

OPEN ROAD

Autumn Edition 2013



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

LEADING BY EXAMPLE

In an endeavour to be more proficient at supplying their fresh seafood, vegetables, meat and dairy products to eager and growing domestic and overseas markets, Talley's, a privately owned New Zealand enterprise, relies heavily on their internal road freight division to perform to its best.

See story pages 6 & 7



BPW Transport Efficiency

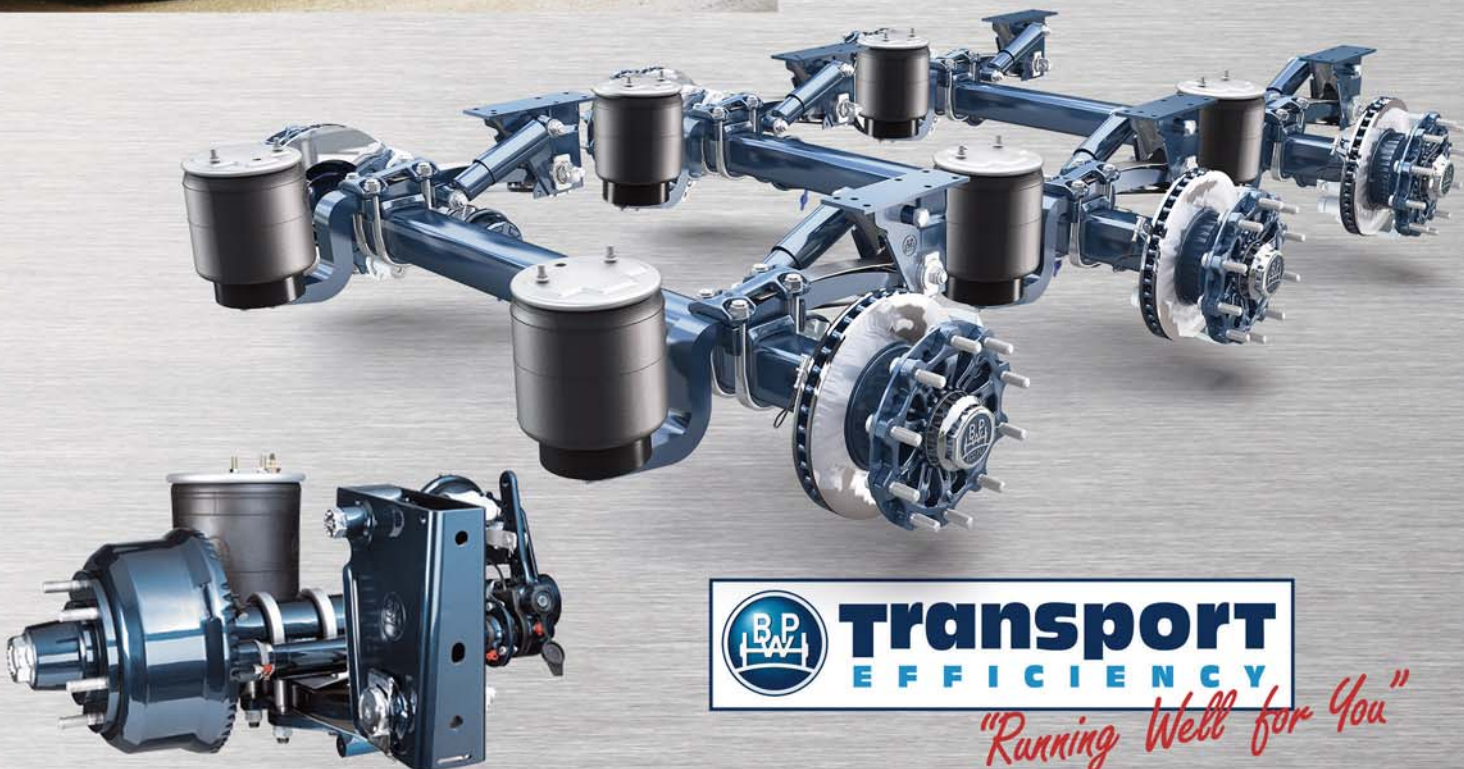


**YOUR RUNNING GEAR
SYSTEM IS ONLY AS GOOD
AS ITS SUSPENSION.**



BPW airbag suspension systems combine high efficiency with outstanding driving properties.

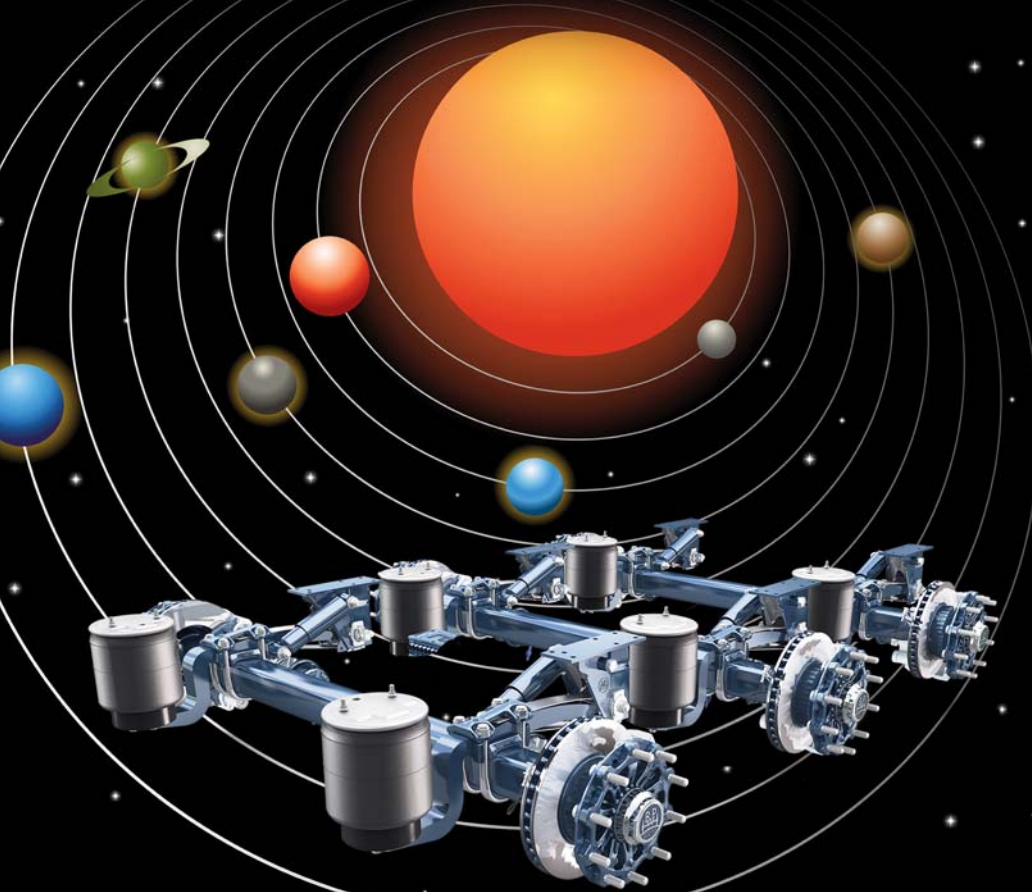
BPW drum or disc braked axles soak up the on-road punishment, no matter what the application.



"Running Well for You"

0800 427 956

The Goldilocks Factor



In the universal search for 'habitable planets' we are often told by the astronomers of the "Goldilocks Zone", where, for a planet to sustain life, it must be within a certain parameter from its Sun – not too far or too close.

THE same can also be said of the BPW integrated axle and airbag suspension package that provides a not too hard or too soft ride and a stable one that is 'just right' for those who are looking to protect their customers' freight, as well as extend the life of their trailer equipment.

BPW has been innovating and manufacturing commercial trailer axles for over a century and is in fact recognised today as Europe's largest axle producer. Ever since the early 1980's BPW has also led the commercial trailer industry with its heavy duty airbag suspension technology. Undeniably the BPW axle/airbag suspension combination is looked upon as the industry's most robust and reliable running gear kit in its class. Above all else, this running gear is renowned for its 'just right' ride characteristics that, since its inception, has protected the cargo, trailer and chassis components, including the driver, against the harsh realities of both Australia's and New Zealand's notoriously harsh road conditions.

The secret behind BPW's success in the field is realised when you examine the unique characteristics that the axle and air suspension system offers.

The BPW flexible suspension trailing arm design for example provides the perfect roll stiffness, as such the trailer or trailers being towed track true to the truck's pathway, no sway or rolling factors that are hard on both the trailer chassis and eventually the tyres.

All of this dynamic roll equalisation results in the best possible wheel control and therefore safer driving conditions, as well as reducing the stress on the trailing equipment.

Add to that the optimum axle control of the BPW steel-rubber-steel bushes and the well proven air bag and hanger assembly and you have a suspension that returns the highest driving comfort and sensitive 'soft ride' handling to protect the most delicate of cargoes.

As for the BPW axle design, what more can be said about the innovative cost saving benefits of the ECO Plus hub, a fully sealed

system that protects the bearings from the ingress of dust and moisture so well, that BPW offer an after sales warranty that's hard to match.

The BPW ECO-Plus hub system also features a torque prevailing nut that will not allow over-tightening of the bearings, as the control screw 'clicks-in' once the correct adjustment has been attained.

Finally there's the lasting 'corrosion free' cathaphoretic dip-coating of the axle plus the easy to access range of genuine spare parts. In total, a 'just right' axle and air suspension package that allows you to sleep comfortably at night knowing your fleet and your drivers are in good hands – thanks to BPW. ■

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THE LOVE OF IT ALL

The Schreiterer family from New South Wales is united in more ways than the normal 'living together' bonding processes, due mainly to their collective interests in trucking.

HENRY and Zelma Schreiterer kicked off their road transport business in 1960 in the Sydney suburb of Sefton moving concrete pipes and products for Monier Concrete Products while their son, Peter, looked on with more than a great deal of interest.

"I was hooked on getting into a truck at the early age of 8 when my father taught me the basics of driving around job sites, ovals and yet to be completed freeways. As soon as I finished my trade as a mechanic, I started driving for dad to help out in the business. Work was hard going in those days as it involved a lot of heavy manual labour rolling concrete pipes off the trucks. In most cases there were no cranes or forklifts on site to assist with the loading process unless the pipes were extremely heavy. None the less, I loved the transport game as much as I do today, managing Schreiterer Transport with Henry and Zelma as active partners, acting as non working directors. The irony is that both my parents now look on from a distance, as I did when I was a youngster," says Peter.

Specialising in the movement of over-dimensional construction equipment and products for both national and international companies,



Left to right, Scott Merriman BPW product consultant with Peter Schreiterer.

