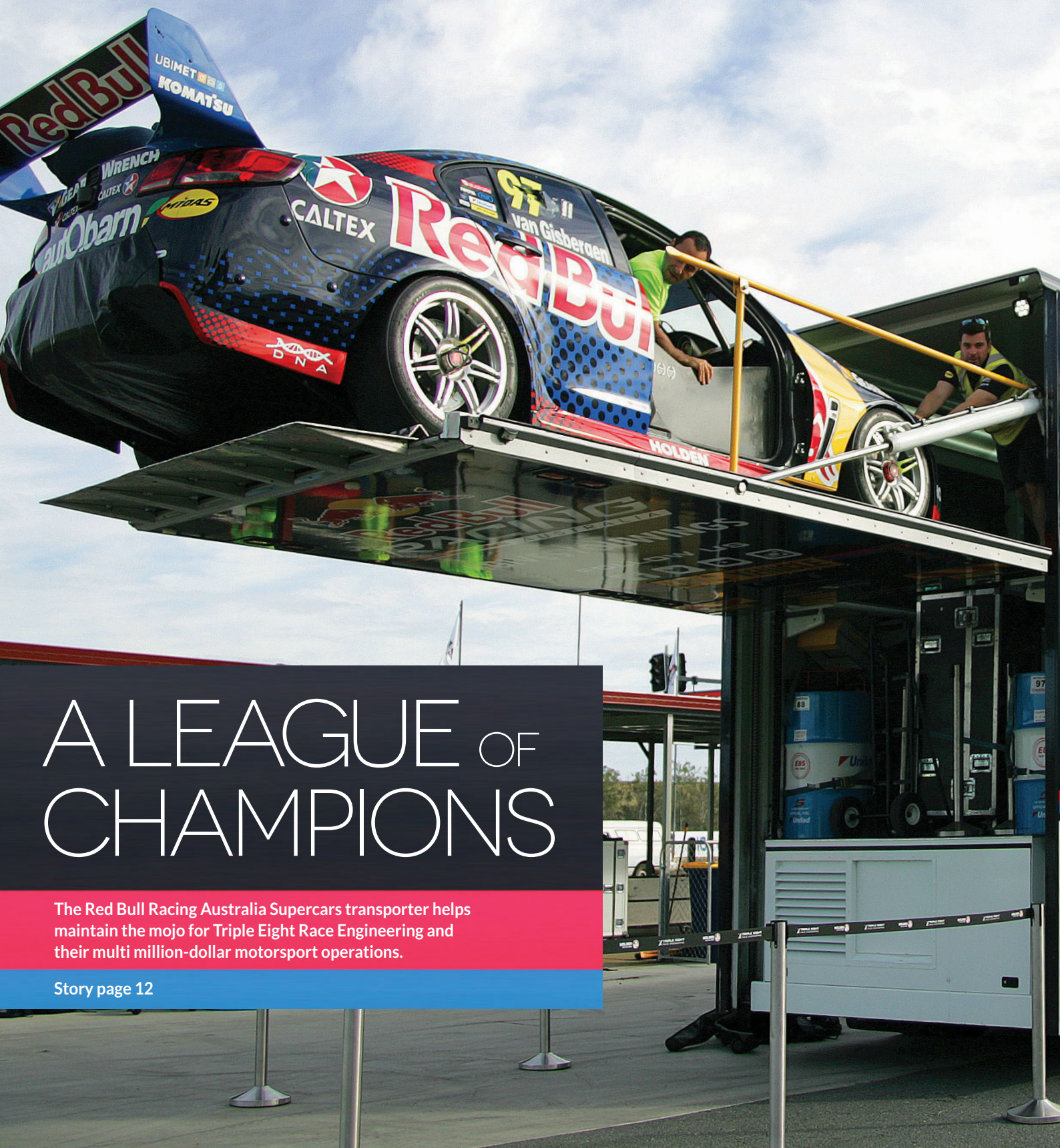


BPW DIGEST

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

SPRING 2016



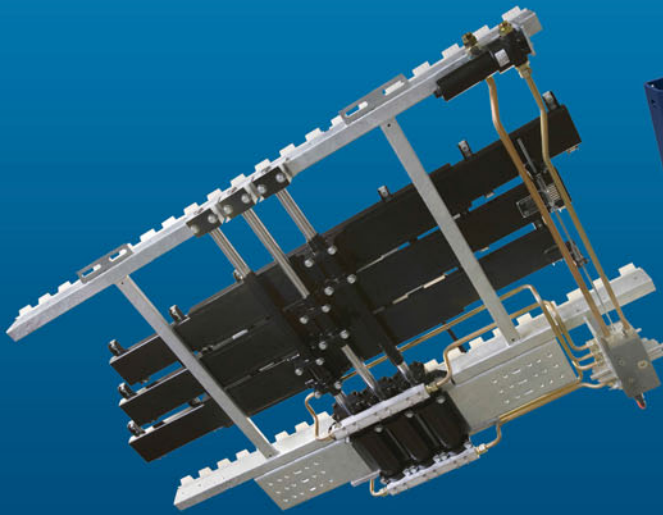
A LEAGUE OF CHAMPIONS

The Red Bull Racing Australia Supercars transporter helps maintain the mojo for Triple Eight Race Engineering and their multi million-dollar motorsport operations.

Story page 12

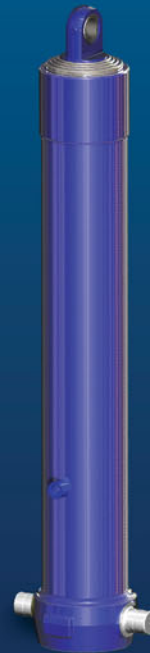


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TRANSPEC
ENGINEERED TO LAST

From the Joint MDs



As 2016 draws to a close it has been pleasing to reflect on the activities of the team at BPW Transpec, our customers and industry colleagues. This edition of the Digest also covers a range of articles showcasing significant events and milestones of the last half of 2016, in New Zealand and Australia.

In the pages following you will read about our customers from a diverse number of industry sectors such as RB Haulage, a bulk material supply business who has had a long association with BPW and who fit a number of our products including the BPW Airlight 2 suspension, as do Triple 8 Engineering, who support the Red Bull Racing Team. In the agricultural market sector Hayes Spraying have since taken delivery of the BPW steer axle assembly with floating tyres, after seeing first hand the reduced impact on soil that this combination achieves.

Some of the articles demonstrate how we are becoming closer as a BPW global business, and we are taking every possible opportunity to bring BPW product innovation to our customers. During the recent IAA Show in Hannover in September, Stefan and I were fortunate to make contact with a number of customers who attended and take them through some of the exciting new products and services the BPW Group have developed, some of which were awarded prizes in their category at the show.

The excellence achieved by customers using BPW Transpec and BPW Transport Efficiency products in the articles is impressive and we hope you find the reading worthwhile.

Wishing you a safe and prosperous year end and New Year

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With an office that looks like a K104 Kenworth prime mover, the company has just taken delivery of a new aerodynamic FTE B-double trailer.

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Over the years John Beer has been a passionate advocate for transport safety and driver welfare, now he takes a concrete approach in addressing chain of responsibility issues to keep the heart of the livestock industry beating.

56 AJM Transport

From the construction of a high class-multipurpose facility to the acquisition of PBS-approved, super drop deck trailers, AJM Transport are upsizeing their commercial interests to stay ahead of the pack.



Agritechnica Tour



In November 2015, BPW hosted a study tour coinciding with Agritechnica in Hanover Germany. The group visited the BPW stand at Agritechnica where they were welcomed by BPW Director Mr. Michael Pfeiffer. They also had tours of Krone, Amazone, BPW Hungary and were welcomed to BPW Head Office in Wiehl by BPW Director Mr Achim Kotz. The tour was a great success and enjoyed by all who attended.



Training equipment donated to South West Freight

In March this year BPW Transpec donated a new disc brake and suspension assembly to TAFE Queensland South West which will allow heavy vehicle technology students to perfect their skills.

The new equipment at the automotive campus in Warwick will give apprentices in Certificate III in Heavy Commercial Trailer Technology hands on experience with the same equipment they will maintain in the workplace.

TAFE Queensland South West General Manager, Trevor Schwenke, said the donated equipment was an important addition to the program.

"I'd like to thank BPW Transpec for their generosity as the axle will complement existing training and see our apprentices gain expertise in maintaining equipment used by the industry across Australia."

L-R: Rusty Pierini, Andrew McCormick (TAFE Queensland South West), Matthew Burns (BPW Transpec: Product Consultant), Grant Kemp (BPW Transpec: Manager Qld & NT) and David Wyvill (TAFE Queensland South West)



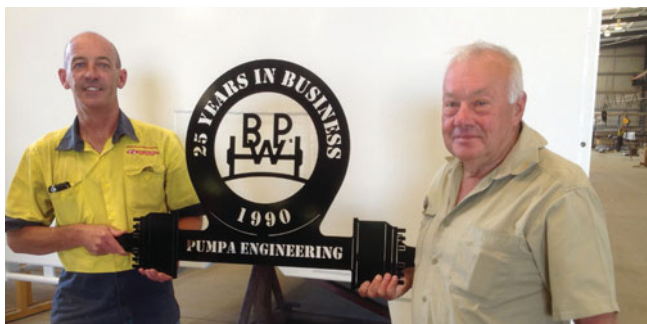
Welcome

We welcome Robert Gosling to lead the BPW NZ team in the role of Operations and Marketing Manager, reporting to the board. Rob joined the business on the 23rd of August coming from a strong background in the commercial vehicle industry, more recently at Goodyear Dunlop Tyres.



Significant business milestones

We offer our congratulations to the following companies for achieving so many years respectively in their businesses, and wish them all the best for many more years of success.



Pumpa Engineering – 25 years. (L-R) Craig Pumpa and Tony Pumpa



Collins Transport – 50 years. (L-R) Neil Collins and John Collins



Brown & Hurley – 70 years. (L-R) Stefan Oelhafen (BPW Transpec), Graham Sebbens (Brown & Hurley) and Kevin Hurley (Brown & Hurley)

A manufacturing milestone for BPW Transpec

In February 2016, BPW Transpec manufactured its 222,222nd axle in Australia. The commemorative axle was gifted to Wickham Freight Lines, a family business in Queensland that offers quality service and has a long history of working with BPW. Since Wickham Freight Lines began in 1978, carting their own locally grown potatoes to market, the company has expanded into one of Australia's leading freight lines.

With offices in Sydney, Melbourne, Brisbane and Bundaberg, Wickhams' fleet of 150 trailers cover vast distances in Australia, on top of 900 or more BPW axles.

For Wickham's Director, Graham Keogh choosing BPW axles is a simple choice. "I've never ordered a trailer without BPW axles," says Graham. "If you want a product that's been properly engineered, you can't go past BPW axles."

With a fully sustainable workshop, a national design award for its Kenworth-shaped office, and most recently, a newly fitted-out aerodynamic FTE trailer (see story on page 44), Wickham Freight Lines takes a similar approach to its own business.

Achieving high quality results in all aspects of the business is at the heart of this family-owned company's success today.



BPW's Matthew Burns presenting the commemorative 222,222th BPW axle plaque to Wickham's Director, Graham Keogh, Workshop Manager, Steve Lord and Trailer Bay Manager, Anthony Robbins.



This BPW serial plate celebrates the 222,222nd axle to be manufactured in Australia, and is affixed to the trailer that now carries the new aerodynamic FTE van for Wickham Freight Lines.



EVENTS

During 2016 BPW Transpec exhibited at several field days across Australia. These field days are a great opportunity to showcase our products and spend time with customers.

AgQuip



Dowerin Field Day



Wimmera Field Days



Farmfest



Henty Field Days



NSW manufacturer Haze AG built their first spreader on a BPW Air Suspension setup which was displayed at the Henty Field Days

LRTASA



Jonathon Byrne (L) from Byrne Trailers with Peter Hart at the LRTASA Conference.

LRTAV



Delegates from the LRTAV who held their August meeting at the BPW Transpec Head Office.

