

Open ROAD

Spring Edition (2011)



Running Well for You

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

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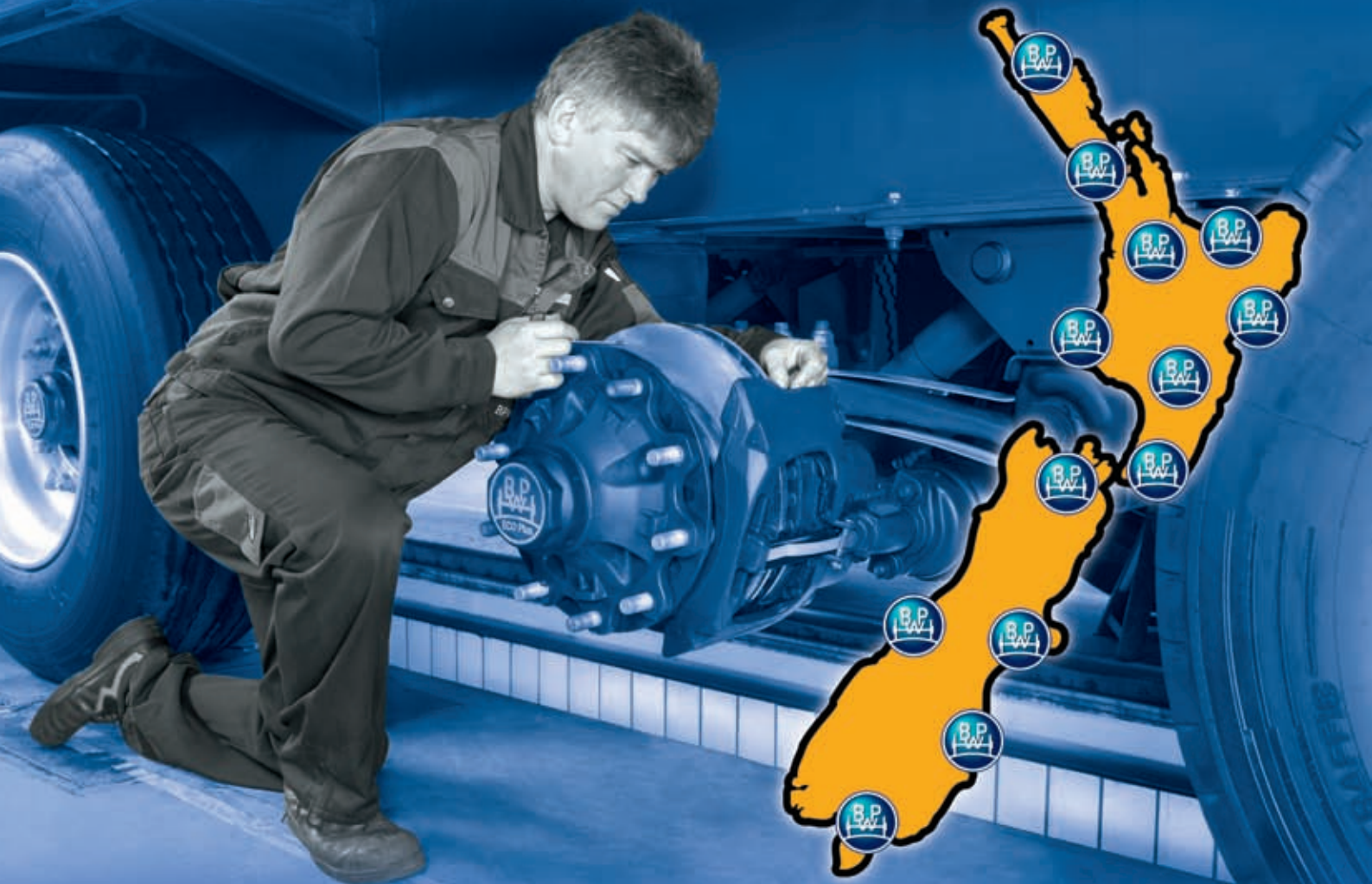
With the full support of his wife Lyn, Greg Brosnan stepped into the competitive world of trucking when the couple purchased a small transport business back in 2006, and according to Greg they have never looked back.

