailers with a slightly wider rear axle spread for improved on site maneuverability, load distribution and on road tracking. It's these sorts of extra lengths we go to that results in delivering both good insurance and smart business practices for our particular operational needs," says Ken.

The new Muscat truck and dog trailers, part of the purchase of 6 in

total, the remainder supplied by HamelexWhite, will be added to Daracon's diverse range of transport services which covers, bulk earthworks, concreting batching and delivery, major road and freeway works through to waste removal.

Ken, who has been with Daracon for 27 years, says the family owned organisation has a history of strong performance and delivery of quality infrastructure projects.

"We engage in a broad range of construction activities that involves road, rail and concrete sectors, landscaping, quarrying and mining. So our specific role in supporting these activities is critical, especially if Daracon is to maintain the highest of standards already established," said Ken.

With that said, Ken is adamant, that to help get the job done right, he is surrounded by a team of highly competent people who collectively keep the department on top of the game. Add to that, the support the business receives from its supplier base and it enables Daracon to deliver a premium service using premium equipment. ■

PASSING OF THE GUARD



The Papworth's of Singleton, in New South Wales, have been in the trucking game since the early 1920's, originally carting fruit and vegetables from the local farmlands to the produce markets for the east coast city of Newcastle, and returning home with produce for the local grocery stores in the Hunter Valley.

OVER the years the family road transport business was handed down from father to son until third generation, Brian Papworth and his wife Ruth, in 1962, took matters into their own hands. They broke with tradition and formed their own company, B.D & R.A Papworth, to freight and stockpile coal for the mines in the Hunter Valley with the aid of a single 6 wheel tipper. The most important economic activity in the Valley, which is located North West of Sydney, next to wine, is coal. It's mined using the 'open-cut' method and then moved to the Port of Newcastle, the world's largest coal exporting facility. Within 3 years of start-up, Papworth's business quickly expanded with the couple also taking on the job of moving refuse from the mine's coal washery, using off-road dump trucks. Then between 1986 and 1989, Brian purchased 10 semi-tippers to transport coal from Muswellbrook and Baywater to the Port of Newcastle. He and Ruth now had 19 trucks, including a water cart to look after, which diminished to just 4 vehicles, when in 1996 the New South Wales Government opted to change from using road transport by engaging the rail system to carry the coal to the Port.

"The golden era of trucking coal was over, but we had planned accordingly and continued in the road haulage industry moving fertilisers, grains and potatoes, gradually downsizing to 5 trucks," said Brian.

Then in 2000 Brian and Ruth's son Chris, having completed his apprenticeship as a fitter and turner, teamed up with his parents as an employee driver to help cart bulk cargo, both locally and interstate.

"I sort of knew I'd end up working for my parents, having been surrounded by their trucks since I was a toddler, but more so because I love the industry and the people connected to it," says Chris, who last year was appointed general manager of the business.

It was in 2005 that the company went through yet another growth phase taking on the cartage of road base and ballast for both the rail and mining sectors. From then on it was open slather, moving all kinds of quarry materials such as sands, soils and aggregates, which swelled the fleet to its hay day levels.

"Most of our present 18 strong fleet is made up of truck and dogs, mostly Borcat built, with a couple of Sloanebuilt in the mix. There are 4 prime movers, 2 with 19metre tipper, and 2 running powder tankers carrying fly ash," Chris said.

Pictured are Borcat and Sloanebuilt quad dog trailers that work the tough quarry consignments moving gravel and sand 6 days a week. Both are equipped with BPW drum braked axles and the Airlight II air bag suspension package and both are operating using Edbro hydraulic hoists and Ringfeder VBG couplings. The Ringfedeers in question are the 202AUS model with a 50mm Pin-Type coupling that has a D Value of 285k. The coupling incorporates the proven encapsulated rubber cushioned shaft section and mechanical safety device, features that



(Left to right) Brian and Chris Papworth.

have been developed over 50 years using innovative design methods and world best manufacturing standards.