IAA Commercial Vehicle Show 2016 – Hanover, Germany

At this years IAA Commercial Vehicle show, Trailer Innovation Awards BPW was pleased to win in the category – Components (Air Save) and also received 2nd place in the category – Environment (with e-power).

For further information regarding these innovations go to;
iaa.bpw.de/en/news.html





GERMAN NIGHT

In May of this year BPW Transpec held its famous Annual German Night in Melbourne. The evening was thoroughly enjoyed by over 300 guests who attended.



Peter Gilbert, Lorraine Gilbert (Gilbert Transport Services), Stefan Oelhafen (BPW Transpec).



Peter O'Malley (BPW Transpec), Mark Noble (Holcim), Paul Cowman (Holcim).



Graeme Elphinstone (Elphinstone Engineering), Alastair Holmes, Leigh Thornton & Georgdie Fearweather (Convair Engineering).



Stefan Oelhafen (BPW Transpec), Carmen Ohler (BPW Transpec), Michael Temminghoff (Schmitz Cargobull).



Andrew Ruff (Murphys), Scott Barker (Barker Trailers), Tony O'Neil (O'Neils Transport).



Brent Miller (SRT), Peter O'Malley (BPW Transpec), Peter De Jong (FTE), Jason King (Pumpa Manufacturing).



TRAINING

Spare Parts Training

Earlier this year BPW Transpec provided Spare Parts training to customers at our head office in Melbourne. The training ran over 2 courses specializing in different areas from suspension parts training, axle parts training and different ways of identifying BPW parts to technical information, maintenance instructions and the

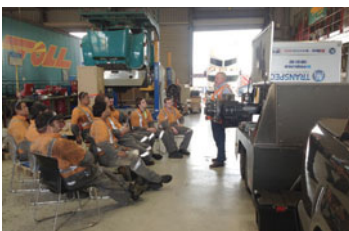
BPW production process. The training sessions were a big success with customers gaining a broader knowledge on BPW Transpec products. Further sessions will be conducted in 2017, and BPW Transpec intends to roll out this concept to interstate customers as well.



Crane Maintenance, Adelaide



Nowra Truck & Trailer



Toll Linehaul Adelaide

Commitment to training

For much of the year Stephen Du Toit, National Customer Service and Training Manager, travels around Australia to conduct training sessions on topics such as; Installation Guidelines, BPW Genuine Spare Parts, EBS, Trouble Shooting, Maintenance and any other topics at the request of BPW Transpec customers. Our Mobile Training Trailer can be brought to your premises and customised training can be arranged. For further information, please contact your BPW Transpec Sales Representative.



Forestry Commission EBS info night



Goondiwindi - GTT training centre



Phillip Mitchell Training

THE SAME BUT DIFFERENT

We talk to a trailer builder and a transport operator who make a point of making a difference.

Words and photographs by Mike Isle

Robin Porter

As a trailer builder, you hang out for it. Hunger for it. It's just about the best endorsement you can get. As a transport operator you also want it. You hunt for it. When you have found it, in a trailer builder, you hang on to it. Hang on to them.

That's the beauty of repeat business. It works for all parties.

And we came across one of the best—and biggest—examples of that on a trip to Hamilton, New Zealand.

But before going deeper into that, let's look at the parties involved. The trailer builder is Tidd Ross Todd (TRT)—well-established as a big player in low loaders and justly renowned throughout Australasia for taking on and overcoming

the biggest and most exacting of challenges. The transport operator is Porter Haulage—well established, and the Australasian and Pacific heavyweight in heavy haulage, justly renowned for taking on and overcoming the biggest and most exacting of challenges.

Note the synergy?

That's something to build a relationship on.

That relationship goes back a long way—too far back for either party to remember exactly. Or care. What is important is today and today Porter's are taking delivery of their new TRT-built 4X8 Widening transporter, hard on the back of a three rows of eight TRT delivered just before Christmas.

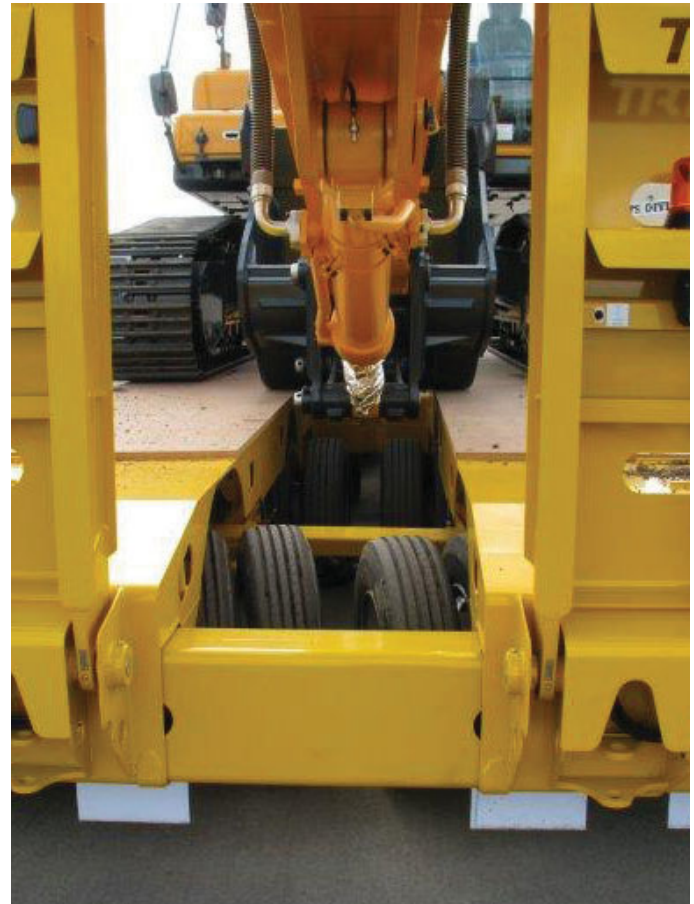
That is repeat business.

Well, almost, because the trailers weren't exact duplications.

Here we see something of the way TRT operates. When Porters came to them with another build order, their requirement was fairly simple. Previous TRT trailers were, as Porter Haulage managing director, Robin Porter, succinctly described it, "Bloody good for us. Build us another one."

TRT's reply? "Well you could have one the same length, but we have changed the shape of the goose-neck, we have double-acting suspension, widened ramps, plus we can also tweak the weight on the trailers.

"So same, but different."




There is always something different. Something new. Each time you go to TRT. And that suits Porter Haulage transport and crane manager, Brian Locke fine. His is a big, tough, demanding business. When you are transporting earth-moving equipment, it's never easy. When you are doing it off-road, it gets worse—on trucks, drivers and trailers. Brian is reliant on all them to perform to their limit—and, in this case trailers, often beyond the limit. That's an important point, says TRT's trailer sales engineer, Glen Harnett. "The race for lower tare weight is fair enough. But in this business, with these loads, it can't be at the expense of strength. We solve that problem by incorporating deep chassis and coaming rails manufactured in hi-tensile steel on all our rows of 8 trailers."

Another big plus on the TRT builds is the "live" gooseneck. They are fitted to all large trailers for Porter Haulage. And for good reason. The TRT Hydraulic Compensating Gooseneck is fitted with a compensating cylinder, plumbed to a nitrogen charged accumulator. That provides a constant weight transfer on the drive axles. The gooseneck design also allows the skid plate to move up and down to suit the terrain and maintain ground clearance and takes the shock out of the complete combination, truck & trailer, whilst giving the driver a soft ride. Also making hard work easy on these trailers is TRT's TIDD® double acting, alignable hydraulic suspension and axle modules. Any axle module can be lifted independently by a control valve on

either side. Stability is enhanced and servicing or changing tyres is achieved easily, without jacks.

Axles are, of course, BPW. As Porter's workshop trailer specialist, "Gary", puts it, "I've been using BPW axles for years. Never had a problem with them. When you have a bloody great digger on the back in the middle of Great South Road, you can't afford to have a problem. Reliability and strength, that's what we are looking for, and get with BPW."

It is that attention to quality and built-for-purpose innovation and quality equipment that are the hallmarks of TRT. And also two of the reasons for that repeat business, and a relationship with Porter Haulage that is now as resilient as their trailers. 



A LEAGUE OF CHAMPIONS

The Red Bull Racing Australia Supercars transporter helps maintain the mojo for Triple Eight Race Engineering and their multi million-dollar motorsport operations.

Words and photographs by Mark Pearce

Triple Eight Race Engineering is an organisation which has achieved so much in such a short period of time! They have quickly understood how to become leaders, what it takes to improve their operations, and ensure the team maintains momentum to obtain the ultimate prize. Owned and managed by Roland Dane, Triple Eight has been operating in Australia since 2003. This year they are running two separate motor racing teams in the Supercars Championship: Team Vortex and Red Bull Racing Australia. Collectively, they field three Holden VF cars, and three drivers – all battling it out using identical equipment. When the team gets a taste of success they certainly enjoy it. Shane van

Gisbergen, the newest member of the race team, is already proving hard to beat this season. Alongside the three-time Supercar champ Craig Lowndes, and Jamie Whincup with six championship crowns to his name, Triple Eight hasn't fallen lower than 2nd place in the overall series standings since 2005.

In motorsport it's easy to be swept up in parades, patriotism and pit-lane glamour; however, 'pole position access' behind the scenes at Queensland Raceway reveals what it takes to be a champion team, how much gear they need to carry in the Red Bull transporter, which is fitted with BPW disc braked axles on BPW ALII suspension and Electronic Braking System (EBS), and how the transporter operates as an integral support

through the gruelling, competitive season.

Triple Eight employs a staff of 53 dedicated and energetic people, 42 of whom travel to the fourteen race meets across Australia every year. Within the team is a full time chef, two physio's, seven mechanics working on each of the three cars, the pit crews, the Supercar drivers, the lead engineers, the owner, a team manager, and Commercial Operations Manager, Peter 'PJ' Jamieson, who arrived at Triple Eight in 2004 just before the start of their upsurge.

"I enjoy my job," PJ says. "I've been lucky to find a job that suits my skill set. A lot of people go through life not knowing what their skill set is. I enjoy what I do and I enjoy what our team does."



TRIPLE EIGHT RACE ENGINEERING • QLD

In a nutshell, PJ describes his role as asking people for money and trying to hold onto that money for as long as possible. "It's about stopping those pesky engineers buying shiny new bits," he laughs, as he goes on to explain that commercial operations is about looking after team partners, merchandise and membership, and all things that happen off-track, including the management and administration of the Red Bull transporter. Built by Shepparton Motor Body Builders, the B-double transporter carries two Supercars worth just over half a million dollars each, as well as no shortage of spare parts that are worth over two million bucks. With this valuable load, the equipment underneath the trailers become extremely important. As PJ explains, they made a decision years ago to talk business with BPW Workshop and Technical Support Supervisor Evan McDonald, and former BPW Transpec



Driver of the Red Bull Transporter
Warick 'Wazza' Beames

so the EBS system was crucial for us." Driver Warick 'Wazza' Beames steers the combination around the country, and here's what he tows to the race track every meet...

The A-trailer houses the four walls of the garage, four tyre racks carrying 16 sets of tyres, a bolt box with miscellaneous nuts and bolts and other spares, two crash caddies, a radio tower, two spare engines stacked on top of one another so the weight aligns with the front of the combination, as well as a fridge to keep the Red Bull drinks cool.

The B-trailer stores two Supercars in the top level, (one behind the other) using fold up ramps and a remote control rear-loading ramp to exit the cars. On the lower section there's toolboxes, lockers and other bits and pieces as well as general pit equipment stowed away in the mezzanine

floor and upstairs storage compartments.

Some of the options that Triple Eight purchased upon designing the custom build were two roof hatches (one on each trailer) with safety harness points to mount the team flags to the roof instead of transporting ladders and poles.

Wazza also filed a 'bling list' such as air-operated side doors with key-pad entry, clearance lights mounted a metre apart running all the way down the trailers, and other BPW options like the EBS system ... somehow he got everything he asked for.