See story pages 30 & 31





"Running Well for You"



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SERVICE PROVIDER PROGRAM



ENSURING that road transport equipment servicing is carried out correctly becomes more important as each new technological advancement is introduced. Not meeting requirements can not only be costly and time consuming for workshops and their customers, but can leave them open to legal action and roadside enforcement based around safety issues.

"To this end, we at BPW Transport Efficiency are committed to providing ongoing training to our network of Service Providers throughout New Zealand, ensuring that the work carried out by them, is in accordance with the requirements of the manufacturers of our stable of products," says managing director, Kate Bucknell.

A number of training modules are offered, including BPW air suspensions, axles and hubs, brakes, steer axles, Jost fifth wheels, Jost and BPW ballraces and Knorr-Bremse EBS brake diagnostics.

Training is carried out by experts who have often been trained directly by the component manufacturers. The principle trainer is Peter Wood, who has been with BPW Transport Efficiency for thirteen years in both sales and technical support. His background in engineering and maintenance in the British Army, as well as various other transport related companies, has provided Peter with the skills to deliver training to a high standard. "To date 60 workshops have participated and over 650 workshop staff have already been trained with every workshop involved being very satisfied with the content of the modules and the professional, practical hands-on approach that Peter takes," says Kate.

Technical manager, Paul Chandler, who joined the BPW Transport Efficiency team five years ago, is also a certified brake coder and is involved in giving technical support on the company's other product brands to BPW staff, workshops and fleets. While Jaco de Kock takes on the specialist EBS brake diagnostic training module, Rhys Harnett, who has been with BPW Transport Efficiency for eight years, carries out training in the North Island.

A list of approved BPW service providers is available on the BPW Transport Efficiency website. ■

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MUSHROOM MARVEL





Jethro Brambley



Formed in 1970 as a private company by Philip Burdon and Roger Giles, Meadow Mushrooms Limited today is the largest producer of mushrooms in New Zealand and one of the top two producers in Australia.

IT is the only grower in New Zealand with full vertical integration, from the production of the spawn through to the packing and dispatching of the mushrooms to market. Choice of mushrooms offered includes Swiss Browns, White Buttons and the Portobello variety, all available to the consumer, either loose, pre packed or sliced.

Over the years substantial investments have been made to continually upgrade and expand the company's production sites, including the introduction of the latest in technology and computerised growing systems. The most recent high-tech built facility is located in the suburb of Hornby, Christchurch, where we met Meadow Mushroom's growing manager, Jethro Brambley.

Jethro, who holds a diploma in Agronomy and a BASIS Foundation Award in crop protection, explained just how intense and time sensitive the mushroom growing process was.

"To start, we manufacture our own growing compost which consists of wheat straw, gypsum and chicken manure. Once we pasteurised the compost and prepared it for the growing process, which takes about three weeks, we move it in bulk to our growing sheds here at our newly extended Hornby plant, using Hilton Haulage as our transport contractor.

"Two hundred tonnes of compost are delivered each week to the Hornby site using Transfleet-built semi trailers. Each semi is equipped with the Cargo Floor discharging system used to automatically feed the conveyors that refill the growing shelves with the fresh compost," said Jethro.

As Meadow Mushrooms owns the trailers, the company insisted on using the Cargo Floor system due to its proven worldwide use.

"Our latest growing process is based on the European 'shelf' system which in Holland uses Cargo Floor equipped trailers to feed their conveyors. It all works well over there, so we decided not to reinvent the wheel here," said Jethro.

Each of the new 24 growing rooms are environmentally controlled so that the air flow, temperature, relative humidity and the carbon dioxide levels are all fine-tuned to produce the best outcome for maximum growing times, yields and product quality.

"We flush (harvest) three crops of mushrooms from each batch of compost, which gives us over two million handpicked mushrooms every week. That's around 70 tonnes of produce each week using the new growing method, which, when harvested and packed, is distributed to supermarket chains across both Islands. Only a small portion of the harvest is shipped to overseas markets."

Once the growing process is depleted, the 'spent' compost is recycled as a soil improver for both domestic gardening and commercial farmland use. As the nitrogen content of the 'spent' compost is relatively low, it cannot be theoretically used as a fertilizer.