Schreiterer provides an all encompassing service across the length and breadth of mainland Australia.

To offer the A-Z service it does, arranging transport to and from any location, the firm runs a fleet of crane trucks, rigids, flat top semis, drop decks and extendables, as well as heavily relying on a handpicked flotilla of sub-contractors who collectively offer many years of experience in general freight and over dimensional cartage.

"We call up the expertise of close to 400 well chosen contractors to help us out to deliver timely and best practices in loading and hauling small delicate equipment through to structures weighing up to 85 tonnes, lengths of 45 metres and widths of 10 metres, and just about everything in between. When loads get even larger we are aided by a select group of heavy haulage specialists.

"The way we have structured the business gives us many advantages – all established to benefit our customers. Because of our own home grown experience and the skilled and professional outlook of our people and our network of local, country and interstate contractors, we are able to provide the flexibility, cost savings and diversity needed to service all our clients' best interests.



"Each time we are called upon to move a load we plan and organise the consignment to meticulous detail. That involves taking full responsibility on managing the project, from arranging all the permits, pre inspection of the routes to be travelled, supplying pilots and cranes if necessary, cross-checking all the safety requirements, through to ensuring everyone is fully accredited and trained for the task.

"The measure of our ability is that our customers' products and equipment are delivered hassle free, intact, safely, on time and priced as such where everyone is equally rewarded for their contribution," said Peter.

To move freight like large piling equipment and products, coal loader sections, concrete pipes, barges and drilling rigs, etc, Peter says that his people are only as good as the transport systems employed, like trailers supplied by Barker, who in late 2012 supplied 2 new extendable units and a flat top unit, all decked out with the latest in BPW running gear.

"We need all the proven stuff that's capable of doing the job without failing in the field. That's why we made the call on using BPW as our preferred axle and suspension provider. The bottom line is that both our clients and I don't need the downtime or the drama of a load being

stranded due to equipment failure.

"We cannot fault the services of the likes of Scott Merriman from BPW Transpec or Keith Fenton from Barker Trailers, based in Sydney. Dealing with both gentlemen will only ensure a long term business relationship due to their personalised approach," said Peter.

Because Schreiterer Transport endeavour to do it right every time, the company continues to grow through either word of mouth or repeat business. Peter says that with that growth, the challenge of managing all the work place elements also continues to grow, especially given today's complex chain of responsibility.

"I remember when I could sleep under the truck beside my father, even have a BBQ on the side of the road with the other drivers. Life then was simple and we all had a ball. These days, of course are different, with all the regulations and responsibilities that go with the job.

"All that aside, I enjoy the modern industrial challenges and the fact that every job we take on is different. If we can continue to offer our services at a fair price, look after our people, sub contractors and our customers' delivery needs, then we have achieved our goal of a happy ending for everyone involved." ■

LEADING BY EXAMPLE

In an endeavour to be more proficient at supplying their fresh seafood, vegetables, meat and dairy products to eager and growing domestic and overseas markets, Talley's, a privately owned New Zealand enterprise, relies heavily on their internal road freight division to perform to its best.



THE company's prime task is to harvest, process and deliver its products, using the just-in-time principle to meet and where possible, exceed the quality and efficiency standards demanded by both the customers and consumers it services. In that process, transportation takes a leading and important role, just ask Aaron Chudleigh, Talley's Group transport and logistics manager. "Because our business is seasonal, with high demand peaks on our transport equipment and people, we are constantly looking at and researching new and improved ways to move our freight, which is both time and market sensitive.

"To do that we have embraced the recently introduced new mass and dimension road transport legislation to run high productivity vehicles which allow us to safely and efficiently carry more cargo using less vehicles.

"Traditionally we've handled our freight task using tri axle refrigerated semis, now we run quad axle semis. We've also moved from 19

metre B trains to 23 metre truck and trailer configurations to enable us to carry an extra 10 tonnes of freight per trip on specific routes. Those moves have given us productivity gains of around 20%, in relation to savings on fuel, man hours and the amount of equipment needed. With the extra tonnage on board it's also taken the peaks out of the busy growing seasons and that has meant less pressure on the transport system and our people," he said.

Take for example the truck and trailer unit pictured here, which transports palletised vegetables from Ashburton to Blenheim, an 800 kilometre return trip. The 23 metre length rig now handles the required freight each week over a 3 to 4 day timetable, not the previous 5 day schedule which results in improved productivity outcomes for all involved. Also fitted with an under-floor collection tank, to take care of the excess seawater and juice when transporting fresh fish, the unit's flexibility factors are also increased.



Right: Aaron Chudleigh and BPW Transport Efficiency, product representative, Dave Comber, as they review the original Talley's Open Road article published in the 2010 spring edition.



Conditional with the new high productivity vehicle legislation is that all new trailers must comply by using Electronic Braking Systems complete with the roll stability feature to minimise the possibility of accidents caused through unnecessary rollovers.

Aaron's reformation that "only the best gear will do" to avoid expensive downtime, has led Talley's to choose Steelbro supplied skeletal container trailers, Domett built curtainsiders and Fairfax produced refrigerated pantechs. As of late, Freightliner trucks have also been selected for their GCM rating and low tare weight factors. All Talley's gear is serviced under a strict preventative maintenance regime to again eliminate costly and embarrassing unplanned 'off road' experiences.

"The right equipment choice is vital to the Talley's business model, as when you're business is based on supplying fresh produce and frozen products, reliability become a big factor. That's why we also specify BPW running gear, which has a proven record to perform relentlessly

to our standards," says Aaron.

In support of their 'productivity drive' Talley's has also introduced the I-COS computerised 'live' freight system that electronically communicates to the drivers, detailed instructions about their forthcoming daily activities, like specific loading and delivery requirements. The GPS system also records all transactions for compliance, accountability and reporting measures.

"Talley's road transport division's aim is to keep the fleet moving so we don't hold up the important roles of the fishing fleet, the growers and harvesters, the shipping fraternity, the processing plants and supermarkets.

"We therefore need to continually get better at what we do, such as recruiting and looking after good drivers and to purchase and maintain good equipment. Without full and precise control over our internal road transport fleet and the supporting systems, Talley's would not be such a viable business." ■

TO help achieve the Group's aspirations, UDT Logistics was set up to specialise in the transportation of milk, water, and other bulk food grade liquids.

Mancel Hickey, as the General Manager of the UDT Logistics business oversees all of the logistics and supply chain areas, a role that also extends to all of the United Dairy Power Group of companies.

"United Dairy Power, you could say, is the liquids ingredients business for the Group, with UDT Logistics collecting over 400 million liters of milk each year from hundreds of dairy farmers scattered across both the South Australian and Victorian rich dairy grazing areas," says Mancel who went onto explain, "At UDT Logistics our job is to employ the latest technologies to achieve the best and most efficient and economical transport outcomes for the Group's client base, and for other businesses we service within the dairy industry."

To achieve their high level of customer commitment, which involves a 24 hour, 365 day a year service cycle, UDT Logistics double shifts their large fleet of GPS tracked trucks which collectively haul 19 and 25 metre B double tanker combinations,

all engineered and constructed by the experienced tanker manufacturer, Tieman.

United Dairy Power purchased two well established South Australian dairy production facilities in February, 2012, one based at Murray Bridge the other at Jervois, both of which have given the logistics arm of the business massive growth over the last twelve months.

Having grown up on a dairy farm himself, Mancel has a real understanding of the Group's customers' wants and needs. As do the UDT Logistics management team and drivers who are based at locations in Shepparton, Warrnambool, Poowong, Murray Bridge, Jervois and Melbourne.

"Our business success is based on the guys behind the wheel and the people who run our various operations centers – all are in touch with their local communities and are serious about protecting each customer's livelihood by offering a truly personalised, reliable and safe, around the clock pick-up and delivery service.

"This service, which never stops, is our strength and to example that, any one of our clients can pick up the phone at any time and

SERIOUS ABOUT SERVICE

UDT Logistics, as part of the United Dairy Group, was formed in 2006 with the specific aim to provide a 'real and decisive' difference to the handling of the Group's bulk liquids throughout the States of Victoria and of recent, South Australia.



Mancel Hickey





“speak direct to the people at the top, or in the field, like our operations manager, Peter Duffus, our operations scheduler, Shannon Logan, or myself. Communications is the key to any business,” says Mancel.

As a company, UDT Logistics proactively engages in utilising leading technology so their customers have the peace of mind knowing their liquids are being transported in the correct manner, and through that process making sure all safety measures have been correctly abided by.

“Our Fleet has to negotiate some of Australia’s worst sealed and unsealed country road systems, operating conditions that constantly test our people, trucks and trailers. Therefore our entire fleet features state-of-the-art on board management

systems and equipment that will last, like BPW running gear, Tieman Tankers and Kenworth prime movers. History has told us we get the best operational economy, reliability and resale value using these specific brands.”

According to Mancel, every one of their customers is equally looked upon as number one, in every respect. So the Group has to make sure everything they do for them is 100%. “Without our up front communications, our honest competitiveness, reliability and affinity with our customers’ needs, we would not have been able to go from strength to strength in such a short period.

“Put simply, if you don’t seriously look after your customers in today’s business environment, you will cease to exist,” concluded Mancel. ■





STEADFAST VIEW

Coming up with strategic transportation movements for over dimensional loads which are trouble free, requires an astute mix of both the right people and right equipment.

NATIONWIDE Transport Solutions, (NTS) owned and operated by, Aaron Shelley, and based at Port Kembla in New South Wales and Brisbane in Queensland, has specialised in freighting oversized and sensitive freight for nearly a decade. In that process the company has carried out their freighting tasks very well, earning a sound reputation for doing so in an aggressively competitive marketplace environment.

To assist NTS to deliver each specific customer's service promise, the business operates a wide range of extendable low loader trailer configurations, plus skeletal jinkers, drop decks, flat tops, tank and blade trailers, including pilot vehicles and both Crawler and Franna cranes. All NTS gear is maintained in accordance with the National Vehicle Accreditation Scheme and constantly turned over to take advantage of the latest in safety and innovative technology.



Mark Garrels





Customer requests takes NTS all over Australia, moving wind tower segments, huge earth moving machinery for the construction and mining industries, voluminous tanks and vessels, highly sensitive switch room equipment, loads that in fact can weigh up to 120 tonnes and measure 60 metres long.

It was while NTS was off loading a switch room in a suburb of Brisbane that we caught up with Queensland NTS operations manager, Mark Garrels, who was directing the move using a Drake Trailer multi functional low loader.

"Our biggest challenge is being able to maneuver difficult loads into ultra tight locations without incurring the slightest damage to either the cargo or our equipment.