"The EBS is fantastic!" enthuses Wazza.

"Going around corners, it gets me unstuck in some positions, which is great."

Wazza drives across the Nullarbor alone for the Perth Supersprint meet, which is the longest road trip for the transporter on the touring car calendar.

Brisbane branch manager, David Sinclair.

"We got to know Evan and David fairly well over the years and when the sub-frame of the transporter was up for a refurb we wanted to put a floating air suspension on it for our gear to travel as smooth as possible because it's an expensive beast to start up and maintain.

"The best thing about BPW for us is they're just a phone call away. When they say they'll come and service things for us, they go about their business and get everything done. They're the fairies behind the scenes that no-one ever sees."

PJ noted that it was also an automatic decision to fit BPW Transpec EBS for safety. "We didn't want our truckie disappearing off the side of the road,



Triple Eight Commercial Operations Manager Peter 'PJ' Jamieson (left), with BPW Transpec Workshop and Technical Support Supervisor, Evan McDonald.



"To prep for the race ahead, we're now doing double stints all the way back from the Perth and Darwin meets to bring the transporter back home to Brisbane inside two days," states Wazza. "Doing 50-60 thousand kilometres a year, the tyre wear is relatively insignificant. The main thing is that the gear travels smooth and we pull up straight every time for unload."

Unloading the trailers and setting up the garage trackside takes the team an entire day. Once unpacked, the A-trailer turns itself into commercial operations headquarters to hold meetings with partners and sponsors alike.

The front end of the B-trailer transforms into a drivers' room, where they can relax and enjoy a massage in an air-conditioned environment, and the back of the B-trailer converts into an engineering office where engineers and drivers de-brief at the beginning and end of each race. It's here where all the car telemetry is wired back into the transporter so the crew can review the live data.

At the end of a race weekend it takes between two and three hours to pack everything back into the transporter. Wazza's job entails far more than just driving – there's prep work to do between race meets and his secondary role as tyre technician for car 97 and car 88 sees him as a vital player in the team.

"There's a lot more involved than just packing the truck. It's looking after the race tyres over the weekend, getting tyre pressures and rims ready, supplying the engineer with tread depths and cold pressure data, keeping the transporter clean inside and out, and overall management of the A-trailer each race day."

The Red Bull transporter is not just a glitzy showpiece of pride and joy. It's a very useful and comfortable place to work, which creates a more productive team to essentially help improve performance on the track.

And motorsport performance demands mojo; according to PJ, the teams that lose their mojo are the teams that tend to spiral down, while those that maintain it and have a strong values system are more likely to achieve success.

"It's hard to describe but the energy is infectious," says PJ. "Everyone loves people with good skills and good values, but I think what our team has got is a disproportionate amount of people with really strong values and one of those values is teamwork."

"The drivers recognise that they're at the pointy end of what is a big pyramid underneath them. Collectively everyone plays to their strengths when they're needed, whether it's a pit stop that has

to be completed inside 3.5 seconds or it's about pack up and go by 8 o'clock that night after a long weekend – everyone rises to the challenge," says PJ.

Triple Eight's biggest challenge of defending the teams' champions is still ahead of them, but earlier this year they had a clean sweep podium finish for the first time in V8 Supercars Championship history. Then during the Ipswich Supersprint in Round 8 at Queensland Raceway they achieved this rare feat for a second time.

One thing Triple Eight prides itself on is their performance in the enduro events (endurance co-driver racing). The crew grows to a team of 50 when racing the Bathurst 1000 at Mount Panorama, and with 4.3 million people watching Australia-wide, the pressure to win intensifies.

"We seem to enjoy and like achieving success in the enduros," says PJ. "Roland has commented that 'nobody particularly remembers who won the Championship but they do remember who won Bathurst.' If there were an ultimate objective, then it would have to be a full podium finish. We've done the 1 and 2 a couple of times but no team has ever swept the podium. That certainly would be a dream come true!"

ORGANIC MATTERS

*Words and photographs
by Mark Pearce*



Elissa and Brendon Clarke in front of the 12-month-old PBS truck and 4-axle dog with BPW disc brake axles on ALII suspension from front to back, with Edbro 17.4.5166TLB hoist on the trailer, Edbro 13.3.3169TLB and genuine Ringfeder 303AUS on the truck.

Arkwood Organic Recycling is the largest recycler of biosolids in Australia, carting almost half a million tonne a year of what effectively is 'yesterday's meals on wheels'. The fertilizer-come-soil conditioner has become so popular and productive that farmers now refer to it as 'brown gold'.

Biosolids are the epitome of organic recycling – originating from the foods we eat, the solids are the major by-product of our wastewater treatment process. After treatment, they contain the perfect balance of the nutrients that plants want and need naturally.

Rather than using chemical fertilizers, which lack certain natural minerals and trace elements, Arkwood Organic Recycling has established a business model based around healthy, conscious living. The product is much cheaper to produce as there are no added, expensive trace elements needed to blend the mix, and it is now well proven that biosolids stimulate plant growth far better than synthetic counterparts.

Arkwood services approximately 200 farms

with their biosolids program, holding contracts with water authorities across the east coast, from Far North Queensland to Tasmania. These contracts are Beneficial Use Approvals to re-use biosolids from waste water treatment plants so that Arkwood can cart the waste to designated paddocks and spread it direct to those farms who are licensed to use the organic matter.

Today strict state and national guidelines specify how biosolids can be used, in part due to the efforts of Arkwood owners Elissa and Brendon Clarke, who collaborated with environment authorities in the late 1990's to draft the initial Queensland state guidelines. "We used to have a license for each farm," recalls Elissa, who now handles the biosolids licensing and compliance matters for various



ARKWOOD ORGANIC RECYCLING • QLD

environment agencies across the country. "I said, this is ridiculous – can we have it for a region? And then I thought, that's not going to be enough, can we have it for the whole of Queensland?"

At the turn of the century the New South Wales Environment Protection Authority (EPA) had already spent 11-years researching and developing their biosolids beneficial use guidelines. Based on their research, along with the United States guidelines, the EPA wanted all water users to re-use their biosolids, but in both ideology and practice, almost every council across the country, except for Sydney, were dumping the waste into landfill.

Enter Elissa and Brendon, both from farming families who at the time were not long out of university with their bachelor degrees in Natural Resources and a mere four years experience with Sydney Water. They turned out to be the first married couple ever to be working together at the same Sydney Water branch, and together they became pioneers of the New South Wales regional biosolids industry.

Today Brendan is Arkwood's Managing Director and Operations Manager. He recalls a time when in Queensland, the biosolids industry was non-existent. "One of the things that became apparent early on was that unlike New South Wales, Queensland had no framework to licence the re-use of biosolids and therefore it all went to landfill. Elissa worked tirelessly with Queensland EPA over 12 months to get them to adopt the New South Wales guidelines because they didn't have the time or money to go through the same process."

Once this was accomplished, the EPA allowed Elissa and Brendon to conduct unprecedented trials in Queensland in 2001.

"There was a massive market wide open for biosolids but nobody to do it," explains Elissa. So in 1999, she and Brendan moved from Sydney and relocated 80 kilometres west of Brisbane, where they bought into their parents' existing business, Arkwood. After a small start with their first client Midcoast Water, and with no track



"The Arkwood heiress" Paige Clarke.

record and no EPA guidelines set-up in Queensland, Brendon and Elissa unsuccessfully tendered for a contract in Toowoomba. Following this major disappointment, they partnered with a company called Bio-Recycle to set-up the first biosolids scheme for the Toowoomba City Council. Their sudden impact caused quite a stir as other local businesses at the time were carting the biosolids into landfills. Elissa and Brendon began this

project in early 2001, at a time when Arkwood owned just two Kenworth prime movers and six Sloanebuilt trailers fitted with BPW axles and suspensions, acquired from Bio-Recycle.

A boom phase ensued for Arkwood as they acquired Bi-Recycle in 2001. At the same time, a drought period had hit South East Queensland hard through the mid 2000's, causing most compost companies to go bust, so Arkwood was able to pick up those farming contracts; by now it was accepted that biosolids improved the soil structure and water holding capacity.

"The drought shined a light on biosolids because there were crops growing in dry land situations without irrigation that were maintaining a tonne to the acre compared with crops in parts of the country that weren't using biosolids that were literally getting nothing at all," Brendan claims.

Evidence-based cases at the time helped to build a strong foundation for Arkwood's work – and of course the future of the Queensland biosolids industry. Today, Arkwood's success has contributed significantly to the biodiversity of land use for human food production and now occupies the top echelon in the Australian biosolids sector, carting over 400,000 tonne of product per annum.

This steady supply of biosolids has led the Clarke family to purchase 745 acres of cropping land in the Lockyer valley, 640 acres of black soil out on the Darling Downs and another 1200 acres of light soil on the western side of Cecil Plains where they grow a combination of wheat,



sorghum and maize for their farming operations.

With 78 staff including drivers, administration, maintenance and field staff, the business de-waters, transports and spreads the biosolids directly into farms through the use of their 51 truck and 120 trailer fleet, 80 percent of which are now fitted with BPW axles and suspensions.

"We have to have axles that will stand strong because once you get west of

plant on their schedule.

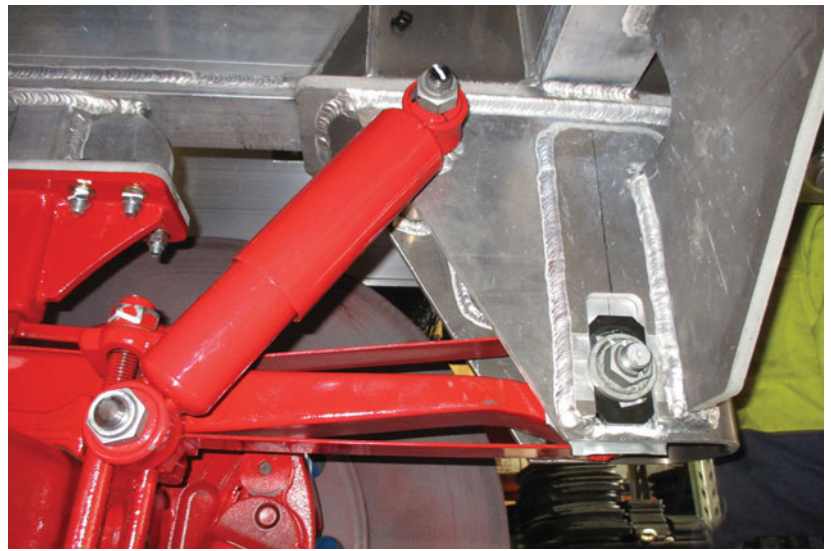
"The flexibility for us is really good and we still have the same payload on the heavy routes as the 25 metre B-doubles, so you get the best of both worlds," notes Brendan.

The selective acquisition of new PBS trailer designs is providing new profitability opportunities for the Arkwood business. Their recent Sloanebuilt semi-trailer purchase with the aluminium hanger design (also fitted

regulations.

Governments take blame and praise for many policies but they can't claim the credit for the commercial biosolids industry in Queensland. Biosolids would never have eventuated in the state without the story of how two farmers were in the right place at the right time.

First, they needed to attend the same university, then study the same environmental science degree, become sweethearts and complete their studies,



"KNOWING WHAT'S GOING TO LAST LONGEST ON THE ROAD IS CRITICAL."

BRENDAN CLARKE, ARKWOOD ORGANIC RECYCLING

Toowoomba, you might as well call it a poor road. Most axles don't stand up to those roads without cracking, except BPW's," Brendan explains.

"Over the years we've learnt to source the best of brands that don't give us trouble," Elissa adds. "We get to a certain combination that works, through trial and error, and we tend to stick with it."

The Arkwood transport recipe that has been tried and tested over the years is a Kenworth, Sloanebuilt and BPW combination.

Since inception their fleet has evolved from being purely semi trailers to a mixture of semi's, 19 metre B-doubles, and 25 metre B-doubles. However, now that Performance Based Standards (PBS) regulations have come into play, the truck and dog combinations are gradually taking over the Arkwood trailer population.