"It takes around five and a half weeks to fully utilise the growing capacity of each batch of compost, after which time we have to quickly replace it with new compost. To do this efficiently, so that our weekly production quotas are met, use of the extremely reliable and efficient Cargo Floor unloading system is vital," said Jethro.

The Transfleet trailer is also equipped with the highly stable BPW Airlight II airbag suspension and quad axle disc-braked running gear; all developed to deliver the utmost in safe on-road performance and consistent delivery cycles. ■

Excavation work has always been part of Joe Bartolo's life. Even as a youngster he couldn't wait to get behind the wheel of a dozer or excavator to help his father, Charlie, work their family earthmoving operation that serviced the local domestic housing market.



LIFELONG ENGAGEMENT

NOW in business for himself for almost a quarter of a century, Joe and his company, J. & G. Excavations & Asphaltting, supplies a complete road-building and repair service for council works, including new roads for housing estates and developing parking areas for industrial and shopping centre complexes.

To be able to offer the total package, Joe has invested in an armory of specialised mobile road construction and maintenance machinery, a fleet of tipping trailers and the transporters to get the heavy and bulky equipment to the work site both safely and expediently.

"I'm always scouting around to find the latest and greatest in operational gear because we rely so heavily on providing a quality, reliable service, which to achieve, also involves employing the best drivers and keeping constantly in touch with our customers," said Joe.

Joe recently invested in a number of new European-built Wirtgen milling and asphalt paving machines so he and his crew can quickly and accurately undertake the resurfacing of bitumen roads, completing the task with a minimum of disruption to traffic flows or irritation to local residents.

To move the likes of their 34 tonne milling machines, Joe requires sturdy transport equipment like this JP Trailers-built, quad-axle, widening low loader.

We've used JP Trailers in the past because they are very competitive and customer service oriented and, as such, they build what we want. In this particular instance we needed the trailer to be flexible enough to carry our full range of road building and asphalt paving gear so it also had to widen to 3.5 metres," Joe said.

Joe Bartolo with Scot Merriman, BPW Transpec



To get the extremely low profile milling machines and asphalt paving equipment on and off the transporter's platform, the float had to be equipped with 19.5 inch wheels and extra long bi-folding ramps to obtain the necessary low degree of entry angle. To drive the vehicle, complete with load, into and around hard-to- access building and development sites, Joe insisted on having two BPW self- steering axles fitted to the rear of the quad assembly.

"I wanted BPW because they are renowned for their long-lasting strong axle and suspension systems and, as we do our maintenance in-house, I can always rely on getting genuine back-up parts when I need them. The people from BPW Transpec are also just as accessible and willing to help out at a moment's notice, so no matter which way you look at it, I'm fully protected," he said. Even after all the years that Joe has been engaged in building up the

company's corporate profile, he is still a very much hands-on director and is just as likely to be seen operating the equipment as in his office and workshop facility, which is based in the Sydney suburb of Glendenning.

"Thanks to my sons, one day I might be able to put my feet up and enjoy the fruits of my labour. My eldest, Aaron, drives and looks after the fleet, Jordan manages one of the crews and my youngest, Eden, is working full time at the moment but is going to University next year, as he's keen to take on the future administration of the business. With all three boys involved in all aspects of the business, the company's future will no doubt be in good hands."

All that being said, it looks like Joe's firm is set to continue servicing both local government and the private construction industry with a very personal and sound business model. ■

PLAYING IT SAFE

The service delivery footprint for Fuel Distributors of Western Australia is vast, stretching from Carnarvan in the north, down to Albany in the south and across to the famous mining township of Kalgoorlie.

AS a family run business, established by Craig Burrows back in 1999, the Fuel Distributors company fleet, consisting of road trains and rigid tankers, has a collective reputation of providing independent retail outlets, mining, marine and farming enterprises with fast, friendly and efficient supplies of motor fuels, diesel, oils and lubricants.

To enable its large truck and tanker trailer fleet to constantly move around the clock, Fuel Distributors engage in a very strict vehicle service and maintenance procedure that sees inspections carried out on all pieces of transport equipment every six weeks. It's this kind of attention that workshop manager, Graham Lock says, guarantees that delivery promises are met.

"Fuel Distributors service and roadworthy their vehicles religiously, whether they need it or not. They also operate relatively new equipment because it pays the company back with the peace of mind of getting the best in on-road safety and running cost efficiency," he said.