"We've always used BPW because, quite frankly, we can't believe the life we get out of the gear. I mean we've never had to replace any bushes, bearings, cam-shafts or slack adjusters, and some of our trailers are up around a million kilometers. We move some serious loads, mostly off-road, and BPW has never let us down over all those years," said Brian.

Having spent 5 decades establishing the business Brian still finds time to get behind the wheel, most days delivering bulk materials to both the local residents and to various building, landscaping and construction sites.

"I've always gone hard at it all my life because it keeps me fit, plus I still like to be involved," said Brian.

Now as a fourth generation Papworth, Chris oversees all the operational duties with his partner, Kate, backing him up in administration.

When queried as to why the company has weathered the dramatic changes to the business so well, Brian commented, "The Papworth's have built a strong reputation in the local area for both honesty and reliability, which we will always adhere to, because we can, thanks to our good people, good gear and our years of experience, which has been passed down since my grand parents took to trucking."

Add all that together, along with the Papworth family commitment of keeping up with the times, creates a formidable approach that, one must say, is hard to beat. As a final comment Brian noted that Chris's sister, Kay, had recently joined the company after 20 years service with another transport company. Enough said. ■



Like many mature road based transport services, Bundy Bullet grew from modest beginnings.

BANG ON TARGET

BRUCE Black and his wife, Maryann, cut their teeth so to speak, in the freight game operating a small but effective Brisbane based metropolitan delivery service which they named Blacks Transport (Qld) Pty.Ltd.

As time passed, the couple met up with Bernie Kemps, who likewise ran a comparable rigid truck operation known as 'Just Freight' which serviced the local metro area of the coastal city of Bundaberg, a 4 ½ hour drive north of Brisbane. It wasn't long before both parties decided to join forces and create a connecting linehaul freight link between the two cities, an overnight express service aptly named, Bundy Bullet.

"We formed the business partnership and kicked off the Bullet in 2002 and haven't looked back since as we now provide a comprehensive

fleet of utilities, rigids, flat tops, curtainsiders, semi trailers and B-doubles, all geared to service the needs of a very large national client base," says Bruce.

Bruce told us the Bundy Bullet's unprecedented growth was the result of a strong vision, a dynamic group of employees, and a collective dedication towards providing excellence in every way in the field of road transport.

"Our daily pick-up operations, at both ends of the linehaul journey, guarantee that the all freight is assembled, loaded and shipped in a timely manner, and in close consultation with our clients' distribution and transportation needs. We've also tailored all our logistical services to make a positive, measurable difference, to the businesses of those we serve.

In making that difference, Bundy Bullet employ CCTV security surveillance at all their depots, the company is NHVAS accredited in vehicle maintenance and mass management, and it uses only the best in transport gear, like Vawdrey supplied trailers and BPW axles and air suspensions that collectively protect the integrity of the cargo when travelling along the highways.

The reasons for the choice of the Vawdrey/BPW package is because Bruce is keen to achieve up to 15 years of trouble-free service from his trailer purchases. "I figure if you buy the best it will last twice as long as lesser quality equipment. So why spend more than you have to over the life of the equipment, like the extra costs and embarrassment associated with troublesome breakdowns," said Bruce.

Other than chilled or frozen goods, there's not much that the Bundy Bullet service doesn't move, from small parcels to multiple pallets of general freight, to bulk loads of steel, timber, aluminum, machinery, even boats. The company's overnight service incorporates late pick-ups and early drop-offs if required, plus short and long term storage. Apart from their main distribution centres in Brisbane and Bundaberg you'll see the Bullet fleet moving in and out of their satellite depots in Maryborough, Hervey Bay, Murgon, Kingaroy and Gympie, all to provide reliable and timely freight movements for their ever growing list of customers.

"Apart from our diligence towards focusing on service, we could not possibly achieve our service goals without the unmitigated support of our staff members. They really do go the extra distance to make sure the freight is properly handled and within the required delivery guidelines," Bruce said.