The reason truck and dogs are now becoming the flavour for the Arkwood fleet are the PBS 20-metre combinations which net 40 tonne payloads for the company. They carry the same weight as 25-metre B-doubles with less registration fees, and the shorter combination grants Arkwood a general access road permits to gain entry into every water treatment

with BPW axles) is a good example of how a small design change can make a big impact.

"My first thought was that aluminium hangers aren't going to change the tare weight too much because it's only six pieces of steel," recalls Brendan, "but the fact that the whole sub-frame is removed and you've got the hangers directly welded to the aluminium chassis... it actually makes a massive difference."

As an environmental engineer it's been a long learning curve for Brendan to better understand the trailer industry; his multiple trips around the world to see what else is on offer and his practical interest in mechanics has been a blessing for his business, as he explains in more detail.

"If you run a transport company and don't know one axle from the other, one engine or one transmission from the other, you're not going to be around for very long. Knowing what's going to last longest on the road is critical."


"When you go around the world and look at the quality of trailers and ingenuity in relation to Australia, we are miles ahead. All we have to do now is make our government as good as our trailers," he laughs, referring to environmental

then put their knowledge into practice, learn how to license farms for the re-use of biosolids, get married, and start a business together in some of the greenest pastures of Queensland. Also a part of this modern-day fairytale is their young daughter Paige, who they refer to as 'the Arkwood heiress.'

The fairytale has also taken hard work; Elissa and Brendon work a thankless task every day of the year, even operating on Christmas day, yet as Elissa remarks, it's all about passion.

"We have a passion for farming and the biosolids, and we can't stand seeing anything go to waste. The idea of it going into landfill and not being put back on the land borders on criminal in our minds."

And when Elissa and Brendon are asked what they do for a living, it's normally over a meal. During these cautious conversations, there seems to be much humour at the heart, as Brendan describes...

"We're usually polite about things and tell people we work in the post-food industry. The normal reaction is, 'do you guys mail-order food?' But when they understand exactly what type of business we're in, my famous line is, 'you'll think of us every morning now, won't you?'" 



THE BOOM SOLUTION

Forty years, hundreds of models, millions of components. From modest beginnings, today Maurice 'Cutter' Hayes designs and manufactures the world's biggest boomsprays that work in some of Australia's steepest and roughest farm country.

Words and photographs by Mark Pearce

Situated in Goondiwindi, Queensland, Hayes Spraying has been making and breaking boomsprays for over 40 years. Their machines vary in scope: anywhere from 16 metres to a whopping 50 metres wide. The company itself is a small turnkey operation, nevertheless significant to the rural industry across Australia.

In 1976, Maurice 'Cutter' Hayes began working for his brothers Tim and Denis at Crooble, near Moree in New South Wales, where they embarked on a contract spraying business together. Incredibly, they all became self-taught engineers and were the first to start a commercial operation in the town.

"My brother Timmy originally built the first boomsprays. We had three machines attached to our four-wheel drives that were the original prototypes for our plant equipment," laughs Cutter.

When Timmy turned to farming in 1978 and moved on from the business, Cutter founded his own company which he eventually expanded in 1980, setting up shop in Goondiwindi.

Along the journey, Cutter evolved his brother's designs and Hayes Spraying ultimately became the pioneers of Australian

conservation tillage farming. The company was involved in the first commercial-size, conservation tillage program at Goondiwindi in 1983 and since then the entire farming industry has switched over to managing the soil as a substitute for ploughing.

Naturally there's been a huge expansion in the spraying industry since; by 1989 Cutter began concentrating on small, line manufacturing machines for farmers. A steady growth has seen Hayes' boomsprays pop-up across the country, with the bulk of business increasing throughout southern Queensland and northern New South Wales.

With word-of-mouth traveling great distances, they've also developed an export division to the South African farming market. Not only does Hayes design the world's biggest suspended sprayers, they've gained a true market advantage by building reliable, tough machines that have stood the test of time.

"We started working in the steepest, roughest country in Australia, which was east of Moree and Goondiwindi, so our equipment has always needed to be very robust and low maintenance," says Cutter.

"We're always testing the boundaries, and sometimes breaking them, hence we



HAYES SPRAYING • QLD



Maurice 'Cutter' Hayes –
Owner, Hayes Spraying



Hayes Spraying spare parts workshop
– Goondiwindi, Queensland

build the world's biggest boomsprays. It's a challenge because it's a battle of weight and strength, as it always is with design work, but it all hinges around durability and reliability."

Over the last decade, end-users have yearned to spray their crops quicker and requested larger carrying capacities to improve cost control and gain greater farm profitability. These smart farming factors are the key pillars behind sustainable growth and have pressed engineers to design machines with much larger tanks and bigger booms.

A working example is the sought-after Hayes hydraulic folding trailed boomsprays, complete with front or rear mounted booms, ranging up to 50 metres wide. The machines are engineered with single and tandem axles to avoid any ride and stability issues – however, just recently Hayes fitted one of these rigs with a BPW walking beam suspension for the very first time.

"Over time we've gone from rigid rockers to leaf spring axles, and then to coil springs for cost effectiveness. Now we see the self-steer market as being significant," explains David Wells, Sales Manager at Hayes Spraying.

"We looked at BPW suspensions underneath chaser bins that worked with much larger capacities in different parts of Australia. What we found was the ground conditions were much smoother when using chaser bins fitted with the BPW system, compared to bins that weren't," David claims.

The BPW walking beam fitment to the boomspray was a customer-generated concept, originating when farmer Ross Uebergang from the North Star region in northern New South Wales used BPW axles on his fertilizer spreader.

"When I found the Oztec chaser bins that were on BPW, I thought to myself, that's what I want on my boomspray," Ross

stipulated. "I wouldn't buy a bogie chaser bin in our tight contour terrain because I know the axle would get screwed off it on the first day."

The 10-tonne, 24-metre boomspray package that Ross purchased from Hayes in August 2015 was widened to a 3-metre wheel track system to gain more ride stability in his undulating field conditions. It includes a 6000L tank and a self-leveling, front-mounted boom system with individual wing tilt which sits on top of a BPW tandem self-steer axle assembly with flotation tyres.

"It doesn't wreck anything because it's on flotation tyres and it's one-hundred percent load sharing... we've got equal weight on every single axle, so there's little aggressiveness on the soil," he points out. "The combination of the BPW suspension and the self-leveling system is excellent – it ticks all the boxes."

The self-leveling system allows Ross to spray over contours compared with his





Hayes Spraying manufacturing facility
- Goodiwindi, Queensland



David Wells –
Sales Manager, Hayes Spraying.

old self-propelled rig, which could only spray bay-by-bay. It works the paddock at 120 hectares per tank, three times a day, so with shorter spraying times and less wheel tracks, the multi-efficient system has convinced Ross to order a second unit.

"It's everything we anticipated it to be so we've ordered another," he says. "The BPW gear should be standard on all dual systems because it's less maintenance, it's smooth, and it works."

Hayes will be offering up a 10,000L version on the tandem BPW axle units in the near future as bigger capacities become ever more prevalent.

Smart farming is about innovation, and agricultural machine manufacturers like Hayes are faced with advancement challenges defined by scale and efficiency. Cutter believes that to meet the economic future head-on, Australian manufacturers must take robotic machining and other technologies on-board, because if they don't, not only will they not compete in the

global market, they won't even get to first base.

"Manufacturing is not our [Australia's] strength, so we have to make it our strength again. I think there's an opportunity for small line manufacturers now because we have the technology that can keep us competitive. It's about having access to the technology through networks," Cutter says.


As of five years ago, Hayes Spraying was introduced to a robotic machining centre within 100 metres of their manufacturing premises. Their goal today, in support of smart farming practices, is to bring modern design and innovative engineers together and take advantage of it.

"We do a lot of things really well in Australia but we don't realise how well we do it. I can now walk around the corner and say... 'here's my component – I want you to make me one hundred of these next week.' It's all possible now. Overseas companies might be able to make it cheaper but to get it here, sell it, service it, get it in the hands of the

end-user, suddenly the guy next door to me is not too far away."

Hayes has always been prepared to back-up their products in the field whether they're purchased through dealers or sold direct. They make their machines work for long periods because they use and fit components that can be serviced anywhere.

"When an axle manufacturer that manufacturers a high value item like a complete suspension assembly, it's very important that they have a presence on the ground. It's not so much about money but the knowledge and serviceability factor that BPW offer which is a good fit for us because it follows our policies," says Cutter.

Cutter and his experienced team continue to churn out groundbreaking, custom-built spray equipment, providing home-grown and holistic solutions to farm productivity in Australia, and embracing hi-tech advances that will ensure a bright and booming future for Hayes Spraying. 



PRECAST FOR SUCCESS

In the once empty streets of industrial Port Melbourne, stands a successful family business that has grown as broadly as the surrounding city itself.

Words and photographs by Emily Weekes





Piave Premix Concrete in Port Melbourne is one of several divisions under the Crema Group – a family-owned and operated building and construction company that began to take shape 65 years ago.

In 1951, Gilberto 'Beppi' Crema arrived in Melbourne from Italy. He began working with his two cousins, the Camillo Brothers, who ran a small terrazzo, concrete and formwork business. When the brothers returned to Italy a decade later, Beppi took over.

Today, the Crema Group includes Piave Premix Concrete, Crema Constructions, Port Trans, Camillo Concrete Structures and Cambar Precast, allowing the company to provide a vertically integrated service, from planning, design, project management through to construction planning, management and delivery on major projects.

Beppi's three sons, Luciano, Romeo and Louis each have different areas of expertise; several of their children and extended family members are also on board, sharing expertise in a range of positions within the business.

This unique family business is located just minutes from Melbourne's Central Business District.

PRECAST FOR SUCCESS

The head office in Port Melbourne is down the road from companies like Kraft and Holden. Their depot includes a precast concrete factory, which runs Cambar Precast, and from 1992, Piave Premix Concrete. It's here you will find the company's oldest trailer - bearing BPW axles and a serial plate dated 24 June 1963. "We bought that early panel trailer second hand in the late 1990s," says Maurice. "We use it every day, carting over-sized concrete panels around town."

As General Manager of Piave, Maurice Moffa oversees the Port Melbourne concrete plant, a fleet of 33 trucks, made up of 24 agitators (concrete trucks), 8 tippers and a tanker for bulk cement, as well as all the drivers and equipment needed to support this arm of the business. Piave supplies panels and concrete to other

companies, as well as those working under Crema Constructions.

Port Trans - another division of Crema Group - was established in 1998 to increase Piave's tipper fleet. They recently chose to run BPW axles, suspension and EBS braking systems on two new PBS (performance based standards) five-axle dog tippers that were purchased from BTE (Bulk Transport Equipment).

These trailers will cart to the quarries and back, collecting sand and stone from Geelong to Grantville (near Philip Island), 200km round trips outside of Melbourne.

"We run BPW axles on 90% of our trailers. One of the biggest benefits of using BPW for us is the service," Maurice explains. "Other brands have service agents but having your own workshop on hand always makes it's easier than going through a supplier."

"Nothing is ever a problem. If you ever have a break down, the BPW service team always get on top of it straight away," says Maurice. "They're so easy to deal with."

In contrast, Piave's concrete trucks tend to travel within a 35km radius from the depot, servicing clients mostly based in the metropolitan area.

If you look around Melbourne, Crema Group - and all the companies within it - have played a huge role in building some of the most admired buildings in the city.

In Richmond, Crema Constructions helped to restore and transform Melbourne's iconic Dimmey's clocktower and renowned Swan Street façade, into a mixed-use development that has set a new benchmark for inner city living.

Closer to the CBD, Crema Constructions apartments on Kings Way have attracted

**"WE BOUGHT THAT EARLY
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IN THE 1960S AND IT STILL RUNS...
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AROUND TOWN."**

MAURICE MOFFA





widespread attention and praise for the giant indigenous portrait adorning printed upon the core and exhibited during construction. The bespoke artwork was painted by the famous Melbourne street artist known as Adnate. Crema's third generation are now helping to grow and expand the business in new areas. With five family members of the third generation working within different areas of the business, their youth and energy, as well as their broad expertise ranging from finance, architecture, property development, geology and construction, are lifting the company to a new level.