Graham says that he, along with the workshop staff, always attends training courses and industry forums such as the Australian Trucking Association run, Technical Maintenance Conference (TMC), to keep abreast of the latest industry maintenance requirements and the technology on offer, like the BPW Trailer Electronic Braking System.

"Craig and the management team like to go the extra distance when it comes to safety so that they can service their customers with a consistent and safe record for the delivery of the cargo the company carries," Graham said.

Since Graham has been with Fuel Distributors he has preferred to use BPW running gear for two basic reasons: reliability and after sales back-up support.

"Our last five tankers have the latest lightweight BPW air suspension and axle package with the BPW TEBS because the company believes that's the way of the future for fleets running in Western Australia, particularly where safety is of prime importance," Graham said.

Fuel Distributors most recent purchase is its 27.5 metre long Holmwood Highgate produced Pocket Road Train, complete with BPW trailer running gear.

"To our knowledge, this is the first eight-wheel Kenworth truck/trailer combination that is fitted throughout with ABS and 24 Volt powered TEBS. It's designed and built to legally operate at 98 tonnes gross using a Boomerang engineered dolly and with its compact design is able to access all the required delivery sites," said Graham.

Graham tells us all Fuel Distributors' company drivers are fully accredited to deliver bulk petroleum products to most fuel terminals in Western Australia and by utilising the most advanced systems such as this latest Pocket Road Train, do it exceptionally well.

"By stepping up to the mark with safety gear like the BPW TEBS with the roll stability feature, it's good for the environment, the company drivers, other road users and Fuel Distributors customers. It's simply good insurance all round.

"Fuel Distributors has no doubt that its approach to providing a modern and safe fleet is desirable for their customers as it allows the company to do it better than most." ■





For over forty years, the second generation Australian-owned family business, McDonald Contracting, has been managing and moving the unusual.

MOVING THE IMMOVABLE

ORIGINALLY created by Robert McDonald to transport houses within the state of New South Wales, his company has since evolved with the capability to handle the real difficult tasks of moving items that the other professionals in the business said couldn't be done! In a recent move we witnessed this first hand, with the delicate movement of a 34 tonne Sub Station internally equipped with high-tech, high voltage switching equipment supplied by Protech Power for their client, Queensland Rail. Protech Power is a leading electro-technology company specialising in generation and distribution work to the High Voltage industrial service sector, including mining, processing plants, rail and refinery mills. In this case, Protech Power designed and installed a multimillion dollar 'Feeder' Sub Station which was moved to Daringa as part of a Queensland Rail inland rail extension project. To move the bulky load from within the Protech Power engineering works at Berrinba, Queensland, Shane McDonald, son of Robert,

painstakingly edged the Sub Station centimetre by centimetre, all thanks to the trailer engineering and manufacturing expertise of the TRT Group based in Hamilton, New Zealand.

"Our latest and fourth TRT-built house trailer gives us the ability to angle loads so precisely that we can access and exit exacting pathways such as this one," said Shane, whose wife Chantel and brother Mathew also help manage the McDonald firm since taking over the reins from Robert back in 2000.

TRT (Tidd Ross Todd) is also a privately owned family business that has been able to accumulate a vast array of engineering skills within the road transport sector, both in its home land and in Australia, where the company has been supplying its highly sought-after range of transporters since the beginning of the new millennium.

"The team at TRT modified one of their standard house trailer designs to suit our particular needs; a four axle hydraulic unit that extends from 12.6 metres out to 22.2 metres when fully open, including a short deck behind the goose neck for carrying the front of a building.



"So that we can move extra long and wide loads over obstacles along the piloted routes we manage the 2.8 metre wide deck which is capable of being lowered to 850mm or raised to 2.8 metres," said Shane.

To assist in the moving process, the remote controlled hydraulic suspension allows each of the BPW 17.5" drum axle modules to be lifted individually. The two rear axles are self-steered to add further manoeuvrability to the load being carried, which was 34 tonnes. The remote control also operates the gooseneck for the lift/lower functions along with the BPW steering axles which have a variety of modes including Crab steering used when joining a building.