"That's where the trailer gear comes into play, like this quad extendable and widening low loader, a trailer that's designed to give us the precision needed to carry out delicate positioning of expensive equipment like we're now engaged in," he said.

Drake Trailers was commissioned to build the unit, which has an extendable deck from 12.5 metres to 17.5 metres, because of their past success in designing and manufacturing transport equipment that's almost bullet proof. BPW 19.5" drum braked axles, the rear 2 axles being BPW self-steer, insure that just about

any load can be transported along almost any route and on arrival, off loaded onto any location. The BPW/Drake hydraulic suspension raises and lowers the trailer bed accurately, within a millimetre if need be and rides ultra stable to protect super sensitive loads, through the use of hydrogen accumulators.

"The transport gear we use is incredibly important to us in a number of ways. First off, it has to be reliable because we go everywhere but home to pick up and deliver the freight. Secondly, we need equipment that's robust and multi functional to do the hard yards necessary and to go the distance, and when the timing is right, give us the best possible resale value.

"We therefore won't buy the cheap and nasty stuff because our reputation is always on the line. It's essential to have all the smart systems, management plans, well trained road-hands and equipment in play. If you don't have all your bases covered and you make a mistake, it's easy to lose a hard won client and that outcome for us is never an option.

"With Aaron and the team all having a well experienced understanding of what must be done and working with the best the country has to offer in road transport equipment, this is the best job anyone could have," commented Mark. ■





Left to right, Ivan Pawlisz, spare parts, Melbourne and Erin Pistritto.

SPARE A THOUGHT

For trucking companies, no matter where they operate or what they transport, the objective is to keep the fleet mobile, consistently and economically. For that to become a reality everything has to be spot-on like equipment, systems and procedures. More so, everyone involved from the owner, the managers, drivers, workshop and administration staff, even suppliers, have to be 'fair dinkum' in their respective roles.

ONCE everything is ticking along and going to plan, it is vital that complacency doesn't creep into the mind-set of the operation through the engagement of short cuts to reduce running costs.

No greater example of this is the introduction of non genuine spare parts to the fleet on the premise of saving a few dollars.

In reality, the move to replace genuine with non genuine spare parts, actually costs a business more money and time, as the non genuine part, because of its incompatibility, will wear faster than the genuine equivalent. As well, the fitment of a non genuine part can often lead to the failure of other parts, causing unscheduled downtime and the associated customer angst.

But there's much more to consider when choosing to use the non genuine article as Erin Pistritto, BPW Transpec's national parts

manager, trailer equipment division, explains.

"BPW genuine spare parts are designed and manufactured by BPW to suit their original equipment specification which is based on material quality, the necessary finite tolerances, the ability to perform as a working group component, longevity and safety. All those parameters are performance based tested to the BPW requirement and finally approved to comply with the Australian Design Rule standards.

"If a trucking company or repairer replaces the approved genuine part with a non genuine part then the axle, suspension or trailer brake system involved will no longer be compliant under the Australian code. Therefore, any party involved in the non genuine replacement procedure is at risk to litigation if the equipment fails and an accident occurs, regardless of the circumstances.



"Furthermore, once a non genuine part is fitted, that action negates any further original equipment warranty claim," said Erin.

Erin has spent her entire working life in genuine spare parts management roles within the earthmoving, mining and road transport industries, the past 5 years with BPW Transpec.

"BPW invests tens of millions of Euros each year to ensure every product component is produced to the best possible standards using quality materials, so that BPW can offer a better value spare part that lasts longer.

"Then it's up to the likes of BPW Transpec to establish the best in back-up support. That's why we have established an extensive national dealer network geared to respond quickly when asked to come to the aid of a customer's vehicle when that vehicle is off the road.

"We are also continually engaged in producing parts catalogues, wall charts and the like, to make it easier for our customers to identify and order the right part. Then there's the training we do to correctly access parts wear, including preventative maintenance service procedures to reduce running costs and eliminate unnecessary downtime.

"And it doesn't stop there, like the availability of repair 'kits' because one worn part usually impacts on the integrity of others and like the relationship building we do with our dealers, all instigated so BPW users get the 'best of the best' in back-up service.

"So spare a thought for all those behind the scenes protecting your business by providing safe, reliable and cost effective genuine spare parts.

"When you come to think about it, the alternative to the genuine solution is really not worth considering," said Erin. ■



UP TO THE TASK



Carl Drew

The transport and logistics staff at Foodstuffs South Island, based in New Zealand, is at the top of their game dispatching on average 1.2 million cartons of chilled, frozen and dry product each week to a stringent timetable that's time critical.

FORMED in Auckland in 1922, Foodstuffs has continued to evolve through various mergers between a number of small regional co-operatives. Today the company has consolidated into three co-operatives, Foodstuffs (Auckland) Limited, Foodstuffs (Wellington) Co-operative Society Limited and Foodstuffs South Island. Each operates independently and autonomously with its own Board of Directors, Chief Executive Officer and management structure.

The organisation handles over 19,000 individual product items, delivering in a timely manner, to all of the major retail segments within the grocery market. New World, PAK'n SAVE, Four Square grocery stores, On the Spot convenience outlets, the Henry's beer wine and spirits trade and Raeward Fresh, all depend on Foodstuffs ability to respond to their consumers' demands of continuous, off-the-shelf purchasing convenience.

Up-until recently Foodstuffs South Island outsourced all of its road transport linehaul needs using sub contractors, both large and small, to cover the food supply chain needs of almost every town and rural provincial centre throughout the South Island. However, that all changed when one of the Foodstuffs major road freight carriers went into liquidation. As a result, Foodstuffs South Island took control of

the freight task, specifically for the temperature controlled deliveries to its members. The Foodstuffs South Island freight company, TSI Logistics, (Transport South Island) took over this business in November 2011. Foodstuffs South Island transport manager, Carl Drew, explains.

"Apart from the Central Otago area, our refrigerated line haul fleet now covers all of the South Island's retail sector. We operate in total, including our metro ambient fleet, around 50 vehicles that haul truck and trailers, semis to rigid configurations delivering to our members and collecting from our suppliers. We still however, outsource to sub contractors which handle our dry freight needs, and that includes a small number of regional carriers. All in all, a combination that delivers the most effective to date, distribution service."

Carl, having years of previous road freight experience within New Zealand and overseas, joined Foodstuffs in 2011 and since then has been focused on procuring the best possible fleet upgrade for the group's temperature controlled transport division.

"Our internally operated refrigerated fleet has to turn around 360,000 pallets of product a year. That's 144,000 tonnes of freight that must be delivered on time and in the best possible condition. For that to happen it's imperative we choose and operate the latest in





road transport equipment, a project that requires a lot of research and monitoring if we are to get the mix right," said Carl.

That equipment selection process has resulted in Foodstuffs purchasing a number of Mercedes Benz, prime movers, along with Fairfax built, 15.1 metre quad axle semi trailers and a 4 axle truck and trailer combination, all using BPW disc braked axle and airbag suspended technology, including the new BPW Soft Docking System that automatically protects both the trailer and receiving platform from being damaged during loading and unloading.

"We've spent around 6 months rigorously comparing equipment brands using the criteria's of best driver comfort and safety, economy of operation, environmental impact, warranty cover, service support, parts availability, affordable maintenance and life expectancy. Although it's early days, we are pleased and confident with the new equipment's performance, which we are continually examining via GPS and internal reports."

Carl says that if all the operational numbers add up by the end of each financial year, they know they're on the right track.

He did note however, that by taking on the control of the line haul fleet, in particular the refrigerated section, Foodstuffs had already minimised both the risk and cost to their overall freight task.

To support the new direction of a 'self serving' transport fleet, Foodstuffs buy big-time into safety, training and drug and alcohol testing programs, all stringently self accessed using dedicated and competent staff members.

"Foodstuffs is continually measuring its entire freight model to reduce the risk to the company," said Carl.

As to the future of Foodstuffs internal transport direction, Carl was succinct in saying, "We've certainly seen the benefits of taking control of our own refrigerated transport needs and it will be interesting to see where it all goes from here on. One thing is for certain, we still have a lot of work to do." ■



LIVING UP TO THE TRADITION

The history of Dyers Gippsland Transport is as fascinating as it is long. It embodies all of the pioneering spirit, the hardships and triumphs that are associated with establishing and operating a business within the Australian trucking industry. Above all else, the Dyer story is about family.



IT all began when Charles Dyer and his three sons, Dick, Charlie and Leo, ran a paddle steamer carrying freight and people along the Murray River in South Australia. That was during the early 1900's. The trading name was Dyer & Sons and the work was tough going, but that all came to a sudden halt for both Charlie and Leo, when they enlisted to serve in World War One.

On returning from battle in 1921, Leo decided to give the River business a shot for himself and purchased the paddle steamer, S S Arcadia on which he and his wife, Annie, went to work again moving freight along the mighty Murray River. As both the road and rail infrastructure gradually improved, earning a living on the famous waterway became harder. So in 1927 Leo and his brother, Dick, took to the road as Dyers Brothers Transport, carting mainly fruit between Renmark and the city of Adelaide.

To cut a long story short, in 1932 Leo went his own way, moved to Sale in Victoria, purchased an Albion and International truck, and began trading as W.L. Dyer's Transport.

Over the ensuing years, Leo and Annie had a big family and developed a successful business carting everything from steel products, timber,

bricks, perishables, including kegs of milk, using short wooden 20' trailers reinforced with mild steel. Their trucks consisted of Reo's, International's, Thorneycroft's and an Albion, all hand loaded and operated without the benefits of modern day logistics, technology or communications.

All of Leo's boys helped out in the business in one way or another with Chas, Doug and Graeme putting in the bulk of the effort. But it was, Graeme, who continued with the firm the longest, working closely with his father in his later years to help build the company that would become synonymous with the Gippsland region and the surrounding communities.

When Leo took ill in the mid 1960's, Graeme took on the running of the business, which expanded rapidly due to customer demand. Then in 1994 the family invested heavily in resources and infrastructure and entered the contract distribution market, which today contributes over 50% of the company's revenue, and in doing so has made Dyers the preferred carrier for many of Australia's leading manufacturers and retailers.



Left to right: David, Scott, Greg and Graeme Dyer.

Goods freighted today include refrigerated produce, dry groceries, bulk packaged timber and finished milk products. That versatile distribution operation, coupled with the company's Express division, provide the bulk of freight services running between Melbourne and the Gippsland region. Through utilising their five strategically located depots located at Sale, Morwell, Bairnsdale, Dandenong and Laverton, Dyer's vehicles can be seen daily on the highways and byways between Melbourne and the borders of both New South Wales and South Australia.