"When I started here in 1988, Beppi was still very active in the company," says Maurice. "In the old days, the company was pretty low key,



Maurice Moffa, General Manager of Piave




but today, with so many of the younger kids involved it's taken on a whole new presence."

"We've always prided ourselves on our service," he explains. "We supply concrete to a small number of customers – we don't have a sales rep on the road chasing work. We just want to look after our core customers and make sure they're happy."

As the company grew, so too did the desire to bring our services in house.

"When the Crema Group undertakes their own development, it provides our construction company with work, as well as the ancillary businesses; structure, precast and concrete. We supply all the concrete and Port Trans brings all of the material in."

"It's a vertically integrated model that allows the company to provide a holistic and quality service to our clients," says Maurice. 

OPERATION LIGHTWEIGHT

Hot off the CTE Custom Transport Equipment production line are a couple of lightweight hydraulic floats built for Vic Lowloaders as a powerful solution to fight off the constant stress of heavy loads under the worst conditions.

Words and photographs by Mark Pearce

Two years ago Brett Pickering and Steve 'Jono' Jonathan from Vic Lowloaders became tired from constantly fixing their heavy haulage trailers. They decided something had to be done to increase the strength and lifespan of their gear, which floats all types of earth-moving and specialised machinery.

Consequently they chose to collaborate with someone who embraces engineering 'beyond the norm'.

As the name suggests, CTE Custom Transport Equipment don't fabricate run-of-the-mill trailers. Brett and Jono approached the owner of CTE, Darren Cook, to custom build a lightweight,

rear self-steering, quad-axle low loader that could combat the heavy carrying capacities and cruel conditions that have previously pounded the best of their equipment.

"We did all our homework so when we went to Darren we knew the trailers would be engineered with what we needed," Brett said.

The task was to build everything hydraulic, to use premium products, and maintain the trailer tare weight at approximately 14 tonne.

"The light tare weight design was the big thing," Jono explains. "What we lost in axle distances for the weights we gained with

lightweight materials on the trailer."

The trailers have been constructed out of high tensile, lightweight steel from SSAB (Swedish Steel); using Domex, Hardox and Weldom products to allow Vic Lowloaders the ability of carrying up to 48 tonne excavators with the dolly.

"For us to use the steel product in this way was something new," Darren explains. "We used this type of steel for lighter format trailers in the past, but not something that has been built this heavy and for its sheer size application."

The CTE trailer and T404 Kenworth combination (with a full tank of fuel) tares in at 23 ½ tonne and spans 19.8 metres in



length. The useable deck length is 11.7 metres and the deck widener with Tridec hydraulic suspension is the "bee's knees" for their application as far as Jono is concerned.

"The pressure we put this thing under is huge. We turn the trailer inside and out, screwing it around in the worst conditions through construction sites every day. We put it through its paces and it's standing up to the test," says Jono.

The HV-V TRIDEC hydraulically controlled suspension mounted to the BPW 2 rigid and 2 self-steer 19.5 inch axles allows Jono to get into those compact locations where he once struggled when turning with a standard tri-axle combination.

"It makes a big difference. The self-steer makes everything more versatile – it's just perfect with tight cornering. We've done 120,000 km and we've still got the original tyres on it," he says, raising his eyebrows.

"And that's pretty amazing," adds Darren.

He goes on to explain, "We build a lot of standard drop decks and tag trailers and to have a trailer carting those sorts of weights with constant stress, you wouldn't expect it to have that sort of mileage without changing tyres. It's ridiculous really because these guys are nearly ripping the tyres off the rims every time they go in and out of a place."

For Brett and Jono this is their first experience in terms of BPW ownership. They've had their fair share of dramas with previous axles and suspensions over the years, so it was important they collected their data and acted accordingly to iron out all the vulnerabilities they face in the field.



Steve 'Jono' Jonathan
from Vic Lowloaders



OPERATION LIGHTWEIGHT

"We wanted to build our own trailer because the first trailer we bought with cheap running gear gave us a lot of headaches," Brett declares. "We went with BPW for quality and the name they have. After doing all the research on heavy-duty loads there was no other option as far as we were concerned. We wanted a strong trailer and that's what we've got."

An initial axle load test was carried out during production of the first trailer build and the accuracy of engineering gave all parties substantial confidence in the steel materials and trailing gear. When they parked an excavator on the back of the trailer and subjected the weight to a point load, the deflection result was calculated to the millimetre of expectation.

Darren acknowledges that everything placed on the trailer is premium. "As far as

my knowledge goes, BPW has always been the premium product. I think the boys are pretty happy with it."

The unit controls are located on the driver's side of the gooseneck for safe and speedy operation. There's full wireless remote control, and the PTO-driven hydraulics provide five-minute load response times, compared with a power pack set-up.

"When you're loading six to ten times a day every minute counts, and it all adds up," Jono points out.

With the success of the first trailer, a replica is also ready to hit the road. The second lightweight quad is being fine-tuned at CTE's impressive new facility in Drouin, which is fitted out with double telescopic, overhead welding booms for every bay.

"I don't think I've had a customer come into my workshop who hasn't said... 'Geez, what's that bloody big thing over there?'" Darren says, telling the funny side of the enormous operation.

The first quad-axle was built in two pieces and assembled at the end of the production line, whereas in Darren's new 66x30m facility, the CTE team have been able to build the replica in one piece.

The second TRIDEC quad brings the Vic Lowloaders fleet size to a total of six floats and a tilt tray. Perhaps the most remarkable fact about Vic Lowloaders is that just six years ago Brett and Jono started out swapping shifts in a 4900 Western Star pulling one low loader.

With a range of equipment floats and prime movers to move specialised equipment, such as a 32 million dollar MRI





The TRIDEC hydraulic steering and axle suspension system has been specially developed for heavy use and safe cornering in more compact sites.

“WE WANTED TO BUILD OUR OWN TRAILER BECAUSE THE FIRST TRAILER WE BOUGHT WITH CHEAP RUNNING GEAR GAVE US A LOT OF HEADACHES.”


BRETT PICKERING, VIC LOWLOADERS



machine that Jono recently dropped off at Melbourne University, Vic Lowloaders today have a reputation of providing a personalised touch, using experienced company drivers who know how to haul a heavy load.

One of the critical impacts Vic Lowloaders have had on the industry is providing a trustworthy, 24 hours a day, seven days a week service. There's very little overheads with both Jono and Brett behind the wheel. Jono's wife Barb drafts all the books and invoices. Brett, a qualified diesel mechanic manages the workshop from his 15-acre property in Bayles, while

spare parts and extensive maintenance is handled by long-term partners, In2parts, located in Koo Wee Rup.

Just like Vic Lowloaders, people are hammering down Darren's door at CTE every day wanting him to work on all sorts of projects. But what noticeably aligns both these companies is their passion for highly specialised solutions to support their customers. They seem to have realised this passion in its full potential using a unique combination of a lightweight, hydraulic and suspension system, along with lighter, stronger, more durable steel products to pave the way forward. 



KEEPING IT COOL AND COLD



Tri-zone refrigeration enables TOLL NQX (North Queensland Express) to deliver freight to two customers instead of just one. Equipment and M&R Manager, Tim Pulman gives us the backstory on this clever innovation.

*Words and photographs
by Emily Weekes*

A year ago, TOLL NQX decided to test out tri-zone refrigeration on Queensland roads. They haven't looked back. According to Tim Pulman, it was a no brainer: "We've just ordered an additional six in the latest batch."

"When I suggested that tri-zone refrigeration might become available, our line haul staff were really interested," explains Tim. "Tri-zone refrigeration means that we can deliver to two stores without having to split the freight."

In collaboration with ThermoKing, Tim finessed a design to suit TOLL NQX's customers and freight requirements; ThermoKing developed the software to maintain the three discrete temperature zones.

"Tri-zone refrigeration allows us to take chiller and freezer goods to two different stores, without having to pull all that freight off the trailer and then reload again, which can often lead to temperature problems," says Tim.

They use the same unit that appears on single or split refrigerated trailers, with the addition of software that allows clients like TOLL NQX to have a multi-temperature device. A host refrigeration unit sits at the front of the trailer, with two evaporators installed, one in the middle and one at the rear.



"I THINK YOU'LL
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TIM PULMAN



BPW Transpec Product Consultant Geoff Huddy
(L) with Toll driver Gary Sowter.





Movable padded walls create three temperature-controlled sections. Freezer freight is stored in the front and back sections, chiller goods in the middle.

"The walls can be moved around to suit different quantities, within reason," says Tim. "On the front, a minimum of six pallet spaces and maximum of 10; on the back, a minimum of four pallet spaces and maximum of six."

"With really cold air either side, the middle section doesn't have to work as hard to stay cold," says Tim.

A refrigerated monitoring system sends data to a satellite and back to a desktop so that staff can monitor the trailers' whereabouts and temperatures in real time. When TOLL NQX was fortunate enough to renew its contract with Woolworths, it had to provision a fleet of new dry and refrigerated trailers.

With 12 new sets of dry-freight curtain siders, 14 pallet A trailers, 22 pallet B trailers, and 14 sets of new refrigerated trailers, the company has every faith in the tri-zone system.

A multi-temperature system typically costs \$10K more than a single unit due to the labour and parts involved; gas lines link back to the host unit.

All of TOLL NQX's trailers are fitted with BPW axles and suspensions, because "in our opinion they are the most reliable axle and we get excellent back up and service."

"All of our refrigerated trailers had BPW axles on from the beginning. They've done two million kilometres now and they're not even 8 years old," says Tim.

"We've not had a single problem."

Having worked in refrigerated road transport since he completed business studies in transport, back in the day at Liverpool University in England, Tim jokes that he's seen more fridge parts than he ever planned to.

He leads us onto a viewing platform, looking out across the dry-freight depot at TOLL NQX's Karawatha site. It's the largest of its kind in the southern hemisphere, not surprising given the site feels a lot like a small village.

The company recently invested in new dry-freight curtain sider trailers, with grocery flaps that are gateless down the side of the trailer, which allow for more efficient loading and unpacking.

"I think you'll find that most people who know about trailers choose BPW if they can," says Tim. "For the work we're doing, out of Rockhampton and Mount Isa on rough Australian roads, nothing is better than BPW axles and suspensions."

"They haven't given us any dramas in the past. We just bolt them on and they're still there in 10 years," says Tim. "Hopefully long after I'm gone too."



DON'T SWEAT IT



Lionel Killen, left, and the firmly grounded driver-operator Steve Neale.

**We talk to a man
who found an
unconventional
solution from a
conventional source.**

*Words and photographs
by Mike Isle*



Google has a lot to answer for. And a lot of answers to give. That's what APL Direct transport manager, Lionel Killen, found when he turned to the world's biggest search machine to solve one of his bigger problems.

Waikato-based APL Direct has New Zealand's largest fleet of purpose-built trucks for handling aluminium profiles and extrusions used in the design and building of door and window frames.

Funny thing about aluminium—it is perhaps the most flexible and therefore

most helpful of building products. Also, one of the most durable.

But only if handled correctly. And that's where purpose-built, specialisation comes in. That's where Lionel Killen comes in.

You get the feeling that Killen has a love-hate with the obstreperous metal. He is an ex truck driver – ex owner driver and since 2003 has been involved with the setup of APL's own transport company – APL Direct. He has handled countless loads of scores of product; hence, APL Direct appointing him as the manager of APL Direct.

But, as he admits ruefully, aluminium is perhaps the most challenging of them all. The issue is that raw aluminium seems to have a petulant mind of its own. If it gets wet when transported it tends to discolour. It has to be handled like a precious metal. Conventional wisdom suggests tarping.

However, that is often too confining, creating a sweating issue. It also has to be done inside away from the weather, and of course there is the issue of having a driver scrambling about three metres in the air on top of light-weight and therefore unstable stacks of aluminium.