Together with the local distribution arrangement of Blacks and Just Freight and the express linehaul service of Bundy Bullet, those providers requiring this total dedicated arrangement can rest easy, as Bruce concluded, "We strive to meet the ever changing needs of our clients' by continuously researching new ways to improve our well documented capability of delivering on our promise." ■



Bruce Black





(Left to right) Driver, Robert Burnes, Wayne Deguara, Brad Wren and David Sinclair BPW Queensland branch manager



The RITE WAY

The enthusiasm is infectious when you come across road transport operators like MineRite, in particular the leading crew, namely director and founder, Wayne Deguara, and manager Brad Wren.

EIGHT years ago, Wayne, as a qualified panel beater, decided to step into the trucking business and so purchased an old W86 Kenworth and a 'badly in need of repair' drop deck transporter, to which he applied his trade skills to bring it up to brand new status.

From then on he applied his youthful and vigorous approach to his new venture with a 'nothing is impossible' attitude. That eventually led him to owning a fleet of 'state-of-the-art' trucks and trailers consisting of quad axle floats, tri axle drop decks, tilt trays, side tippers, winch floats, a hefty array of heavy haulage hire equipment and a number of dry power bulk pressure tankers.

To move this diverse range of haulage gear Wayne lovingly invests in the most immaculate prime movers ever to traverse the country's byways and highways, the blackest of black Kenworth and Peterbilt

trucks, all sourced through Paccar Australia and American Truckworks respectively.

To match their top of the line big rigs, MineRite, which is based in Eton, near Mackay, stick to the technically innovative J.Smith & Sons, Barker and Powertrans built trailers, like the side tippers, wideners and low loaders that service their mainstream clients.

"Although you'll find our fleet picking up and delivering over dimensional loads, the majority of our work is moving side tippers, in road train configurations between Brisbane and Western Australian, across the top-end to the massive Pilbara mining region," says Wayne. As with their trucks, all the MineRite trailers are kept in immaculate condition, not just on the exterior but all aspects of the mechanical workings, making the company one of the most independent OH & S compliant fleets in their field.

Manager, Brad Wren, who joined up with Wayne early in the development of the business, says Wayne is insistent in making sure he's up to speed on the latest in workplace safety regulations.

"We are constantly pro-active in working with the industry authorities to deliver a best practice safety regime, like addressing every operational function from the pre-trip process to driver fatigue, loading and unloading procedures, speed limiting through to making sure our staff are medically fit to carry out the various duties," he said.

Part of MineRite's safety practice is correctly maintaining their equipment by utilising the modern facilities of their fully equipped service and repair workshop, which incidentally has a paint booth. The spray booth is brought into play when carrying out refurbishments and trailer re-build projects, for both their own equipment and offered as part of the company's many value-added customer services.

"While Brad is responsible of all the freight allocations and workshop activities, I keep focused on new business opportunities like our venture into supplying local towing services for loads up to B-double lengths. It's those sorts of new challenges that keep me fired up," says Wayne.

Like their prime mover equipment, MineRite only buys the best trailers and trailing ancillary products. "There's only one axle and air suspension brand and that's BPW as it does everything we need. But most of all, BPW is fully backed up by the supplier, which for me, is the biggest single issue when you're called upon night and day to keep your customers earthmoving gear and trailers on the go," said Brad. With the A-Z in safety accountability and accurate record keeping in place, an approach to getting on with the job, no matter what the ask, and a policy of being available, whenever and wherever, it's no surprise that MineRite is not only growing but here for the long haul. ■



DREAM TEAM

Halfway between the Australian southern coast capital cities of Melbourne and Adelaide is the deep-water Port of Portland. This mainstream export hub specialises in the movement of bulk commodities, particularly agricultural, forestry, aluminum and fertiliser.