"Without the self steering mechanism, a trailer of this length just wouldn't be able to negotiate the roads or be capable of accessing some of the delivery sites," says Shane.

Built using TRT's unique Poly Beam 4, torsional box trombone design, enables the trailer to carry larger loads than the standard dual beam trombone system. The rear of the trailer is also designed for a future 'Clip-On' module and/or slide-out extension bumper. The trailer is also supplied with a deck 'insert' to assist with supporting longer loads when fully extended and with outrigger pockets for even wider loads. The top deck is fitted with its own power-pack and designed to carry Shane's Bobcat. Finally, three side-shift leg modules assist with the placement of buildings on-site where small incremental sideways movements are required.

"One thing you must have in our game, apart from equipment like this TRT trailer, is patience, and lots of it," smiled Shane. ■



Shane Mc Donald

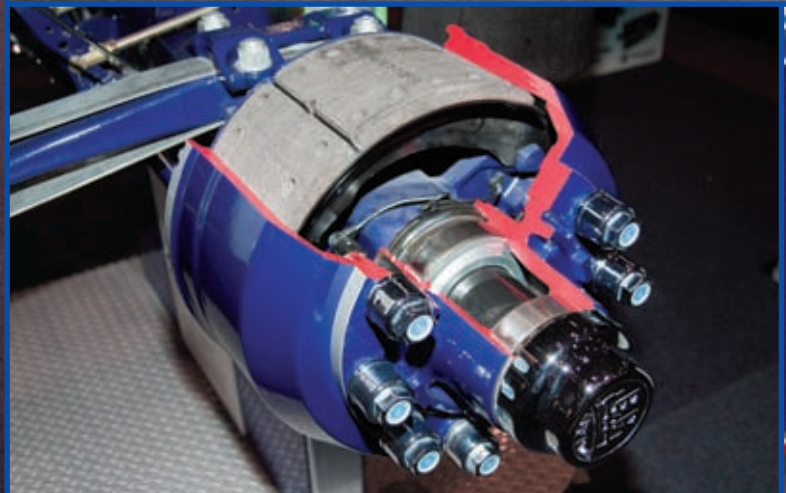


BEST YET

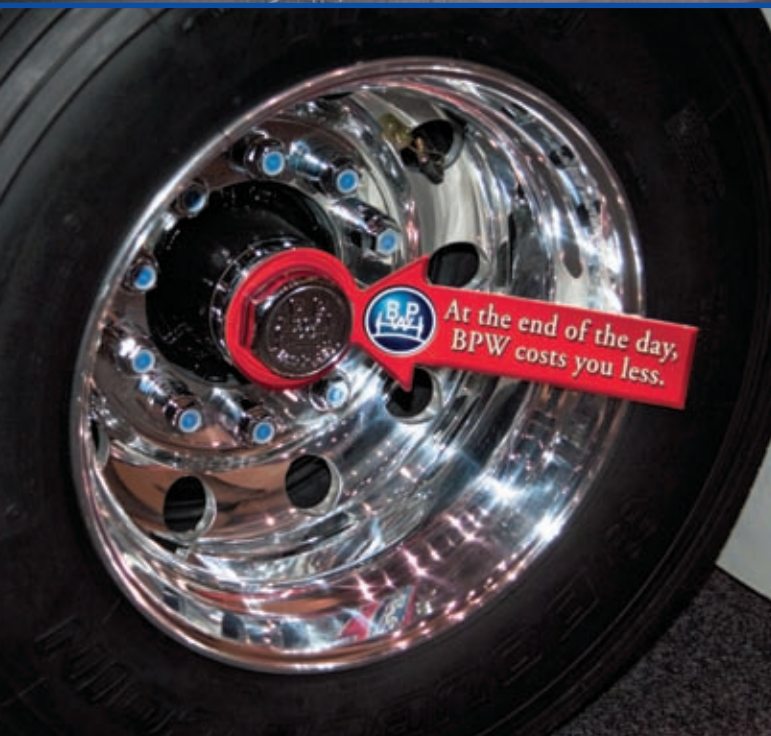
This year presented Perth with its biggest ever Truck and Trailer Show, which was staged at the city's Convention and Exhibition Centre from July 29th to the 31st.