DON'T SWEAT IT

There is also the small matter of gantry loading and unloading, which precluded curtainsiders.

There had to be a better way. There was. There is. And APL Direct found it on, as so much can be found, Google.

Its brand name is Netcap, and it comes from the Netherlands.

It is a sliding concertina tarp system that provides quick top and side cover for most products, can be of any legal length and height, and best of all keeps the operator (it requires only one) firmly grounded.

APL Direct imported one kitset, and went to the acknowledged masters of fabrication, Trevor Jackson and his Pahiatua team at Jackson Enterprises to put it together.

The result? A brand-new truck and trailer

with the Netcap system installed ready for the test.

Did it work?

APL Direct calls (Netcap) “the absolutely perfect solution for this operation.”

That is based on two factors.

First, that it entirely lived up to their expectation and, second, they are talking from having had it on the road for ten years and thousands of loads with the only after-sale requirements a new curtain at five years and conversion to BPW Transport Efficiency supplied rollers.

The conversion was a conscious decision by APL Direct. Killen is a long time user of BPW equipment. He has absolute faith in the brand, and seven of APL's eight-strong trailer fleet sit on top of BPW running gear.

Except for the curtain and the rollers—which

will need to be serviced or replaced after a certain period of time—the Netcap trailers has demanded nothing else of APL Direct.

“We have had a brilliant run with it.”

APL Direct has now replaced this original truck and trailer, with a new unit on the road—even larger, almost double the load capacity, with APL Direct requested modifications that have optimised structural strength and stability.

They reckon they'll get another ten years out of this new unit, and—ever the pragmatist—ten years of thousands of loads and a loading timesaving up to three hours per load means a huge saving on time, men and money.

To say nothing of the safety of his drivers, and aluminium without attitude.

Thank goodness for Google.

Thank Google for Netcap. 



**“...THE ABSOLUTELY
PERFECT SOLUTION
FOR THIS OPERATION.”**

LIONEL KILLEN

The Netcap sliding tarp is used by operators worldwide to transport steel profiles, coils, wood and many other materials. The aluminium construction ensures that the sliding tarp system is extremely stable while being light weight and very easy to operate by a single person. Somewhat ironically, it is in the protection of aluminium that it excels—something perfected in New Zealand by APL Direct.



KEEPING IT SIMPLE

Words and photographs by Mark Pearce

Ray Bartolo is a conservative, straight-talking owner operator who is revitalising his business by running a brand new quad-axle dog combination with a youthful driver at the helm.



“Keeping it simple” has been a key foundation principal of RB Haulage – Ray Bartolo’s bulk materials supply business – for nearly 30 years. It was an ethos inherited from his father Charlie, who also owned a small transport operation in the early 1980’s when cash was scarce and the Australian road transport industry was at its lowest ebb. This same principal has been broad enough to allow other business interests to ride on its back for three decades. Across the board, the New South Wales building and construction sectors have used Ray’s niche services time and time again.

“The old man taught me all the old fashioned ways, like ‘take responsibility’ and ‘keep it simple’,” says Ray. “It even sounds simple, but it has seen us through with customer relationships for 20 odd years.”

Originally from Blacktown, Ray and his wife Bernadette moved to the suburb of Londonderry in the Greater Western Sydney region in 1992. With hardly a penny in the bank, they set up perhaps one of the most daunting of all transport business endeavours– running a bulk materials supply, grading and haulage firm from your home.

**“...EVERY TRAILER
THAT WE’VE BUILT
HAS BEEN FITTED
WITH EDBRO AND IT
HAS STOOD THE TEST
OF TIME.”**

**RAY BARTOLO, OWNER
OPERATOR – RB HAULAGE**



The new quad-axle dog combination
departs Ray Bartolo’s yard.
Londonderry, New South Wales.

Ray Bartolo's new Borcat quad dog tipper, equipped with Edbro hoists, BPW disc braked axles and Airlight II suspension, BPW Transpec Electronic Braking System (EBS), and Ringfeder automatic coupling.



Dwain Saunders,
RB Haulage
Company Driver

**"IF YOU NEED TO
MOVE THE LOADS
AROUND YOU CAN
CONTROL THE SPEED
(OF THE HOISTS) AND
BRING IT DOWN REAL
SMOOTH."**

**DWAIN SAUNDERS,
COMPANY DRIVER,
RB HAULAGE.**



Ray has forever been a one-man-band, collecting a diverse range of quarry products at the back of his four-acre property. Without end he's taken orders and pushed bulk materials neatly into stockpiles, ultimately supplying it to his loyal customers. Now for the first time, Ray has employed a full-timer – his son in-law Dwain Saunders who decided to move away from the cabinet making trade and take on a key role as the RB Haulage company driver.

"I've only been driving trucks for three years, so I'm still pretty fresh," says 25-year-old Dwain with a wry smile. "I got into trucks 'cause it pays better than the building game and I was happy to work with Ray and learn something new."

Dwain departs Ray's yard every morning at five o'clock to cart 57 ½ tonne (GCM) of recycled asphalt, metal or road base materials from Parramatta to Pheasants Nest. He completes the trip three times a day in Ray's recently purchased quad axle dog combination.

"I've been towing the quad dog since the beginning of the year. It's been doing about 600 km's a day. The entire rig is 19.97 metres so it's right on the legal max, but with all the good gear onboard, it feels better than driving a normal truck and dog." The new Borcat tippers are equipped with an Edbro CS13-TLB hoist on the truck, and CS17-TLB on the trailer, BPW Airlight

II suspension, ECO-Plus hubs with BPW ECO-disc brakes. The Multi-volt Electronic Braking System (EBS) comes complete with Info-centre, and the 5055AUS-AP Ringfeder coupling is air operated.

"We went automatic with the Ringfeder to make it all really easy for Dwain while he's starting out," explains Ray.

Dwain considers the hoists straightforward and effortless during the tipping procedure.

"The main thing I like about the Edbro's is when the loads are a bit full, they come down nice and easy. If you need to move the loads around you can control the speed and bring it down real smooth."

Ray claims that BPW Transpec's ancillary equipment and service back up has been instrumental in his business being reliable over the years. "We've always bought from Transpec because there's never any trouble. We had BPW on our first pig trailer thirty years ago. The same goes with the Edbro gear... every trailer that we've built has been fitted with Edbro and it has stood the test of time."

A living example of this is Ray's "old girl" – the 1999 International S-Line 3600 series parked in the corner of the yard, which has been pulling BPW equipped trailers for almost 20 years.

"This year is her 18th rego. She's semi-retired and about to turn over a million kilometres. She only does about 3,000 km's a month now," Ray says fondly. "And those

two trailers," pointing to the older tippers, "I've never changed a bearing on those in twelve years."

Speaking of years, Ray has just ticked over into his fifties but can now keep ahead of business with Dwain driving the new quad dog.


"Age is of the essence," Ray declares.

"When you're 25, you're gung-ho! When you get older you start to think differently, and so your business arrangements change. What you see me do here, I enjoy. We live on site, so I've set it all up to make life easy. We want to start reaping our fruits at 60."

When Dwain rolls back into the yard around four o'clock in the afternoon, Ray finishes crushing and blending his final order for the day. He scoops another load with the earthmover and continues his duties until dusk with a no-fuss attitude, stockpiling the yard.

"If you want an order for six loads a day, well here it is! I'll have it stacked up for you all nice and neat. I'll keep an eye on it, and don't worry, we'll never run-out of stock."

Inevitably, it seems that Dwain will become the future owner operator of RB Haulage and maintain the long-term customer base that Ray has continually looked after.

"Don't tell him, but he can have that!" Ray winks, pointing to the bonneted Iveco and the Borcat quad-dog combination. "He can run the lot! I will oversee it all, but he'll get there. Just got to give him time." 

THE RIGHT SHAPE FOR THE ROAD

Words and photographs by Emily Weekes





The newly acquired FTE B-double trailer with aerodynamic features



Located in Warwick, Queensland, it's hard to miss the head office of Wickham Freight Lines. With an office that looks like a K104 Kenworth prime mover, the company has recently taken delivery of a new aerodynamic FTE B-Double trailer.

Painted in the signature Wickham red and white, and parked to perfection, the company runs a fleet of 150 prime movers and 300 trailers, delivering fresh produce and meat anywhere from Adelaide to Rockhampton.

Much to their surprise, the company won a National Building Design Award in 2005 for their Kenworth-inspired head office. The designer, a local draftsman at the time now runs his own business – his design inadvertently launched a new career.

Graham Keogh, Director of Wickham Freight Lines was originally inspired by an office shaped like a bulldozer, while driving across California in the late 90s.

In a few months, the two-storey prime-mover office will expand to include an FTE-shaped trailer office at the rear – complete with aerodynamic features, like the newest addition of trailers to the fleet.

Graham started working for the Wickham family business when he was 18 years old, driving his first truck hauling potatoes to Coles' supermarkets in Brisbane. He became a partner with Peter and Angus Wickham in 1994.

This family business has supplied potatoes to Coles' supermarkets in Queensland since 1968. Today, Wickham's is known largely for delivering refrigerated meats and produce, as well as retail freight for customers like Big W and Costco.

"We've never wandered from the BPW path. If you follow a truck without BPW suspension, the back of the van will be all over the road," he explains. "Every time that van isn't pulling dead straight, it's using fuel and wearing out the tyres."

With such a large fleet and sizeable fuel costs, the slightest reduction in fuel consumption can be well worth the investment of time and energy.

THE RIGHT SHAPE FOR THE ROAD

"Aerodynamics are important – it's always worth trying something new," says Graham, pointing to the newest addition, an FTE concept trailer with aerodynamic features such as wings, flares and lightweight skirts to protect the undercarriage.

The new trailer has been designed in collaboration between Wickham Freight Lines and FTE in Melbourne, to see if there are fuel gains to be made from streamlining the shape and lightening the body of the B trailer.

"We've never had a problem with an FTE. Everything works, every time," says Graham. "We've been working with FTE and their partners since last year, and we now have a prototype trailer on the road which we can fine-tune from there."

The process began in the workshop at Wickham Freight Lines.

"We asked our crew to think of anything that could make a difference," says Graham. "Testing it out is a rough science at times. You're looking at something so small, but it could make the trailer slip more easily through the air."

Graham travels overseas every few years to see what's developing in aerodynamics

in other markets. "It's all about saving fuel. If we're not busy, fuel costs us between \$1.3 million and \$1.6 million a month..." he says.

"A lot of our new trucks have no chimney; we're replacing EGR Cummins engines with new E5s. We're the only ones in the country doing that on a large scale. We have five so far and it's saving us 30,000 litres a year on a 250,000km run."

With a one-stop-shop workshop, Wickham Freight Lines can replace engines like these onsite – a big job that they've managed to refine to a two-week turnaround.

"We do everything ourselves. It's always been that way. It gives the staff a great opportunity to do everything, not just change the oil and grease trucks," says Graham. "They rebuild engines, fridge motors – everything."

The company takes on students from GenR8, a youth engagement program in Queensland that provides pathways into employment, offering young people a chance to try out all aspects of the business – from the wash bay to the workshop.

As finalists for their training program in last year's Australian Trucking Association

awards, Wickham Freight Lines invests a lot of time and money in young people.

Some of Wickham's seasoned long-distance drivers once started in the wash bay.

"It gives them a good broad knowledge of our business, so they can decide whether it's something that they like or not," says Graham. There are several apprentices too. According to Graham, everyone starts out in the wash bay because they need to know that a truck has to be spotless, and then, parked straight out in the yard.

It's this attention to detail and a strong sense of pride that runs through all aspects of the business – providing an excellent service to clients, at every opportunity.

Which is what keeps Graham searching for new solutions, whether fitting out an FTE with aerodynamic features, designing an app to communicate with the company's 150 or so drivers on the road, or providing all staff with uniforms.

"I want to share the good news stories with my staff while they're on the road," says Graham. "I want to be able to say: good job, great work, be careful."