FAMILY based road transport operator, Porthaul, managed by Brian Williamson and his sons James and Edward, provides a vital service to the area delivering, as an example, 3000 tonnes of woodchip each day to the wharf's stockpile to ensure the 60,000 tonne bulk ships deliver their cargo on time to destinations like Japan and China. That task in itself is daunting, yet it's just the tip of the preverbal iceberg of the Porthaul's overall transport scene, as brothers James and Edward explain. "Brian started the company back in 1990 as a single owner bulk haulage tipping operation carting grain and fertilisers to a number of farms and spreading contractors," says Edward. Because of his love of driving trucks and a desire to please, Brian just couldn't contain the growth of his business. So much so, Porthaul has grown into a multi divisional enterprise providing a safe, reliable and innovative service capable of moving all types of freight around Australia using a large and diverse array of transport and plant equipment. "My main role at the moment is looking after our Civil Construction division. That involves managing a large fleet of earthmoving



(Left to Right) Operations manager Robb Holmes, Edward and James Williamson, and in administration, Kelly Barber.

equipment designed to cope with small, large and complex jobs, such as shaping sub-divisions through to road works. To achieve the required result and deadlines result we use our skilled team of civil workers, and when needed, the backup of experienced sub-contractors," he said. While Edward is out directing the graders, loaders and transporters, brother James, as contract manager, overseas most of the company's other transport activities like moving over dimensional loads, general and refrigerated freight which collectively involves employing rigid vans and semis through to B-doubles. One such daily linehaul operation moves seafood from the Port to Melbourne's fish markets bringing back palletised foodstuffs for the local I.G.A. supermarket. Along with all of that, James also oversees the cartage demands of all the bulk materials, including the massive time-sensitive movements of both hard and softwood timber chips. "I often comment to people that we're in the 'fish'n chip' business, that is, handling over 800,000 tonnes of plantation woodchip for Gunns Limited and supplying 70% of Melbourne's daily seafood consumption," said James. With such an overwhelming demand by the export woodchip quota, Porthaul has to employ two methods of delivering the chip to the massive wharf located stockpile, and that requires 3000 tonnes of chip each and every day to feed the awaiting ships. "We rotate two 26 metre 'slide-through' units around the clock to discharge their 45 tonne, 130 cubic metre loads via the gravitational force of the Port's giant tipping platform. These trailers feature a Freighter skeletal chassis, fitted with locally produced top bins,



supplied by Ozebuilt Engineering. The rest of the chip is brought in via the aid of a number of Barker built semi trailers that feature the moving Cargo Floor system. These trailers are also used to cart timber residue to Mt. Gambier to be sold as recycled mulch products," James added. From the time Brian started driving trucks he has chosen to use BPW axles and suspensions on his trailers, and like the working Cargo Floor Barker units, his business has had a good run from both these trailer ancillary products, especially in the rough going of the bush conditions. "Our father has always had a strict policy to do things the right way. To him that means providing a trustworthy service that's honest through its competitiveness. "To achieve his mantra Brian has always stayed up with the latest and

best in truck and trailer technology, which he constantly maintains to each of the manufacturers exacting specifications," Edward said. Both Edward and James, although relatively new to the business, compared to their father, have quickly addressed the challenges of doing the job better, like taking on and growing their new forestry division, which is fast becoming a big part of their highly diverse and capable business. "We owe a lot of our success to the people employed in the front line services, the likes of Rocky McMillan, our bulk tipper operations manager, our drivers, warehouse and administrative staff. "They allow us to focus on operational safety and satisfying the long term solutions for our clients' individual needs. "As a family concern we have a saying, 'One Team – One Dream.' And it works," both James and Edward agreed. ■





(Left to right) Ashley Taylor, Martin Fry and Colin Vearer.



TAKING OWNERSHIP

WITH on road dangerous goods transport becoming more and more regulated, and with the recent changes in penalties for non-compliance, Mainfreight offers a premium service specialising in the safe handling of a wide range of packaged chemicals and dangerous goods. This offer comes under the Mainfreight division known as Chemcouriers, which is specifically set up to strictly adhere to the procedures and regulations within the Australian dangerous goods code to take the worry and cost of being fully compliant away from their customer base.

"As a global supply chain business offering sophisticated logistics solutions for the most dynamic economies around the world, the formation of Chemcouriers represents Mainfreight's ability to deliver a highly specialist service, both safely and affordably," says Ashley Taylor, the Mainfreight Brisbane branch manager.