Still big today, Dyers Gippsland Transport run over 100 trucks and many more trailers, using well known equipment brands such as Kenworth, Maxitrans, Vawdrey and Southern Cross, and since the mid 2000's Dyer's have exclusively used BPW running gear, all in the name of achieving consistent delivery reliability.

Graeme's three son's Scott, Greg and David all work in the business, as fourth generation family members, in the roles of procurement and maintenance, operational management and customer services, respectively.

The longevity of the family concern, as Graeme says, has been built on conservative trading values, the traditional approach to good old fashioned customer service and the devoted input of the company's employees.

"Back in my day, it was the pressures of handling the back breaking loads and long working days. Nowadays it's the mental pressures of the new age technology and the juggling of the growing customer demands," says Graeme.

Either way, regardless of the size or nature of their customers' requests, Dyer's objective is to exceed the expectation in every way, and that means passing on the family's values and experience to the next generational family members like Greg's daughter, Bess, and Scott's son, James, both of whom are now engaged full time in the road transport operation.

Over the last three generations, Dyer's has remained the leading provider of road transport services throughout Gippsland, Victoria. While the company's origins are from the rural sector, their distribution network is increasingly diversifying and extending far beyond the communities the family business once serviced in the mid 1930's.

"A key component of our ongoing success is the value our business places on its relationships which we work very hard to develop, not only with our customers and employees, but equally important is our relationships within the communities we live and work, and of course with our truck, trailer and running gear suppliers who enable us to provide a service that is second to none.

"If we didn't have those relationships and the right people in place with the right mindset, the company would have ceased trading many years ago. So I guess it's now up to the next family generation to keep the Dyer's name alive and well," said Graeme. ■



SMART DOUBLE

Founded in 1872, Sibelco, a multinational business that mines and processes a broad range of non-metallic industrial minerals, operates over 200 production sites in over 40 countries with a team of around 10,000 people. It's a highly successful worldwide supplier to a wide range of commercial and industrial sectors.

THE company began operations in Australia and New Zealand in 2000 and now manages a network of over 30 mines, plants, sales offices and distribution warehouses supplying lime for the country's glass production, clay for ceramics, mineral sands for the oil and gas industries and silica used for road stabilisation.

Throughout its 140 year history, Sibelco, has used innovative methods and sophisticated equipment to respond to the world's ever increasing stringent mining, manufacturing, safety and environmental standards, and to meet all of the needs of their customers. Hence Sibelco's recent decision to call on the expertise of two innovative, Tieman and O.M.E.P.S built, aluminum dry bulk 26 metre B doubles to boost productivity for the company's lime transportation needs in Queensland.

Within the Australian mining industry Sibelco has to deal with the ever increasing need to be more productive, flexible and cost conscious in everything the company does. "Having investigated the O.M.E.P.S, lightweight tanker design, supplied by Tieman, we firmly believe this system will help us cope with our operational needs," says a Sibelco logistics spokesperson.

Every Sibelco vehicle is purpose built for the task, in the case of

these two new Tieman B doubles, they have been expressly designed to carry both hydrated lime and quicklime, and as such, each of the tri axle tankers have been built to maximum capacity, 36 cubic metres in the lead trailer and 48 cubic metres in the B trailer.

Tieman has worked hard to develop aluminum transport equipment that's been specifically engineered for Australia's demanding haulage environment. The technology that Tieman employ and the addition of the expertise provided by the Italian produced O.M.E.P.S is the very reason why Sibelco decided on the partnership to supply a vehicle that would effectively improve their overall productivity.

The lead trailers are produced using a fabricated steel chassis bolted to an aluminum mainframe, while the B trailers chassis' are aluminum fabricated for minimum tare weight (up to 2 tonnes lighter than comparable steel tankers) without compromising on strength.

So that the tankers handle Queensland's road conditions best, BPW, OM heavy duty tri axle suspensions, with D36 airbags and vertically mounted shockers are used. In addition, each B double has collapsible safety rails on both sides which are pneumatically operated and connected to the braking system. Bolted steel hangers, polished stainless steel airlines, and side under-run protection completes Tieman's top-shelf spec.





Left to right, Vince Niceforo, dry bulk sales manager-Tieman, Trevor Heinrich, national logistics manager-Sibelco, Terry Stuart, general manager-Beaumont Transport, Todd Amiet, northern region tanker sales manager-Tieman.

All four tankers are also able to operate independently, made possible by Tieman's front-mounted power packs, offering a real competitive advantage by being able to split the tankers for non B double use.

Such flexibility, increased payloads and the time and cost savings associated with the Tieman innovative designs, plus their nationwide back-up service is the kind of forward thinking approach that Sibelco has been able to relate to since the Tieman purchase.

According to Sibelco the company will certainly consider the O.M.E.P.S, supplied by Tieman, on future projects and most likely stick to the power-pack mounted system again, as the tankers are already proving a winner due to their infield competitive advantage. Sibelco's philosophy is to work closely with its clientele to create real value by drawing on the group's global resources, expertise and supplier contacts to deliver local solutions that work. ■





A FRESH DIRECTION

For Mario Di Leva who recently purchased Brenics Transport Limited in New Zealand, life has come full circle. You see Mario now services the same fresh food growers he grew up with when he and his parents ran a tomato farm in Nelson on the South Island.





Mario Di Leva



“THE neat thing about running a temperature controlled transport operation is that I am rekindling relationships with some of the same farmers I knew years ago and that feels good,” says Mario.

Brenics Transport was created by Gary and Barbara Johnstone back in the early 1990's. Originally Christchurch based, the couple soon took the business from a small regional concern to a national freight service. Now known as Brenics Fresh, the company operates 24/7 picking up and delivering temperature sensitive fruits, vegetables and food stuffs from the bottom of the South Island to the top of the North Island and everywhere in between.

“We are the only national network in New Zealand that specialises in carting only fresh produce for all the industry's role players. Our large line haul and metro fleet are geared to service the growers, the wholesalers such as M.G. Marketing, through to the major supermarket chains and all are treated equally when it comes to our personalised and highly trustworthy service.”

According to Mario the challenges of handling such delicate and temperature sensitive cargo are many, none more so than protecting the loads during transit.

“Entry level into the general freight market in New Zealand is somewhat low – the challenges come when the customers' expectations are high, especially when you're looking after a grower's livelihood, the crops that need to get to the marketplace in the best possible condition.

“Sounds simple enough, but when you're carting perishables from one end of the country to the other, over badly cambered and narrow roads that are often in need of repair, then your handling expertise and your transport equipment becomes critical.

“First off our trailer gear, such as the recent MaxiTrans purchase, must have the ultimate in temperature holding integrity. Secondly, what's under the trailer must be able to cushion the load from the constant road vibrations and BPW running gear does that best for us. The highly stable and soft ride characteristics of the BPW axle/airbag suspension combination effectively eliminates the shaking and the compaction of the freight caused by the damaging forces of transporting goods over our poor road systems,” said Mario.

Having the right equipment is one aspect of the Brenics Fresh success story. Having the right people, as Mario says, is equally important to getting the job down pat.

“There is no question that our biggest secret is the quality of our people. From the moment the phone is answered to when the consignment is delivered, everyone involved is both expert and personally concerned about the role they play in assisting the customers' needs.”

Mario also says he wants his newly acquired business to be seen as the specialist in their respective field, an industry leader that steadfastly respects both their employees and the customers they serve.

“We have great relationships with the growers who are passionate owners of their businesses. Equally we enjoy our relations with the wholesalers and supermarkets where we are also engaged in moving a lot of imported products for domestic consumption.”

Apart from having an affinity with the New Zealand farming community, Mario also brings to the table his freight management experience learnt through previous times working with companies like Mainfreight and Toll.

“I guess you could say I'm old school when it comes to running a road transport business as I'm very mindful of the responsibilities that go with the job. That is, getting the freight to its destination on time and in as good a condition as it was when loaded. I'm also very conscious about caring for the people who support me in our endeavours to deliver the best service possible.

“Brenics Fresh has a solid base, and as I'm now in charge of a well accepted enterprise, my aim is to keep it that way.” ■



THE GENUINE ARTICLE

The journey for Peter Wright into refrigerated road transport began, when at 15 years of age he became a meat carter delivering chilled carcasses to the local butcher shops. From there he gravitated to driving a chilled meat van and finally ending up working for Scott's Refrigerated Transport, based in Cootamundra, then in Sydney.



Left to right, Stacie Brady, administration, Peter Wright and William Wright, operations manager.

“MY career path at Scotts lasted for 22 years, over which time I was promoted to operations manager in charge of a large number of staff. The time finally came when I decided to get back to my roots providing a sub-contracting transport service working around the local traps. Gradually I built up a small delivery business in partnership with a colleague during which time many of the major refrigerated freight companies like Don Watson, JAT, Scotts, plus a number of meat wholesalers, whole heartedly supported us. I'm pleased to say we haven't looked back since.”

Meat Movers services both abattoirs and wholesalers, handling up to 750,000 lambs and 75,000 head of cattle each year. The cycle of the meat supply chain begins each morning when the livestock are transported from the paddock to the abattoir for processing and packaging. By late afternoon Meat Movers' vehicles are brought into load and dispatch the prepared meat as either hanging carcasses or packaged on pallets. The trucks then travel overnight to meet the delivery requirements the next day to the respective destinations scattered along the east coast states of



Victoria, New South Wales and Queensland. Consignments further afield are sub contracted out to a select number of reputable refrigerated transport companies like Eagle & Wickhams.

“Our service must be streamlined and flexible so the produce arrives fresh and in mint condition each day. We achieve that objective by keeping our trucks and trailers constantly rolling through the use of relief drivers.

“When we can’t physically handle the workload ourselves we utilise our proven network of refrigerated transport operators to act on our behalf, returning the favour when they also require extra freighting support.

“By protecting the cargo and delivering it on time there’s always more customers who want our services, so that’s how Meat Movers started and has grown ever since,” said Peter.

Peter says he hasn’t had a major road accident since he began Meat Movers, due mainly to the diligence of strictly controlled safety and training procedures that have been set in place. He backed that up by adding that he would never give any of his people an instruction he himself wouldn’t carry out.

Another factor he contributes to the success of his operation is having good people, like his steadfast and industry savvy drivers and using only proven equipment.

“I’m not a nuts and bolts man when it comes to selecting the right type of truck or trailer, nor do I have the time to experiment to find out which equipment works best. So I rely on the experience and knowledge of my industry peers which has led me to use brands such as Kenworth prime movers, FTE trailers, Thermo King refrigeration systems and BPW running gear. We even run a preferred brand of clean skin tyres because we don’t want any downtime associated with a blowout. Running a small fleet you can’t afford to take a punt on the unknown, so I’d rather pay for the

best like BPW. We never have problems with their axles or suspensions, so I say... isn’t it great not to have issues with equipment, especially with running gear.”