As a full-servicing workshop, Wickham





Freight Lines buys 180 kilogram, 205-litre drums of BPW grease in bulk: "If the operating manual says this is what you should do to get the best out of a product, and you don't follow it, why bother?" "We don't have any problems with BPW axles. With ABS and EBS, it's safe and

it saves people's lives. I'm no engineer," he says, "but I often have to think like an engineer to get the best." When Graham asked his drivers for feedback on the new FTE aerodynamic trailer, several said, "The trailer's alright, but that 228 van is really nice. It pulls straight as

a die. You don't even notice it's behind you." They may not know it, but they're talking about the new FTE, the one with the fins and scoops. It's exactly what Graham wants to hear. If a driver tells you a van is pulling easier, it's got to be using less fuel. 



SIZE MATTERS HERE



“We started out in Rocklea with a two-bay repair facility, then moved to a 10-bay facility in Darra, which we thought was huge,” says Brad. “A year later, we needed more space...”

Vawdrey is one of Australia’s leading trailer manufacturers, with production in Melbourne and servicing sites in nearly all of the major states.

Original plans for the new site took up only half the block. When council approval came through, they realised it was too small. The addition of a second block doubled the size of the building and turned the facility into a drive-thru site.

Equipped with a B Double drive-thru crush, chassis straightener, three drive-thru B Double service pits, two overhead cranes and a drive-thru paint booth,

Vawdrey’s new facility is a sophisticated one-stop-shop for trailer repairs, servicing and sales.

The 30-bay workshop, with 15 roller doors a side, also includes a dedicated area for fabrication, with a recently installed press and a guillotine, and fiberglass repair bay.

“We work on many other trailers, as well as our own, and what we’ve been told is that this facility is the best in Australia,” says Brad.

The site took a year to build and three to four years of planning to get there.

“It’s actually started to feel a bit crowded,” laughs Brad. “We now need a traffic management plan to navigate the space, because you can make the mistake of thinking there’s plenty of space, so it’s

okay to leave something parked in the middle of somewhere.”

Vawdrey manufactures all of its trailers in Melbourne. “When customers ask for BPW axles and suspension, that’s what we fit,” says Brad. “The bigger fleets, they’ll choose BPW equipment because they understand the whole-of-life costing.”

While the Brisbane facility is twice as large as Melbourne and bigger than Sydney’s too, Vawdrey’s Melbourne depot has recently been in the news for its vast solar-panelled rooftop, which produces carbon credits for the company.

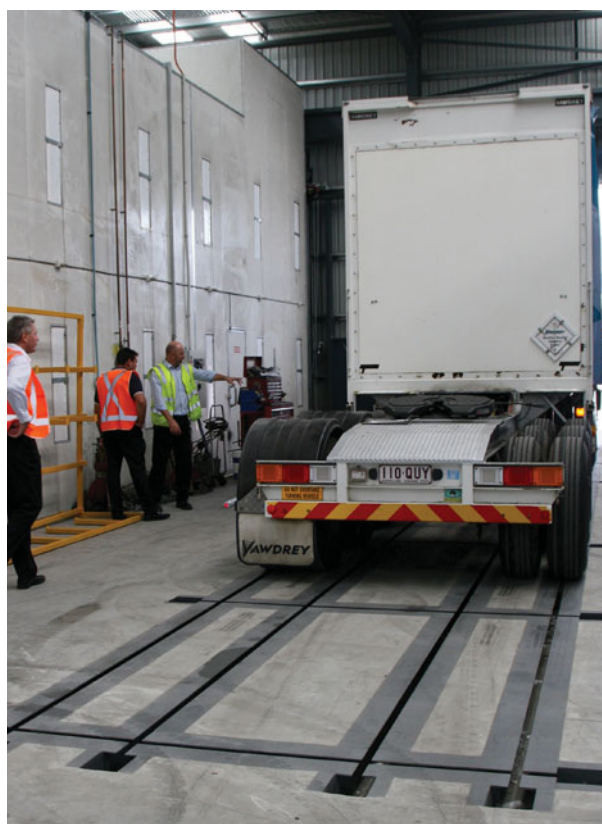
“It’s a huge gain for us, because of the size of the company and the amount of electricity we consume,” says Brad. “It’s a profitable exercise for us and one that will eventually come to Queensland too.”

Vawdrey Australia has launched a new 30-bay drive-thru servicing and repair centre, on the outskirts of Brisbane. Bigger than existing facilities in Melbourne and Sydney, Queensland State Manager, Bradley Cadwallader takes us for a tour.

Words and photographs by Emily Weekes



Bradley Cadwallader (Left - QLD State Manager for Vawdrey) and Grant Kemp (BPW Transpect QLD Branch Manager)



Back in Brisbane, Vawdrey Australia is recruiting new workshop crew, to fill the gaps created by some of the new technology that's arrived. With 12 staff already on the tools and the constant buzz of machinery, the new site is a great one to visit.

"We grow as the work grows but it's hard. You have to think, what would I do today, if I had an extra bloke around," says Brad. "We're working on the 'if you build it they will come' mentality and so far it's working." Curious locals and clients have dropped by for a tour and Brad is only too happy to show them around. "We love showing people through!" he says.

In any busy workplace or workshop, safety is important to everyone onsite, and

several aspects of making the site safe have been naturally improved as a result of the new space because it minimises interaction between forklifts and trailers.

According to Brad, "Some things are just safer. We now have pits, so we're not cramped while working underneath trailers. You can just walk down into the pit and walk out. It's so easy."


This new facility has greatly expanded the scope of what Vawdrey offers its customers. All of the equipment is either new or reconditioned from the last site," says Brad. "We can now work on anything."

In particular, the arrival of fabrication tools now offers Vawdrey new efficiencies in the business: "We won't need to send off for parts or wait for stock anymore. When

we're in the middle of a repair we can just bring it over here and make it onsite."

In the past, if a trailer needed particular replacement parts we would sometimes have to had fabricate the parts or send them out to be made. Having our own fabrication shop changes that.

Today, if a trailer comes in, Vawdrey's onsite fabrication specialist can take out a sheet of metal from the rack, press it into the right shape, and fit it to the trailer.

If you're ever travelling on the Logan Motorway through Brisbane, keep an eye out for the new Vawdrey site in Larapinta. Trailer fans and visitors are always welcome. 



Barb and Ken Easter

ON THE ROAD FOR 40 YEARS

Words and photographs by Emily Weekes

Ken and Barbara Easter started in business as spritely 20-somethings. With a newborn and toddler in tow, theirs was not the usual road travelled. Today, K.S. Easter Transport celebrates a successful 40 years in business and on the road.

In the early days, living in Newcastle, the young couple (Barb a surf chick; Ken a lover of trucks) used card tables for office desks, set up in the front room of their house.

Barb remembers being pregnant with their third child, doing the wages, invoicing and drumming up business, while drivers watched daytime telly in their lounge room, waiting for loads.

"It was mayhem," says Barb, laughing. "When we started Ken was away driving all the time. He was lucky to get home when I was having Natalie [their fourth child]." In 1983, the six of them drove in the truck

together to Brisbane and back: Ken, Barb, three boys and Natalie who was six weeks old. The family moved to Brisbane five years later, Ken stopped driving and the couple began to build the business.

Today, K.S. Easter Transport has a fleet of 74 prime movers and 120 trailers, delivering time sensitive freight out of Queensland. "I really loved driving trucks," says Ken, "but being a good driver doesn't make a successful owner. And I definitely stuffed it up a few times!"

For Ken, that's what was sad about the Road Safety Remuneration Tribunal: "It took away the right and opportunity for

you to be an owner/driver and achieve what I've achieved in business. I hope the government doesn't go down that path again..."

Ken is passionate about giving young people a go. He works with the local schools to take on students through the GenR8 program, a youth engagement program in Queensland that provides pathways into employment for young people.

"I left school when I turned 15, at the end of Year 9," says Ken. "These kids have done three more years of school than I have, so we needed to give them a chance."



Ken Easter (Left) with Geoff Huddy, BPW Transpec Product Consultant

"We've met some great people through GenR8. The parents are often just as excited to see their kids get the opportunity to get into a workplace. They're so proud."

With several apprentices in the business, many GenR8 students follow this path as well. Some might leave and try other careers, many return to give it a second go. In the workshop they can learn how to do almost everything in-house.

On Facebook, there's a K.S. Easter Transport page with nearly 7000 followers. It's an online community of ex-drivers and staff, truck fans and transport industry people who band together to share news, admire and reminisce about 'their' trucks. "Our son Kenny runs the page. Many drivers tend to get attached to their trucks, even if they've come and gone from the

company," says Ken. "Some of the trucks are pretty flash, for fleet trucks."

"A few guys had more starts here than Pharlap!" says Barb, laughing.

Whether staff stay, go or return to the business, K.S. Easter Transport has built a community. The depot in Brisbane has accommodation for 20 drivers, so they can get a good sleep before heading out again.

While not all of Ken and Barb's now adult children want to follow in their parents' footsteps, for now, their sons, Kenny and Matthew, along with Kenny's wife, Karlie, all work in the business. Ken's brother works there too.

Matthew Easter designed the 40-year anniversary artwork to be wrapped around the trailers, using the signature Easter tangerine orange replete with a rainbow-

winged pegasus. "It's Easter tangerine," says Ken, laughing. "Not red. Not pink."

Barb walks us through photo albums from their first days in business, the two of them glorious in flares and tight perms; while Ken recalls his second truck – the one that appeared at the Sydney Truck Show in the late 70s, on the BPW Transpec stand.

"It's been a long while! That's how far back our relationship with BPW goes," says Ken. "Today, 98% of our trailers have BPW axles, airbag suspension and disc brakes."

"If I can't afford the best, I don't buy it," he says. "I used to do all my own servicing back in the day. I'm not motivated to have a high number of trucks; I'm motivated by quality. We just treat our customers well and if an opportunity arises, we take it." 🇦🇺



FROM THE HEART

Words and photographs by Mark Pearce

Over the years, John Beer has been a passionate advocate for transport safety and driver welfare. One of his main concerns is drivers being forced to load cattle in dangerous situations. Now John takes a concrete approach in addressing chain of responsibility issues to keep the heart of the livestock industry beating.

Anyone who has had anything to do with the Livestock and Rural Transporters Association of Victoria (LRTAV) will surely know one thing: former president John Beer wears his heart on his sleeve when it comes to key issues like safety.

After spending a day with the 70-year-old owner operator, it's clear that John Beer acts with common sense and good intentions, and it comes from a place of concern.

Over a fireside chat at his 40-acre property just outside the township of Romsey, Victoria, John reflects on a rollercoaster ride of his involvement in politics, business and family, along with his views on what is vital for industry progress.

"When I look at things in hindsight, I probably left it too late trying to lobby politicians and bureaucrats because I always doubted myself. I didn't think I'd be

good enough," John says.

That's the kind of insecure response you wouldn't expect from a bloke who was one of the first LRTAV members campaigning for workers' rights in the late 1980's – but there's more to John Beer than just the advocate.

The man who was born and bred in the outer Victorian suburb of Sunbury was ready to announce his retirement in 2013. But he got wind that his wife Melva was attempting to sell his truck to pay for a placement in the old age home. Soon enough the reality of life without livestock prompted John into purchasing a brand new Western Star to keep his beloved business going.

As much as Melva was keen for him to retire, she has been the backbone behind Beer J & M Carrying Service since 1978 and a driving force behind much of the advocacy work John has been involved with since 1988.

Years ago Melva helped draft the very first edition of what's now known as the National Guidelines for Livestock Loading Ramps and Forcing Yards.

The safe design of loading ramps provoked John to become a vocal person in the first place. He had tried three or four times in the past to implement the guidelines in order to help save lives but the door had been shut on his demands. In the meantime, trailers and cattle crates got bigger but industry facilities didn't move with the times.

So how does one shift a brick wall?

"You try and put your hands on it before it gets built," says John.

"Melva was the reason I went back into bat a second time as president for Victoria. The safety ramp guideline book was going nowhere and I was frustrated about trying to bat from the back row about the issue."