“NEVER before have we had so many exhibitors displaying so many new products,” says Barry Ward, chairman of the West Australian, Commercial Vehicle Industry Association (C.V.I.A.) organising committee. Over the three-day event thousands of West Australian trucking industry representatives turned up, along with the general public, to view the wide range of trucks, trailers and associated equipment and to soak up the atmosphere of the show.

“All major brands of small to large trucks, trailers, navigational equipment and accessories were showcased, all representing outstanding value for the trade visitor looking for new innovations for their respective businesses,” said Barry.







BEST YET

The trailer manufacturing sector was well represented with displays from leading suppliers like, Vawdrey, Byrne, Drake, Howard Porter, CMIC, Maxitrans, Topstart, Southern Cross, Krueger, Lusty, Road West and Tieman Industries.

There were also plenty of displays for those in the market for engines, parts, accessories, drive line and running gear and ancillary products and services.

BPW Transpec once again supported the event with a dynamic display of their latest highway and heavy-duty BPW airbag suspensions and axles fitted with the unique BPW Electronic Braking System, disc and drum brake technology. The European produced, trailer Cargo Floor system, developed for the safe and expedient loading and unloading of a multitude of different freight, was also well represented on the stand.

"I would like to take this opportunity to thank the Australian Road Transport Industry for the support which made this show the most successful our state has seen. In particular, thanks to all those who travelled across the country and the oceans to take part," Barry said. ■







TEAM EFFORT

Like many road freight businesses in Australia, Shoobridge Transport, sprang from a need to take better control of getting their produce to market; in this instance it was bananas.

IT was back in the early 1970's when farmers, Glen Shoobridge and Des Stafford, brought their first truck to move their crop of bananas. When other growers in the district surrounding the township of Murwillumbah, New South Wales, began using Glen and Des' local freight service, transport quickly became the farmers main source of income.

As the transport side of the business evolved and Des pursued other interests, Glen and his wife Gwenda, encouraged their sons, Peter and Barry, to join the firm which was fast heading towards being a serious interstate carrier, and not just for bananas.

"Both Barry and I learned the ropes of running a transport operation from the ground up, thanks to our father. While he has been a hard taskmaster along the way, he taught us to be responsible for every

decision we made and, above all else, to do our best in looking after the customer by going the extra mile. It's been that work ethic that has driven us and the company to where we are positioned today," says Peter.

Using a large fleet of refrigerated rigids and semi trailers, Shoobridge Transport now provides regular freight services to all Australian city markets, delivering, in the main, fruit and vegetables. This family run enterprise also supplies foodstuffs to a large number of supermarkets, fast food outlets and grocery stores. When the fleet is not handling delicate perishables or edibles, it's moving general dry freight, as Barry commented, "There's not much they don't or can't carry these days."

The secret, if there is one, as to the continued growth of the





(Left to right) Company mechanic, Michael Hall and apprentice, Mitch Aldcroft.



Above: Front row, Melissa Colefax, Gwenda Shoobridge, Carolyn Cormick. Back row, Vicki Love, Joseph Tunsted, Peter Shoobridge, Barry Shoobridge, Geoff McLennan.

business- around 20% each year- could be summed up as a combination of acquiring the skills of being able to deliver their clients' sensitive products in mint condition, and having a team of people who really do give a damn.

"There is no doubt that our success is based on the good people we employ and as such we make sure they are always looked after. Our drivers, mechanics and operational staff all constantly go out of their way to deliver the best possible outcome for our customers. However, when all is said and done, we don't claim to be the best and always put our hand up when things go wrong.

"Dad always said you're only as good as the people you employ and your ability and commitment to keep the team focused. And he was right!" said Peter.

To support its operations staff, Shoobridge Transport fully embraces the efficiencies of using the latest in technology. All vehicles are therefore satellite- tracked to offer their customers real-time information on delivery queries, and to add further service convenience, all freight consignments are electronically booked. Technology is also utilised to better manage the company's overall freight task, with the latest in computer software packages to take care of all the other necessary administration details ranging from self-accreditation to safety in the work place.

Technology is also firmly embedded into the cornerstone of the business, the fleet.

"We operate innovative and sound transport equipment such as our Thermo King refrigeration plants, FTE insulated bodies, through to the trailer running gear which is BPW and fully disc-braked," said Barry.