Supporting Peter all the way has been his wife Tracy, even back when the couple was first exposed to the meat transporting game. Peter told us that Tracy would even roll up her sleeves and get down to the dirty work of helping keep the trucks and trailers clean and tidy.

“My family has been the anchor for me throughout the trials and tribulations of being connected to the industry. They have allowed me to get on with the running of the various businesses I’ve been involved in through to where we are today, and that is being big enough to service your customers’ wants, yet small enough to care.” ■



David Tolson

SUPER RESULT

Rob and Norah Tolson commenced growing mushrooms in 1961 with a yearly production of around 28 thousand kilograms. Once their sons, Robert, Kevin and David finished schooling they migrated back to the family farm to hone their mushroom growing skills before moving forward into their own business environment to emulate their parents success.

TODAY the brothers collectively produce and sell around 11 million kilograms a year of white mushrooms, ranging from the small button, to the big jumbo flat variety, all for domestic consumption. Most of the crop is sold to the Australian east coast based supermarket chains, wholesalers and a select number of agents through the joint family owned sales company, White Prince Mushrooms. This business operates a small fleet of semi-trailers, all on BPW running gear with EBS, plus a rigid delivery vehicle that works 364 days a year to keep up with the demand for the delicious, protein and vitamin packed humble fungi. Having worked on his parent's farm, Elf Mushrooms, for a number of years, David Tolson, the youngest son, began purchasing his parents founding farm in 1997 and owned it outright by 2004. Two years later the farm implemented Phase III compost to the growing process which reduced the growing cycle from 10 to 6 weeks, a decision that has enabled David's business to produce, on average, 3 million kilograms of mushrooms per annum. It's a thriving concern that employs 130 workers and consists of a hectare of insulated undercover growing area based at Vineyard in New South

Wales, a business that David says, is extremely satisfying. Apart from the efforts of ensuring that the quality and quantity of the products grown are constantly maintained, David says keeping an eye on his operating costs is equally challenging. "The cost of food, due to the competitiveness of the marketplace, has been kept reasonably low for years, yet the costs to produce and deliver our mushrooms are always escalating. So to maintain the returns needed to grow the business, we must continually look at ways to improve what we do, wherever possible," he said. In the process of examining his overheads David has recently moved to a quad axle, Hammar built, side-loader, developed to more cost efficiently handle the ongoing supply of peat required for the growing process. Elf Mushrooms import over 350 containers of the 'deep-dug' black peat each year, so it's important that this function is carried out both safely and economically. "Using the Hammar quad axle concept we expect to increase the number of bags of peat in each container by 5 - 10%, without adding an extra cent in transport costs, as adding that fourth axle now allows us to legally carry a 20' container with a payload of





30.5 tonnes. And with the unique Hammar parallel sliding system, which allows us to shift fully loaded containers slightly back or forth while on the trailer, we can be confident of not exceeding individual axle group weights.

"On arrival at our farm, the container is swung and placed into position for the off loading of the 1000 bags of peat contained in each container. We unload the container using a forklift with a 'push-pull' attachment. Not only is the unloading process completely handled mechanically, it's done much faster and safer to suit our stringent OH&S compliance agenda."

David elected to have the side-loader fitted with BPW disc braked axles, an airbag suspension and the BPW, EBS module featuring the anti-roll function. It's a package David says is a no brainer!

"For me it's all about giving our drivers the best tools for the job, which involves a lot of twists and turns over the 70 kilometre lead from the port to here. The last thing you want is a rollover occurring, hence the use of the BPW EBS, which I believe is the most technically efficient stability device you can have to avoid the avoidable – an on road accident that, touch wood, has never happened in our 50 year history."

The trailer running gear also has the braking and tyre saving benefits of both the BPW lift and self steer axles which give Elf Mushrooms the ability to drive the rig safely and effortlessly while not increasing pavement wear along the route.

"With our implementation of the National Transport Commission's "Quad Axle Blueprint" design for this side loader, Hammar was able to meet all our requirements which involved a lot of modifications,

such as the construction of a low profile chassis design to meet the 1.4 metre twist lock height.

"Our choice to go with Hammar and BPW was also made easier because both suppliers have a great reputation to deliver the goods and service back up needed to keep our 7 day a week, 24 hour operation happening."

Thanks to the Tolson family's eye for detail, mushroom lovers can access one of the world's 'Super Foods' all year round. ■



THE COMPLETE WORKS

There's nothing much that Wilson Bulk Transport Limited doesn't freight or store for the farming communities, contractors and commercial businesses located within a 100 kilometer radius of Ashburton, located just south of Christchurch, New Zealand's South Island capital.

BUSINESS began for Trevor Wilson carting livestock and bulk commodities in and around the township of Ashburton, which he did ever so successfully over many years prior to his death in 1991. His vision and legacy was to see that his transport company continue under the guidance of 3 trustees to provide a service to the Mid Canterbury area, with some of the ongoing business profits being distributed to both the Ashburton Order of St. John and the Ashburton Presbyterian Support Services. And what a successful business it is, as today's general manager, Jonathan Ward, explained.

"As a rural based transport company based in Ashburton, we provide a diverse range of services encompassing bulk, general and container cartage, fertiliser spreading, storage and warehousing, through to grain storage, testing and drying.

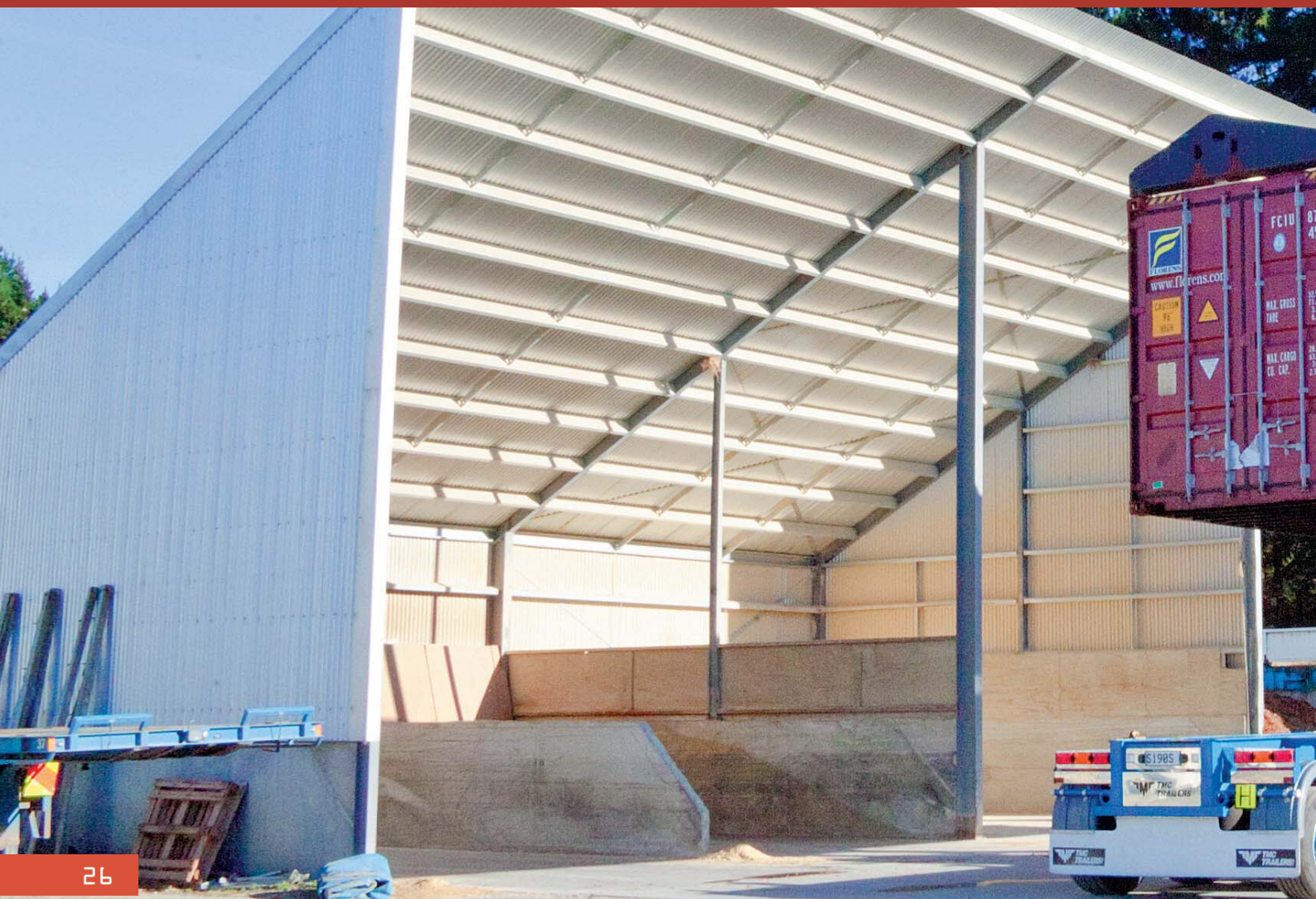
"We also offer specialised cartage like providing the complete service package that is required to legally move over-dimensional loads such as farm machinery, pre-cast panels, trucks, even massive water tanks. Bulk cartage forms a major part of the firm's transportation activities using aluminum truck/trailer units to move all types of grains,

fertilisers, lime through to bark and wood chips. Skeletal trailers are also employed to cart 20' and 40' bulk container loads of produce such as potatoes, corn, carrots and export seed.

"Our brief is to move a lot of export containers for the local growers with gross weights of up to 34 tonnes. Since we started this service we've handled over 31,000 container movements and with business being so busy, we have now added to the fleet this TMC built quad axle skel container trailer equipped with BPW disc braked axles and the latest BPW Airlight II airbag suspension," says Jonathan, who has been with Wilson Bulk Transport for almost 20 years.

Fertiliser spreading is also part and parcel of Wilson's farm community 'helping hand' package. All the company's drivers are fully certified to operate the late model GPS equipped spreaders that range from a small 4 wheel drive unit up to a 6 x 4 truck/trailer, 27 tonne capacity combination.

The Wilson Bulk Transport general cartage operation sees truck and trailer, semi and B trains hauling everything from bailed silage, palletised seed, wool, and farm supplies. The company also has 4 transport units contracted to RX Plastics Ltd for the delivery of





PVC pipe and water tanks covering the needs of the whole of the South Island.

Storage and warehousing equally plays an important role in securing Wilson's client base. The business offers bulk and palletised storage, which involves full security for items such as boats, caravans and containers. Then there's their grain storage facilities with a flotilla of strategically located silos fitted with temperature controls, sophisticated monitoring systems and MAF accredited to comply with both local and international food handling requirements.