“WE GO TO GREAT LENGTHS (WITH NEW TRUCK AND TRAILER EQUIPMENT) BECAUSE IT HELPS MINIMISE ACCIDENTS ON THE ROAD – BUT WHY DON’T WE GO THAT EXTRA STEP WHERE TRUCKS LOAD AND UNLOAD?”

JOHN BEER

Finally, with the support of many others, including the Australian Livestock and Rural Transporters Association (ALRTA), a 40-page guide was published in 2015.

The guide promotes safer workplaces for people and improves animal welfare outcomes. Crucially, it provides information on the safe design, construction and operation of livestock loading/unloading ramps, which includes the design of a new ramp, aptly named the Truck Loading Platform.

“M. C. Herd abattoirs have got the new ramps in service at Geelong and it works fabulous for them,” John says. “It’s on wheels, it’s a simple push of the button and it does your bottom decks and your top decks.”

The new ramps solve many of the deep underlying issues that cause major injuries due to slippery surfaces, protruding objects, drivers getting stuck in gates or climbing gates, and direct exposure to livestock.

The ALRTA has suggested a simple user-pay system to pay back the purchaser for the use of new compliant ramps or at the very least upgrade older style ramps, which many abattoirs and sale yards require. But despite the initiation of more health and



John Beer at his 40-acre property in Romsey, Victoria



“I’M STILL PASSIONATE ABOUT THE INDUSTRY
BECAUSE I JUST THINK WORKERS GET
STEAMROLLED IF THEY DON’T SPEAK UP.”

JOHN BEER



The new truck loading platform with non-slip safety walkway and handrail.



safety laws and the ever-rising WorkCover insurance claims, the industry still struggles to update inferior loading ramps.

As John explains, the new Truck Loading Platform also resolves issues around higher productivity gains because it's quick and reliable to engage. Importantly, the ramps offer walkways, stairways and handrails that present safe and sound operation, including self-closing crate gates on all decks.

"There's no need for the driver to get into the crates with the cattle. They don't have to hang on to the side of a stock crate, and they don't have to walk on the top of a crate, so there's no falling from 4.6 meters anymore, which is the cause of major injuries. For a small fee the driver can turn everything around in a quarter of an hour, and he or she is going to go home."

Working with cattle and unsafe facilities has smashed up John's body over his 50-year career and seen him hospitalised three times. However, there are many other drivers, including LRTAV members, who haven't been so fortunate to live to tell their story.

John believes it's not only time to upgrade inferior facilities to help save lives but everyone working in livestock has a responsibility to speak up and make changes for the future of the industry.

"There've been good trends toward safety but people keep dying because we keep ignoring the causes. But we are starting to win the battle through producing hard-hitting professional letters which involves months of detailed research. The letters are sent to government ministers and WorkSafe Victoria representatives. It's a solid approach that works but it's very slow and it's very frustrating."

Longtime end-user of BPW axles and suspensions, John draws the analogy of how new trailing equipment has made a real impact on transport safety.

"I keep harping on about new ramp facilities

but we've got all this great new technology underneath our trucks and trailers with BPW axles and suspensions and ADR approved brake technologies, which has been unbelievable for service longevity and keeping the drivers safe. We go to great lengths because it helps minimise accidents on the road – but why don't we go that extra step where trucks load and unload? At the end of the day, we are talking about people's lives and family welfare – everyone is affected."

Another grass roots change John has been fighting for during his commitment as president of the LRTAV and also as president of the ALRTA is properly prepared stock and effluent containment. He also believes the industry could move up another cog when after-hours rest rooms are installed at major livestock destinations so truck drivers can access a convenient service whist on the job.

Recent success with the state association has come about with a hard-hitting campaign to exempt drivers from work diary requirements within the 160km range of their work premises.

"Because of my date of birth I don't give a rats how people brand me," states John. "Sometimes I feel that if I'm not speaking up, it doesn't get done."

Today John is still healthy in mind and spirit but after a hip operation some years ago, his body only allows him to round up cattle. He's on the road three days a week carting cattle west of Adelaide and as far as the Riverina in New South Wales and for that little extra touch of comfort he now sleeps in motels rather than his truck.

John is also father of three children. He admits that life was difficult for the family in the early days, especially for Melva, who brought up the kids on her own while he was travelling the country with livestock. One of his sons, Wayne Beer, now runs his own livestock business and also helps out

his parents when needed.

"We work together from time to time. I'm happy to be a backstop to my son and help him out while I can. The only thing I've got to do now is save the 50-year marriage and take Melva away somewhere for a holiday," John laughs.


John and Melva should have plenty of spare time together in the future because on the 6th August, John finished his presidency at the LRTAV. In total, John gave nine years of service at the helm for Victoria and two years as president for the ALRTA national body.

But don't think that the man who recently received ALRTA life membership and was nominated for an ATA award has mellowed in his old age. He's staying on as the ALRTA secretary, which means he still has time to fire off a few good bullets for a few more years yet.

"I'm still passionate about the industry because I just think workers get steamrolled if they don't speak up," he declares.

John says if you want to go somewhere with your heart and be compassionate, join an association and try to make the industry or the company you're working for a better place.

"You need numbers to unite, but you've also got to have the younger people coming along because their point of view is critical to the survival of the industry. It's about getting confidence and that's why I like to see the young ones come along as early as they can."

The National Guidelines will soon be updated with other information such as instructions on backing B-doubles into ramps, turning circles and more. It's appropriately written for everyone from small farmers to major abattoirs. Download the current edition of the ramps guide and checkout the video, which shows the safety and instruction of the new truck loading ramps at www.lrta.com.au. 

GO BIG

Words and photographs by Mark Pearce

From the construction of a high-class, multipurpose facility to the acquisition of PBS-approved, super drop deck trailers to perk up payloads, AJM Transport are upsizing their commercial interests to stay ahead of the pack.



Two years ago Anthony Mansell was renting a small office no bigger than the upstairs boardroom at his company's new multi-million dollar transport facility, situated just outside of Newcastle, New South Wales.

The 4,500sqm building includes warehouse storage and workshop facilities to service 41 prime movers, 100 pieces of trailing equipment, and an office space that currently houses a dozen staff and is filling up fast. And that's not all – there's enough room for a major expansion on the 'yet to be developed' 15,000sqm plot.

"When we first went into business, my wife stipulated that I was only allowed to have two trucks," says AJM Transport Managing Director Anthony Mansell, grinning from ear to ear.

Born and bred in Sydney, Anthony began his career as a qualified heavy-duty diesel mechanic in the tropics of Far North Queensland. Soon after his apprenticeship, he discovered he had an aversion to getting

his hands dirty, so he converted himself into a fleet manager. That was the moment the driving bug took hold.

Looking for a sea change, he eventually returned home to manage a transport company based in Sydney/Newcastle, where he met his wife-to-be, Megan. And with the driving bug still stirring within, he went out on a limb and bought himself a tipper.

According to Anthony, work at that stage was ad-hoc and irregular at best, so while he still had his tipper, he also purchased another truck to do express interstate runs from Newcastle to Melbourne for Mainfreight, the global supply chain business. As Anthony explains, a sticky situation evolved while working at Mainfreight which saw him break his promise to Megan and buy another truck.

"They told me that they were going to start running every night out of Melbourne but they had found someone else to do the job. I asked why, and they said that two trucks were required to run opposite each other. I

thought to myself, 'I've worked too hard for all this.' They could see my frustration and asked me if I had another truck to do the opposite run... I said, 'of course I do.'"

Ten days later Anthony had a third truck written in his name, and in 2005 he transitioned from being a contractor to Managing Director of his family-owned business, alongside wife Megan.

That was the start of AJM Transport. The business structured itself around line-haul vehicles and was one of the first companies in the Newcastle area to start a consistent, overnight shuttle system from Melbourne to Newcastle.

"We made a decision then to stick with what we know which is providing an overnight line-haul express service to supply general and refrigerated freight. We've focused on Melbourne and Brisbane because we live in-between and we can control everything through our depot here in Newcastle."

Anthony and his team have built the business brand around the clean image of blue and red fleet colours; the colours make a statement on the road but underneath the paint the company has aligned itself with a network of quality brands.

It's this network that gives AJM Fleet Maintenance Manager Dennis Roohan continuity through the workshop and high levels of utilisation with all of his equipment.

"Our shuttle trucks do 10,000 km a week. You can't do those sorts of kilometres and just expect things to be okay. That's why we align ourselves with suppliers like the Kenworth's, the Volvo's, the Vawdrey's and the BPW's of the world," explains Dennis.

AJM took acquisition of four PBS-approved, 36-pallet super drop deck trailers in December 2015, specifically for their interstate shuttle runs. The Vawdrey trailers are fitted with BPW axles and Airlight II suspensions; ECO-Plus hubs with BPW drum brakes, including automatic slack adjusters.

"We are in an industry now where we have to tick all the boxes. When we decided to go down the PBS route, we knew that the BPW component ticked every box, so we were happy to go down that path," Dennis notes.

From its humble beginnings, AJM embraced drop deck mezzanine flooring systems. Originally they bought single drop decks, which soon became superseded by the 34-pallet super drop deck, which eventually became their standard specification. However, a change in industry trends and the demand of wanting 'more for less' has seen the 36-pallet 4.3 and 4.6 hi-cube PBS-approved units fast becoming a big part of their fleet.

"It's our way of trying to keep in front of industry standards and still carry up to 68 tonne (GCM)," says Dennis.

The new 4.6 hi-cube units are slated to clock around 400,000 km per year. "We're only 150,000 km in," says Dennis, "but we're seeing a lot squarer wear on the tyres and the trailers certainly sit up straighter."

"SUCCESS COMES IF YOU ALIGN YOURSELF WITH GOOD PEOPLE AND GOOD PRODUCTS... AND BPW – THEY'RE THE ROLLS ROYCE OF AXLES."

ANTHONY MANSELL



The 36-pallet super drop deck 4.6 hi-cube PBS approved unit at AJM Transport.

AJM TRANSPORT • NSW

AJM regulate all their maintenance from the new, state-of-the-art workshop which has been designed with a full-length service pit to perform quick and easy turnarounds for all B-double activities, including tyre fittings, wheel alignments and brake relines.

To his credit, Anthony has grown the company substantially through a global financial crisis and even bucked the trend today; while the country slumps into a mining downturn, AJM continues to grow northwards.

"Success comes if you align yourself with good people and good products... and BPW – they're the Rolls Royce of axles," Anthony says. "In saying that, it's not just about the actual product, it's how they back it up."

Over the past five years, Anthony and his team have been able to crack the 22-hour niche market run from Melbourne to Brisbane where traditionally others have struggled. When you meet the staff, it's not hard to understand why AJM are pressing ahead. It's a family-friendly but hardworking atmosphere, which Anthony says gives everyone at AJM the best of both worlds.

"Giving time back to family is really important. People have put their lives on hold for this business and committed to our company, which gives me confidence




AJM Fleet Maintenance Manager, Dennis Roohan, with AJM Transport Managing Director, Anthony Mansell (right)

and reassurance that they're putting faith in Megan and myself – and that personally gives me a lot of drive. They do what they do because they care, and that's enough for me to have faith in them."

For Anthony, the grand plan is to mirror the existing warehouse on the opposite side of the plot, so there's an awning-to-awning facility where trucks can drive through the

thoroughfare, day and night.

Anthony has gone from a "two trucks only" policy to pushing hard for the twin warehouses. When asked if it was hard to persuade Megan with his plans to upsize the business, he laughs. "Actually, she's happy about the second warehouse because it will neaten everything up inside the other one." 



The PBS-approved trailers are fitted with BPW axles and Airlight II suspensions; ECO-Plus hubs with BPW drum brakes, including automatic slack adjusters.



BPW Axles & Air Suspension

Every day, thousands of trucks travel on New Zealand's roads to ensure we are supplied with what we need. However, this logistical masterpiece should not be taken for granted as everything needs to dovetail. It is, after all, the running gear that is exposed to huge loads mile after mile, travelling on rough surfaces in cold weather, high temperatures and dust. BPW has always relied on the quality of its products to operate even under the harshest of conditions.



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