To deliver their wide range of metro and linehaul transport services,

Mainfreight uses experienced owner drivers, like Martin (Marty) Fry, who along with his wife Maxine, operate Marmax Transport Pty.Ltd. "Marty has been with Mainfreight, operating as a business within our business, for the past 12 years running B double curtainsiders to haul both general and of course specialised freight under the Chemcouriers banner. So it made sense to do up his latest Vawdrey drop-deck unit in the Chemcouriers livery to help us get the message out about this specific service, said Ashley.

Colin Vearer, Chemcouriers Brisbane branch manager, says their transport operation requires dangerous goods accredited equipment and procedures such as the fitment of mezzanine decks within all linehaul trailers to avoid crushing and damage to the cargo when in

transit. Cages and bins are also used to protect smaller items and the addition of IBC floor locks to again minimise the on board movement of freight.

Marmax Transport move their rigs between Brisbane and Sydney hauling bulk chemicals, palletised and dangerous goods such as paints, aerosols and batteries. This is done using both Vawdrey and Krueger built units manned by company drivers who are trained in all facets of dangerous goods and hazardous substances transport.

"The Mainfreight culture and beliefs are on the same page as where I sit with my business, so we both fit comfortably within the working parameters of our agreement. Safety is on top of the to do list, a priority that manifests down to even our trailers' running gear which is BPW because, in my opinion, it is the only axle and suspension system that best handles our road conditions safely and softly to protect the loads we carry," says Marty.

Both Mainfreight and Marmax work as a team with their chosen suppliers to produce the best possible transport specification, one that is packaged to deliver a reliable and flexible result for customers' both large and small.

All of this service is backed up with 'Mainchain', an on-line portal where Chemcouriers customers can track and trace their freight movements, produce dangerous goods declarations and manifests, and access quotations.

"It's all about giving our clients complete peace of mind when they use our service, like knowing that everyone involved in the Chemcouriers supply chain attend ongoing training, and are focused on the most compliant method to handle, store and transport all types of dangerous goods. All put in place to ensure that the freight gets to its destination safely and in tip top order through the expertise of qualified and competent operators like Marty and his team," said Colin. ■



The operational ethics of Freight Haulage Limited, located near Invercargill on the southern tip of the New Zealand South Island, are truly representative of the H.W. Richardson Group's (HWR) many other road transport, Contracting and Allied based businesses.

UTTERLY COMMITTED

THE Group, founded by the late Bill Richardson, and now overseen by managing director Scott O'Donnell, was created on a culture of strong relationships with staff, operational and corporate partners, and with a positive 'can do' attitude, which is evident when you sit down and talk to FHL's manager, Greg Payne and general manager, specialised transport, Dale Cocker. Both gentlemen have a strong and collective grasp of what's needed to keep their long term clients happy, and to apply careful control over the rapid expansion of the company's new freight handling ventures. Servicing the local Pacific Aluminium (formerly Rio Tinto Alcan) New

Zealand Aluminium Smelters Limited owned production plant, which operates on the Tiwai Peninsula across the harbour from Bluff in the province of Southland, has been a key focus for the HWR business for over 40 years.

"We cart the raw materials to the smelting plant, and bring back the finished aluminum either to South Port at Bluff or Mainfreight at Invercargill. A lot of the aluminium also goes to our warehousing facility where we containerise and redistribute it in dedicated consignments, either by road or rail, to Ports around New Zealand for export to many destinations around the globe," Greg told us.

This 'total logistics service', up until recently employed up to 20 dedicated trucks towing tri axle 43' semi trailers and 5 and 6 axle curtain sided B-trains. However, to improve productivity over the next 5 years, the company's 43' semi trailer units will be up-graded to quad axle trailers.

Jackson Enterprises built the first 3 quad-axle skels and HWR has applied for HPMV (High Productivity Motor Vehicle) permits for these new units.

The first 3 quad trailers, which are equipped with the BPW Airlight II airbag suspension and disc-braked axles, come with removable one piece wooden decks. This allows each trailer to simply convert to a low tare weight skeletal configuration to carry high cube 20' containers weighing up to 28.5 tonnes gross, without the HPMV permit. As well as being able to transport the bundles of aluminum ingots, when in the flat top mode, twist locks have been included to allow lighter weight containers to be hauled without having to remove the decks. FHL also operate side lifters, the latest of which comes complete with BPW running gear as part of this service. In total, a very flexible and time saving arrangement.