"Our diverse range of services, that involve a lot of overlapping benefits like in house container loading capabilities, are all customer focused and price competitive. You could say we offer a complete one-stop-shop approach, all of which is supported by a team of skilled and knowledgeable drivers, managers and administrative staff.

"Together we are focused on driving an on-time quality operation – knowing when service counts," says Jonathan. ■

Left to right company driver, Dave Chesmar with Jonathan Ward.



For the Evans family, who own and operate a highly regarded and successful petroleum distribution and retail sales service throughout the Victorian region of Gippsland, business has been a lifelong endeavour.

PRIDE OF PLACE





Left to right, Warren and Stuart Evans.



REG and Mary Evans ventured into the petroleum industry when they purchased a small Esso depot in 1970, to provide fuels and lubricants to the agricultural, industry and to retail service station sites, a venture which they subsequently sold to their son, Stuart and his wife, Jenene, on their retirement.

Stuart, who joined his parents' business at the very start as a driver says, his mother and father's company, Evans Petroleum Gippsland, grew substantially over the years, due to their perseverance, customer loyalty and the fact that the Australian fuel industry went through a period of rationalisation making the effort of trading as a reseller, worthwhile.

"Under our ownership, the transport operation has again continued to grow to where we now offer a comprehensive range of services in both the wholesale and retail petroleum distribution market, with a focus on bulk fuel and lubricants sales," says Stuart.

Operating from their Leongatha based depot, Evans Petroleum Gippsland, consists of 11 retail and convenience outlets, a transport fleet made up of 19 metre B doubles, truck and quad axle dog trailers, semis and rigid trucks, and over 100 employees. Apart from servicing their own fuel outlets, the company provides bulk delivery drop-offs for the commercial and farming communities and agents spread across the state of Victoria.

"Our cartage division, which is controlled by our scheduling manager, Brian Hallyburton, provides fuel transport services where we pick up from BP- Mobil and Shell terminals in Melbourne and bulk deliver anywhere our customer's desire, safely and on time," Stuart said.

To complete this task, Evans Petroleum is a diligent participant in the Australian Dangerous Goods Code and its associated model legislation. Professional, well trained drivers, apart from carrying out their customer care duties, also uphold the required safety measures, helped along by the equipment the company chooses to operate.

"In our line of work, if you want to succeed you need dependable transport systems that are also innovative to allow you the flexibility to meet each and every one of your customers' personalised service needs.

"So in essence we have to have both the right equipment and servicing procedures in place to return a truly trustworthy and

economical business model," says Stuart.

For these reasons Stuart and his team rely heavily on their 'true to form' Kenworth trucks, fitted with on-board safety systems and GPS tracking. As for their tankers, they are purely Holmwood Highgate produced and with BPW disc brakes, air suspensions, EBS and automatic lift axles, a package that according to Stuart, has a history of unbeatable performance and low cost running in a country road environment that can often play havoc with the equipment.

"Our business is judged on our ability to quickly react to our customers' needs, competitively and with a minimum of fuss. Therefore, as the demands are high and the margins low, we need the best of gear to back us up, like the trucks and tankers we've been using, and for a very long time. I'm a firm believer, if it isn't broke, don't fix it," he said.

Thirteen years ago Stuart's son, Warren, like his father, also started out as a driver and has since worked his way through the company to now manage the wholesale lube side of the operation. In doing so Warren works closely with the company's suppliers to bring the full range of BP and Castrol oils and lubricants to the local area, a roll that sees him fully involved in the dispatching process. So successful has this endeavour been, that early this year, Evans Petroleum was appointed as the official BP and Castrol lubricant distributor, for the entire Victorian, Gippsland region.

Apart from transporting and selling their wares, Evans Petroleum also offers their customer's advice on storage options, be they farm tanks to large bulk fuel installations.

Add to that the company's wide range of fuel dispensing equipment sales and service options and their joint venture, 'Fuel n Go' unmanned diesel sites, which are set up in a number of regional towns for driver convenience, and you have some idea as to the reasons why this business enterprise has lasted for so many years.

"One of the critical factors for our longevity has been the support and efforts of our staff members, some of whom have been with us for over three decades. Without the team behind us we would not be able to pride ourselves on being able to deliver quality petroleum products in such an efficient, safe and environmentally conscious manner," Stuart said. ■



HIGH STAKES

When you see a Goldners' Horse Transport semi trailer drive past, it doesn't take you long to realise you've just witnessed a class act, as Goldners' corporate livery, the quality of their equipment and the pristine presentation of the fleet is the hallmark of a business that has become one of Australia's highly sought after horse transportation service providers.



TO examine why the company has succeeded so well since it was established in 1945, we sat down with general manager, Xavier Franklin, the outcome of which was truly fascinating.

"Our trucks and trailers, which operate out of Adelaide, Melbourne and Sydney, represent the best horse transport fleet in the country, and the pride we take in these vehicles is a direct reflection of the care that we take for the bloodstock we carry on board. It also goes without saying that the handling of our customers' thoroughbreds, be they race horses or yearlings, is equally the best, because we choose to select the most appropriate drivers, the most innovative transport equipment and the most economical and safe operational practices."

The fleet Xavier talks about is engaged around the clock to deliver their highly prized and somewhat sensitive freight to the country's major race tracks and stud farms, and to a precise and non negotiable timetable. Failure to do so is never an option, as the consequences for Goldners and their clients would be unthinkable.

"The amount of interstate race horses we swap every weekend

during peak carnival time is massive and with the prize monies being in the high stakes, we simply cannot afford to let anyone in the system down.

"We therefore have to run a tight ship where our drivers must be good horse men and women and are still able to handle the entire rig in a safe and efficient manner. Our transporters must also be technically superior to be able to protect the horses whilst on board so we can deliver the stock in prime condition," said Xavier.

Logistically moving 1000's of horses a year, mostly overnight and straight through to the destination, is demanding enough without having the burden of a costly and embarrassing equipment breakdown. So to prevent a possible late delivery due to a technical fault, Goldners only operate the best of transport gear, in their case Volvo trucks and Owen Howes built trailers, all equipped with BPW AL II suspensions fitted with the large D36 airbags for extra stability. BPW disc braked axles are also employed for their responsive braking power and quick turnaround maintenance characteristics.

"We've tried other airbag suspension and axle packages with the



Left to right, Wayne Koppman, BPW product consultant and Xavier Franklin.



results being less than desirable. For us BPW offers uncontested reliability, has a superior stable ride factor that suits our relative lightweight loads and the up-keep maintenance costs are negligible. When you're dealing with cargo that is considered priceless and delicate to handle, plus a client base that represents some of the biggest names in horse racing, you need all the protection and insurance you can get."

As for client endorsements, it doesn't come better than this... "I have always found Goldners to be an excellent horse transport company and when they established a depot in Warwick Farm several years ago, I had no hesitation of using their services to transport all horses under my care and to and from race meetings," says Bart Cummings.

Apart from handling and moving the prized animals, Goldners also provide resting stables to care for their customers' pride and joy, the famous Black Caviar for example.

"We specialise in the business of transporting horses so we can keep control over everything we do, which also covers import and export consignments, including all of the quarantine work that goes with that territory.

"Whether it's a yearling or one of the top race horses in the world, when in our care, we treat each the same. Our relationship with our customers is based on trust and respect, with a handshake and our word to honour to deliver the expectation," Xavier concluded. ■



ALL OR NOTHING APPROACH





The New Zealand, Christchurch and Auckland based Cleeve Group, is as highly competent as it is diverse, offering specialised services from general cartage, truck crane freight movements, container handling, coastal shipping, to storage and logistics.

AS a Group, comprising Cleeve Transport and Mackley Carriers, customers can expect a no nonsense, no fuss reputable service that offers unique qualities born through the way the business was established and has since developed.

The evolution of Cleeve Transport parallels that of Mackley Carriers. In the year 2000, Scott and Kristy McAlister bought Cleeve Transport from their father, Tracy, and a number of years later the brother and sister team acquired Mackley Carriers with the vision of providing a more comprehensive range of services. Then followed the acquisition of both Collins Carriers and Elios Transport, again with the aim of extending the company's servicing ability. In 2003 brother Darin joined the family enterprise as a shareholder, finally moving to Auckland to manage the Group's North Island operation.

Along the way the Group also acquired key people from the various takeovers, a move that has set the private firm apart from its competitors in each of the respective freight handling operations it provides.

"The strength of our business is that we are geared to handle just about any land or sea based freight movement because we have the range of equipment, the management skills and the necessary and specifically developed internal IT systems and solutions.

"Collectively that gives us the edge to tackle freight tasks competitively and competently, and better than most," says C.E.O., Scott McAlister.

In our discussions with both Scott and Mackley Carriers general manager, Simon Hepburn, we learnt that, as a Group, all of the transport activities handled are done so either by coastal shipping or within the metropolitan areas of the major cities. As an aside, Simon commenced his association with the Cleeve Group in 2010 as general manager and also as a shareholder. This took place when Kirsty left the business to give extra time to her young family.

"We don't do line haul. Our crane trucks, over dimensional trailers, small around town vans, rigids, even our swing lifts all work within the metro or wharf precincts. As for our container handling and container transport services, they too are restricted to local delivery work. When freight is required to be moved between cities, either on the North or South Island, we use coastal shipping, that way we are not competing with any of the other freight forwarders.

"We move our customers' containers from the wharf to a warehouse or distribution center and vice-versa. We even provide a full shipping agency booking service for both export and import movements. Then, if required, we will also unpack and re-distribute a container's contents to specified destinations, offering the complete logistics solution," said Scott.

As mentioned, over the years the Cleeve Group has acquired the expertise of key industry people. Along with that experience, the business plan includes taking on and training young cadets to continually shore-up the high service levels expected of the drivers and

workshop staff. The company has also partnered with a number of I.T. firms introducing satellite tracked, ICOS and E-Road software systems, specifically written for the Group's needs. Collectively that has given the business the edge to deliver the goods, regardless of the difficulty of the task.

"We have the unique skills, specialised gear and the right attitude to cater for the vast requirements of our customers' needs, whether it's a load of steel to be moved, over sized concrete panels to be transported and placed into position, or a container pick up, all is carried out in the most safe, practical and cost efficient manner. Importantly, what we say we will do and, we do so and in timely and professional way. If we can't handle the job we'll say so, because once we are committed, we follow through to the nth degree," said Simon.

To do each specific task using the most economic and safest process, the Group partners with tried and proven suppliers such as BPW.