Both Glen and Gwenda are still actively engaged in the business with Peter taking on the management duties while Barry handles a variety of roles within the business.

Operations manager, Geoff McLennan, takes on the daily routine of overseeing the handling, storage and dispatching of the freight for both the company's manufacturing and retail customer base, which extends from the Sunshine Coast in the north, to Coffs Harbour, and west to the Darling Downs. Geoff is also in charge of all other interstate operations.

"Although we run a proven trucking business we realise there is still a long way to go, and, as such, we never take anything for granted. With the ongoing support of a lot of good customers and our staff, we will continue to deliver our best in maintaining a high level of service; a service we are all proud off," said Peter. ■



SOLID FOUNDATION



Roughly four hours drive south of Brisbane lies the city of Grafton, the commercial hub of the Clarence River Valley. The district is noted for its sugar manufacturing, logging, beef farming, fishing and tourism industries.

HELPING to build and maintain the region's infrastructure, such as road constructions, subdivisions, water and sewerage reticulation projects and various excavation works for commercial, Government and private entities, is the firm known as McLennan Earthmoving. Established by Phil McLennan in 1992, the company prides itself on the ability to deliver the latest methods of construction using its expansive, modern and well maintained fleet of earthmoving plant and equipment. Their numerous excavators, loaders, rollers, 'dozers, graders, skid steers, crushers and screens, articulated dump trucks, low loaders,

bogey and side tippers, plus tri and quad axle truck and dogs, all work in harmony to supply a wide range of aggregates, base granite, ironstone, rock, sand and top soils for the many high quality contracts within the pipeline of services the company provides.

As a member of the Civil Contractors Federation, all McLennan's plant and equipment is either employed internally or hired out using the company's own licensed and experienced operators, ensuring that all work undertaken is to the highest possible industry standard. To maintain that standard, the business has on-site, full time contractor, McLennan Mechanical Repairs.



Steve McLennan

"We've been looking after Phil's trucks, trailers and machinery for about eight years now, helping to keep them safe and sound. That requires a non-stop effort because of the large number of vehicles and equipment in the fleet," said owner and principle, Steve McLennan.

Steve, and his apprentice Grant, keep tabs on the Hercules-built, aluminum truck and dog trailers, all using BPW running gear and Ringfeder couplings, both long-time trailer equipment favorites of Phil. "The trailers do it tough, and as such are all rock sheeted and fitted with 'double skin' wear plates. For the demolition work Phil uses biz-alloy steel built truck and dog trailers to handle materials like crushed concrete. With the heavy going, in and out of the quarries and construction sites, BPW is by far the best choice for the job. That's confirmed, as we have very little trouble with both their axles and air

suspension systems. Likewise, the new AUS 202 Ringfeder couplings, using the automatic rotating pin, returns a highly sustainable service life," Steve said.

To deliver the latest methods of construction, McLennan Earthmoving employs a wide range of GPS and TPS guided and laser levelling equipment. That, together with their experienced team of multi skilled people, guarantees their business completes all tasks to schedule and on budget.

Add the ability to crush, grade and screen, all rock-based materials, for the likes of concrete products, used as road base, for footings and foundations, and you begin to have some understanding as to why Phil's business has succeeded and steadily grown as an earthmoving and civil construction contractor servicing the New South Wales north coast area. ■



Keith Fenton with driver, Brett Allen

LIFTING THE BURDEN

Logging contractor firm, HR Forestry, is achieving exceptional operating efficiencies using a 19 metre B double skeletal trailer fabricated at the Barker Trailers production plant at Woodend, Victoria.

THE skeletal trailer was designed and engineered especially to suit the heavy going of moving pine logs out of the various Forest NSW Radiata plantations, situated in the Southern Highlands of New South Wales which involves carrying a large variety of timber lengths needed to satisfy the needs of HR Forestry's diverse client base.

The rugged nature of the public forest tracks and the movements of recreational tourists place a lot of strain on both the transport equipment and operator, as truck driver Brett Allen explains.

"Moving in and out of the area involves a lot of braking due to the sight-seers and the poor condition of the dirt tracks. Yet the Barker unit handles the 38 tonne payloads well, especially when I get on the highway where it sits and tracks as good as a semi."