"These innovative Jackson trailers give us a distinct advantage to reconfigure a range of freight options very efficiently, and with the BPW running gear, which is supported with EBS, the gear is as safe on the road, as it gets," said Dale.

(continued next page)



(Left to right) Dale Cocker and Greg Payne.





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Another important segment of FHL's operation is providing refrigerated transport services for the local processing plants such as Blue Sky Meats and the Alliance Group Limited freezing works. As with the NZAS aluminum contract, this exercise also involves full-on freight handling logistical support.

"During the 7 month busy processing season our refrigerated trailers operate 7 days a week carting frozen packaged meat from Morton Mains to the Bluff cool stores. Salted hides are also transported and housed under cover within our 18,000 square metre warehouse (soon to be 21,000 sqm) where we re-allocate the freight into containers and send them to South Port and other locations for export. All our value added re-allocation services are done so under the strict guidelines of the New Zealand Ministry of Agriculture and Fisheries (MAF)," says Greg.

To add to the daily freight challenges, over the past three and a half years, the company has taken on the transporting and handling (once

again under MAF) a range of bulk stock feed products including Palm Kernel, grains and wheat pallets.

"Picking up, housing and delivering stock feed to the local farming community is fast becoming a big part of our business," says Greg. "It complements the Group's Specialised and Rural Transport divisions, which employs over 300 trucks within the Southland district alone," he added.

Like all of the HW Richardson Group's freight and logistics activities, which also embraces Allied Concrete, Allied Petroleum, Quarrying and Contracting interests, Freight Haulage Limited invest heavily in both their employee and customer services.

"Both Greg and myself run the business as if it were our own, always vigilant about our people and clients' welfare. To do this effectively we work as a family style operation spending a lot of time and money on both training and infrastructure.

"For us, it's about being passionate towards our customers' needs and sending our valued staff home safe and sound every night," said Dale. ■

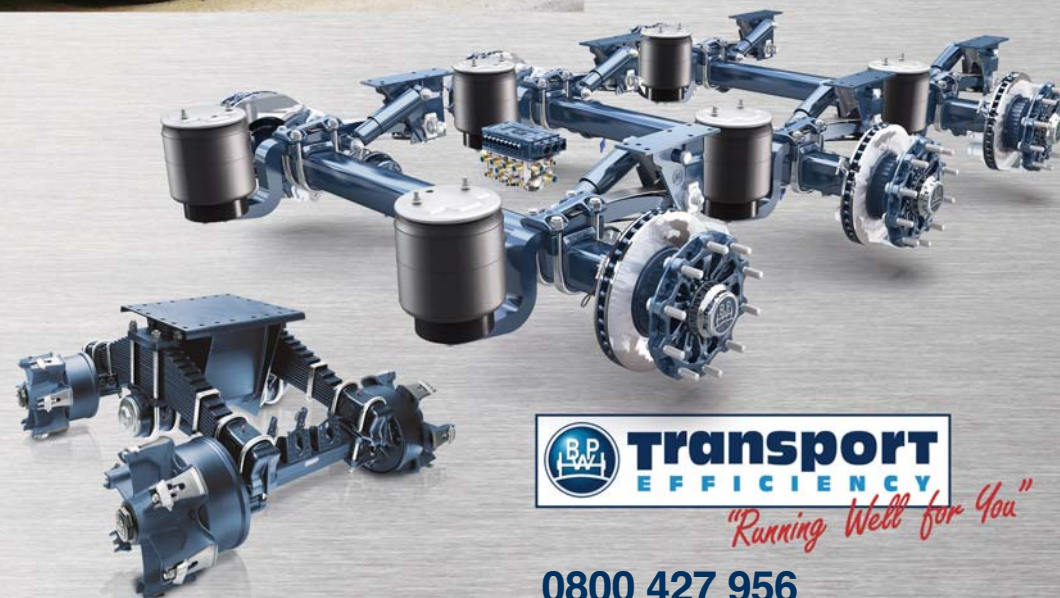


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