"The role of our suppliers is fundamental to our success, that's why we are fussy about who we do business with. We trust the likes of BPW and their representatives such as Dave Comber. They are able specify the right gear and provide one of the best service support systems and range of innovative equipment in their field, and like us, with the greatest respect for their customers' wishes.

"To be successful in our industry requires an all or nothing relationship approach with both our clients, service providers and our suppliers. Without that collaboration we would find it almost impossible to provide the service levels we ourselves demand," concluded Simon. ■

Below Left to right, Simon Hepburn, Richard Wearne, OPS manager, Mark Collins, operations manager panels and projects, and Scott McAlister.





Left to right Kevin, Chloe and Brett Nesci



ZEST FOR TRUCKING

There's something to be said about having a passion for the job at hand, just ask Kevin Nesci who runs a family based fuel delivery service in country Victoria. He says you need the passion in his line of work if you want to succeed in the road transport game.

KEVIN and his wife Brett, own and operate a medium sized fleet of fuel tankers hauling Shell, Caltex and BP products for their Victorian based clients.

The work is hard going and relentless with bulk picks-ups and multiple daily drop-offs of diesel, petrol and motor spirits to the many outlets they service.

"The biggest logistical challenge we encounter is the loss of time at the petroleum terminals during the pick-up phase. Fuel volume demands are now so large we can often waste valuable time queuing up to get loaded, and that can affect our tightly scheduled delivery times," says Kevin.

Nonetheless, Nescis Transport, finds a way to satisfy the busy and often daunting consignments managed by Brett's charm and expertise.





Company driver, Paul Wyatt



The couple runs their business from their Leongatha site where, when required, Kevin gets behind the wheel as a relief driver. Coming from a background of driving trucks for his father, Tony, delivering refrigerated produce for the original Nesci Company, Kevin is skilled in all facets of road transport and that includes selecting the right people and equipment to do the job best.

"Our tanker fleet is split equally between Holmwood Highgate and Marshall Lethlean built trailer/tankers, all specified with the BPW airbag suspension, disc braked axles and EBS combination... and it all works like a dream.

In the course of doing business our trailers often clock-up over a million kilometers of trouble-free running, that is without having to replace rotors, brake pads or wheel bearings on the BPW running gear. That's because we buy right, look after the fleet and have it serviced religiously.

"Both our tanker suppliers produce a really robust product with the ultimate in pumping and monitoring systems, and like BPW, provide back-up help whenever it's required.

"When you're handling dangerous goods like we are, you need nothing less than 100% from your equipment, people and

operating systems, plus you need to put in place real economical and safe practices, otherwise you're kidding yourself if you want to remain in business. Sure there are cheaper equipment alternatives to choose from, and easier, less stringent practices to follow, but you won't achieve the reliability, low cost operational benefits, on-road peace of mind, or the best in resale value, because at the end of the day you only get back what you put in," said Kevin.

Although Kevin stated that there is very little money to be made when you do everything by the book, he and Brett still have a deep passion for the trucking industry. Their commitment is also driven by the people they surround themselves with, like the drivers and their families who work and get behind the business, as Kevin says, 'for the good of all.'

"Looking back I wouldn't do or change anything because the personal rewards have far outweighed all the blood, sweat and tears it has taken for us to establish our respected reputation to deliver what we promise.

"I could truly say Brett and I still love what we do, it's a passion for trucking that's been in the Nesci family for such a long time." ■





HAMILTON ISLAND
GREAT BARRIER REEF AUSTRALIA

HAVE YOUR SAY

The Australian Trucking Association will stage 'Trucking Australia 2013' at Hamilton Island on Friday 21st and Saturday 22nd this coming June. It's an event where delegates can have their say and a chance to make a difference to the road transport industry's future.



THE conference will be structured as an open meeting. There won't be any lectures from politicians or public servants. Whether you own one truck or manage a fleet, you'll get to contribute your views, share your experiences on some of the critical issues facing the industry.

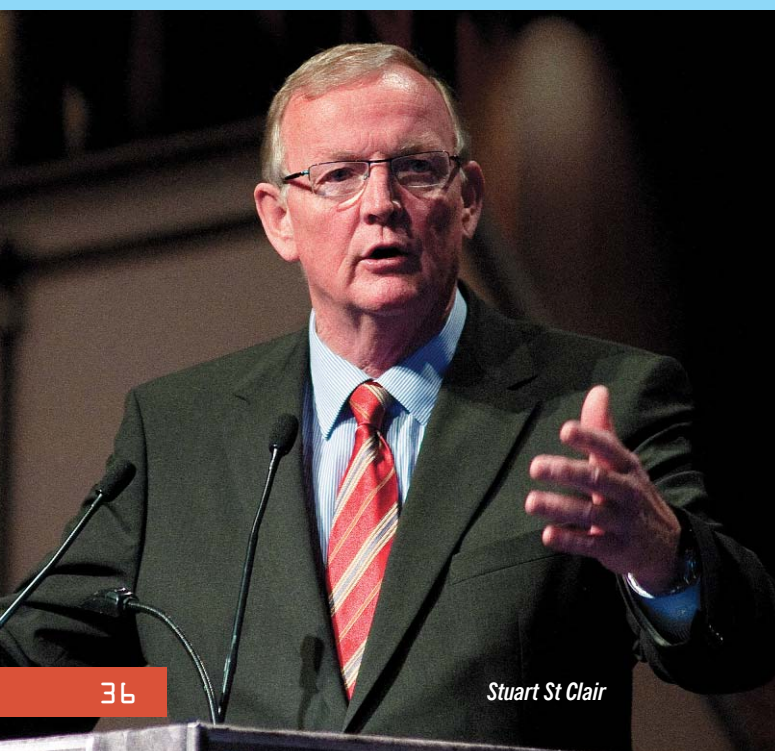
Australian Trucking Association Chief Executive, Stuart St Clair, says...

"The trucking industry has improved its safety dramatically, but transport and storage still has more fatal accidents for its number of employees than any other industry. In the session, **'build a new safety action plan for the industry'** delegates can make a difference and help build a new safety action plan for the industry. You'll debate the safety measures that work – and the ones that

don't – in a freewheeling discussion led by a panel, consisting of trucking operators and industry experts.

"If it wins the next election, the Australian Labor Government would extend the carbon tax to the fuel used by the trucking industry. Our effective fuel tax would increase almost 6.9 cents per litre from mid 2014. Your contribution to the session **'plan the way forward on the carbon tax and road charges'** will make a difference to the industry's response to the tax and the new road charges that are being considered.

"Almost 90 per cent of the people in the trucking industry are men and our workforce is getting older. To get the drivers, supervisors and managers we need, the industry will have to look beyond its traditional sources of workers. There's sure to be many different



Stuart St Clair





points of view, as you help define the industry's recruitment issues and have your say on how to fix them during the session, **'work out how to beat the staff shortage and recruit more women and younger drivers.'**

Other sessions will include, **'map out how to turn those ideas into results'** through grassroots lobbying, the media and the ATA and its member associations.

A limited number of places will be available in an intensive, small group **'media training course.'** Every participant in the course will take part in a simulated television interview with broadcast equipment, to equip them to talk to the media about their business and industry issues.

Trucking Australia 2013 will feature the ATA Foundation Sponsors

Awards Dinner, which will celebrate excellence and safety in the industry with the presentation of the 2013 National Trucking Industry Awards. It will also include the famous Kenworth Legends Luncheon and a relaxing poolside barbecue hosted by BPW.

"The event will be shorter than the trucking conventions of previous years, delegates will be able to fly in on Friday morning and fly out on Sunday. That's less time away from your business – or more time to enjoy the Whitsundays.

"With the federal election now scheduled for September 14th it is now time for the industry to get together, draw up plans and get results," said Stuart. ■

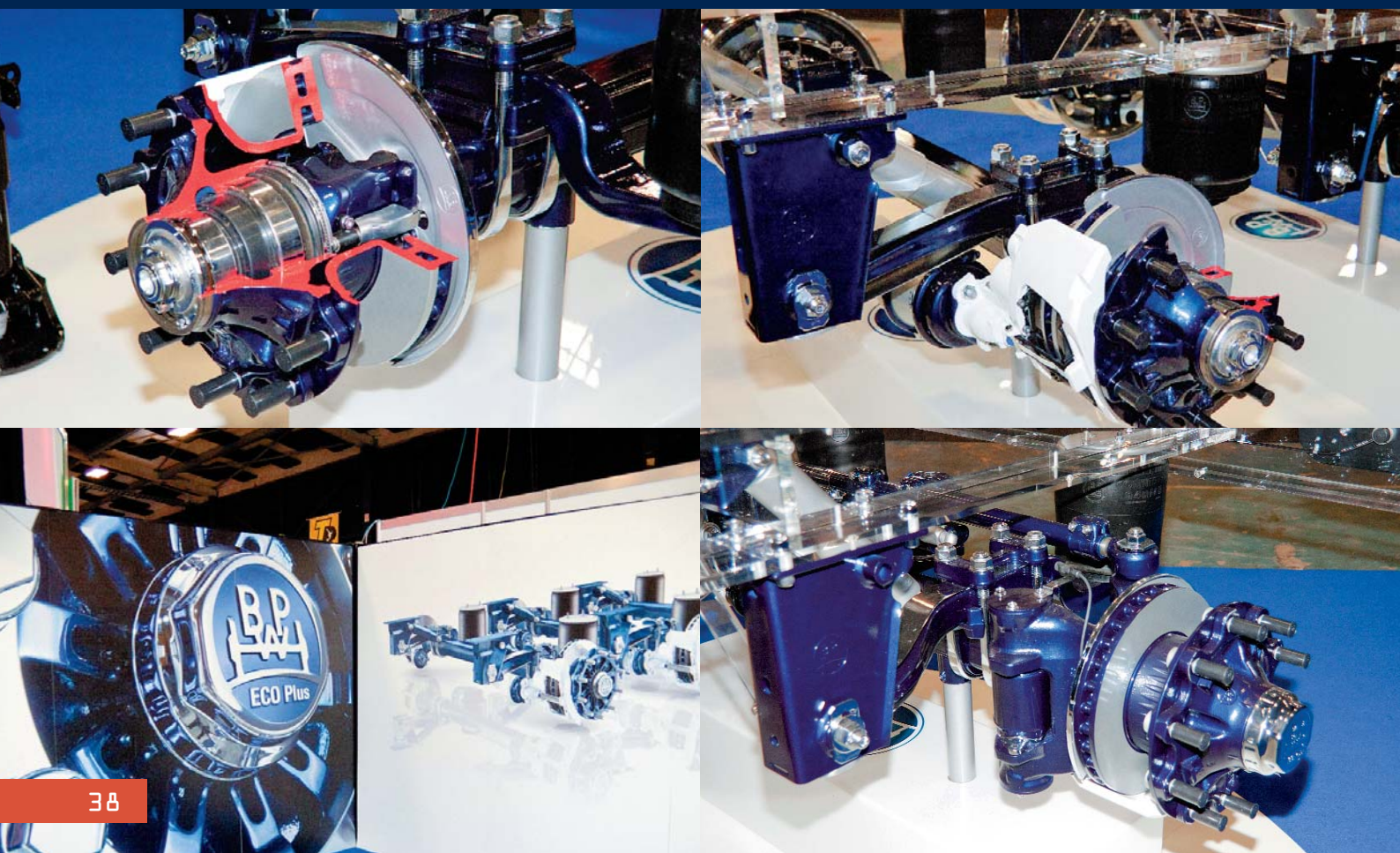
For full details on the convention go to the web site, www.truckingaustralia.com.au





FANTASTIC FAIR

The EXPO, as it is known, has become New Zealand's premier forum for the road transport and heavy equipment industry.





HELD every 4 years at Mystery Creek, located just outside of the North Island city of Hamilton, the EXPO showcased the country's latest road transport product developments and technologies, all in the one place. The really big names in heavy construction and agricultural gear, trucks, trailers, accessories and ancillary items were well represented during this year's 2013 event.

Apart from the usual equipment displays, the EXPO included training and recruitment seminars, live truck driver demonstrations, a show'n'shine competition and a vintage and classic truck section. The Power Performance Zone featured a comprehensive demonstration schedule that allowed visitors to experience a full range of equipment and machinery... in action. One of the key event partners, the New Zealand Truck Trailer Manufacturers Federation (TTMF) has been heavily associated with

the event for a number of years and as such its members have benefited greatly from the continuation of the show.

"The EXPO plays an important role in our industry as a platform to showcase new design innovations and products, allowing potential end users of equipment the opportunity to compare all role players during the three days of the show," said a TTMF representative.

BPW Transport Efficiency once again demonstrated its level of commitment to the industry through the technical sales support and servicing back-up of a range of world-class trailer equipment, none the least was the 'centre piece' a BPW Airlight 2 air suspension display featuring disc braked, fixed and self steer axle technology, and the BPW 'ride sensitive' PDC shock absorbers. As for the trailer manufacturers, there were plenty of products on offer.





FANTASTIC FAIR

Transfleet featured their 9.75 metre, 4 axle 'clip-chip' aluminium livestock trailer on BPW 8 stud 275 pcd 19.5" disc braked axles. **TRT (Tidd Ross Todd Limited)** displayed a 4 x 8 low loader that widens from 2.5metres to 4.3 metres, the 13.8 metre deck extends another 1100mm. The trailer is connected to a dolly which has a walking beam suspension, all on BPW 17.5" 10 stud, grease filled axles. Also displayed was a 4 x 4, 12.25 metre deck widener that incorporates a double acting hydraulic suspension with an independent axle lift and again a BPW steer axle system. **Fruehauf NZ** showed off its new 15.25 metre trombone trailer designed to carry extra long loads of both specialised freight, such as concrete panels, as well as ISO containers. The trombone rides on BPW 17.5" dual wheel drum braked axles and the Airlight 2 model air suspension. A 13.845 metre skeletal 'Type 2', quad axle trailer with 22.5" super single BPW disc braked axles and air suspension was also displayed, along with a 5 axle step-deck curtainsider trailer fitted with a 2 piece mezzanine floor system. The Guy Knowles 5 axle 12.3 metre trailer completed the impressive array of equipment innovation displayed on this stand. **Roadmaster Limited**, among many other trailers, exhibited a





quad axle multipurpose skel, step-deck semi trailer, complete with BPW drum brakes with the rear axle being a BPW self steer. The trailer was also equipped with a BPW air suspension with independent air tanks as required by the LTSA regulations.

Patchell Industries had on display a heavy duty 'tridem' off highway trailer with BPW 10 stud wide track axles. A feature on the stand was the very impressive RFH log truck and trailer combination, also fitted with BPW heavy duty wide track axles.

Mills Tui exhibited their tri-axle jinker with BPW heavy duty wide track drum braked axles, the lead being a BPW lift axle.

MaxiTRANS displayed a low tare weight, Freighter built, quad axle skeletal trailer fitted with wide track BPW 22.5" Eco Plus 2 axles and disc brakes.

T R Group Ltd offered up a Hammar swing lift trailer to suit both 20' and 40' containers. The trailer offered a 36 tonne safe working load, double stacking capacity and BPW tri-axle drum braked running gear.

Canterbury Transport Spares (CTS), one of the BPW Transport Efficiency parts dealers made an impressive appearance with their comprehensive display of genuine spares, representing the industry's major truck, trailer and ancillary equipment players.

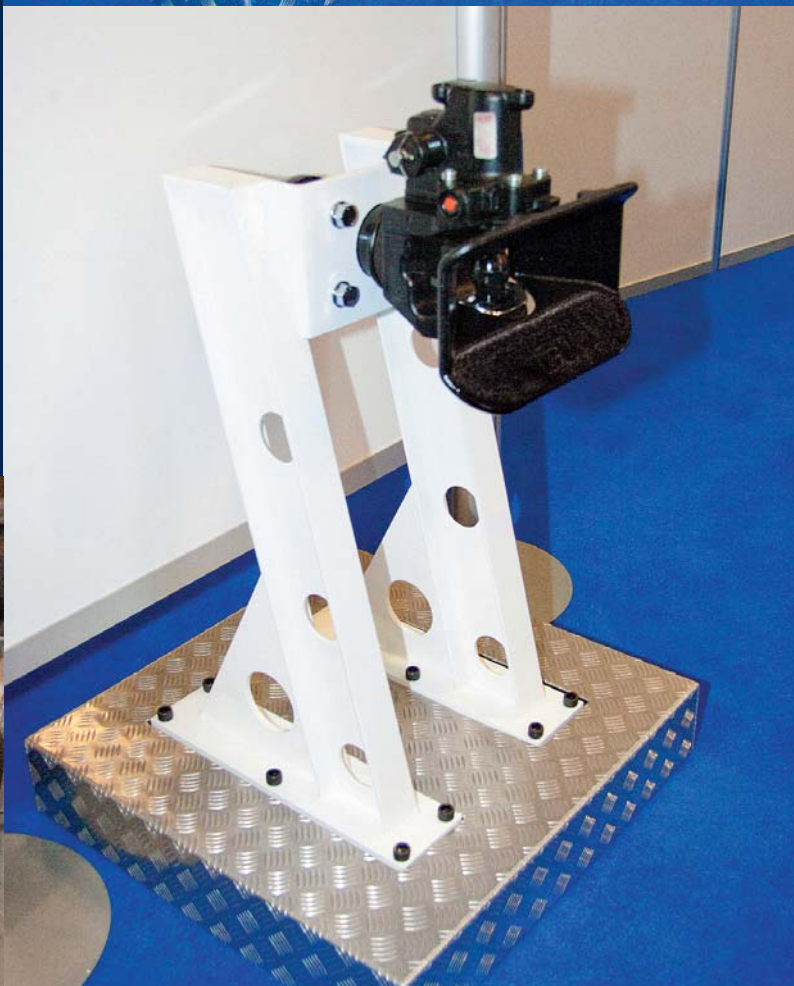
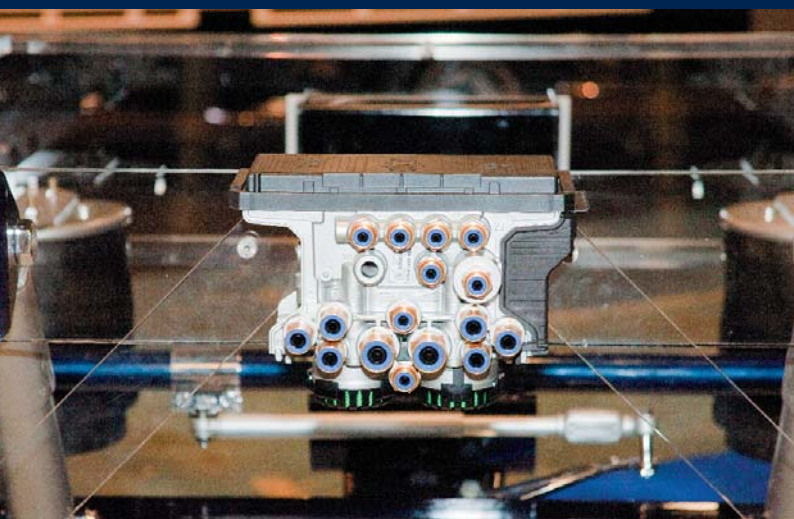
Fruehauf, added an interesting touch with an 'up front' display of one of an historical 1956 dual axle flat deck trailer, built in Feilding by the original company. The axles are 2" square with a vacuum braking system only on the rear axle. If things got hairy, the hand brake could be applied to the front axle.





FANTASTIC FAIR

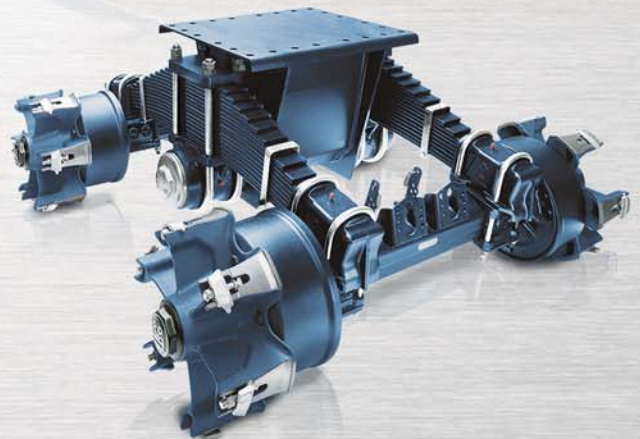
Last word on the BPW Transport Efficiency stand goes to a showcase of the company's premium trailer ancillary products, including the Knorr-Bremse new G2 EBS valve, the new Rockinger R0500 series coupling, the Jost electronic raise/lower landing leg plus a fifth wheel and the new forged Speedline polished alloy wheels. The feedback on the show from the Exhibitors and visitors alike was nothing short of "fantastic." ■



BPW Transport Efficiency

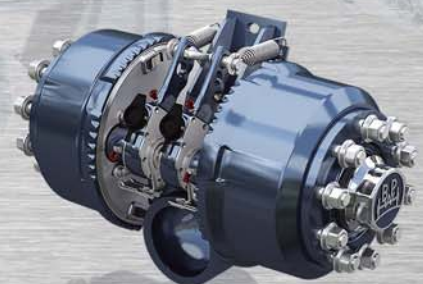


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