Brett delivers four loads of pine weekly to the Visy Tumut Kraft Mill, some four hours drive south, where the timber is pulped to produce paper for both domestic and export markets, and to the family run Penrose Pine Mill, that produces high quality treated and untreated timber products.

To carry the variety of log lengths, ranging from 2.2 metres up to 6.1 metres, to the various mills, the B double skel had to be designed to multi-task the freight, as HR Forestry manager, Melissa Hayward says, "Barker did a fantastic job by creating a highly flexible log jinker to handle all our haulage tasks and by allowing us to carry out those tasks, very cost effectively."

To take the punishment of running fully loaded and empty over the forestry tracks and to save on tyres, brakes and fuel during the unladen return trips, Barker Trailers Sydney representative, Keith Fenton, recommended the fitment of BPW heavy duty airbag suspensions and drum braked axles, two of which are automatically activated lift axles.

To take care of the need to haul the various log lengths, sliding bolsters were included along with self adjusting air operated winches. Low profile 19.5" wheels and the roll stability characteristics of the BPW suspension and axle package help keep the vehicle safe when in-transit. On-board weight scales and the inclusion of centre log supports, to protect the chassis and running gear, complete this highly personalised transporter.

"We expect to move over 40,000 tonnes of logs a year using this Barker Trailer and do it without the fear of unplanned downtime. With over half the year already gone, we are well on-track with our all-encompassing 'forest to mill' service that includes the harvesting and transporting of the pine logs," says Melissa.

HR Forestry was formed in January, 2011 when Melissa and John Reumer won the Forest NSW tender for the Moss Valley region. Both John and Melissa are no strangers to the road freight scene as they also successfully manage the long standing local and interstate transport business, JRT Bulk Haulage. ■



Melissa Hayward





Lance Andrews



Without doubt, the road freight industry, no matter which country, relies and survives on family based operators like Lance Andrews.

PRIDE OF





PLACE



LANCE caught the trucking bug when he and his brother, Graeme, as toddlers watched their father, Allan, as he worked his brick carting business back in the early 1960's.

"Whenever we got the chance, we would tag along with dad and ever since those days I've been fascinated with trucks and all that goes with the road transport game," recalled Lance.

His first encounter with the industry was when Lance, as a fitter and welder, began building tipping trailers for Gorski Engineering; that was thirty years ago.

The Gorski family business began as a father and son team back in 1975, designing and manufacturing tipper trucks and trailers, and today the company continues the tradition to deliver customised body building solutions that work for operators such as Lance.

"I started at Gorski in the early '80s and for eight years, as part of their workshop crew, took part in creating some of the strongest trailer sections and sub frames that, are still built to last. For those and many other reasons I have always used Gorski tipper bodies for my needs," said Lance.

After leaving the trailer body building business, Lance, as a subbie took on driving bitumen tankers and then moved into interstate highway work hauling general freight using a 45ft curtain sided semi. Over the years he expanded his company's services to include two dry freight semi's and four truck and dog combinations, all travelling as Lance says, "Wherever the freight took us."

"Believe it or not, one day I decided to pull the business back to just me and my Mack, contracting for Ready Mix which is now owned by Holcim," he told us.

Originally serving the construction industry under the well-known Ready Mix and Hume brands, Holcim (Australia) continues to supply aggregate, sand, concrete and concrete products such as water and sewerage pipes. The company has a network of over 200 concrete plants and more than 80 quarries in operation around the nation.

To get an appreciation of Lance's daily routine, we followed him in his truck and dog from one of the Holcim quarries based at Oaklands Junction, Victoria, as he moved a load of aggregate to a concrete pipe plant some 15 kilometres away.

"The 20 metre rig I'm in right now, which operates under PBS, allows me to load up to 40 tonne of metal, sand or road base to support Holcim's concrete plants, road building and sub division projects. Although I'm on the go six days a week, I really enjoy the job of working as a private contractor for the corporation, which goes about their business in a very safe and professional way," he said.

Over the course of his driving career, Lance says he has had to overcome many obstacles, from losing close family members to keeping food on the table during hard financial times. Yet throughout his journey, when adversity hit, Lance told us he has always bounced back.

"Every step of the way I have always taken enormous pride in what I've done, which I believe has helped me when the going got tough. I have also worked long and hard to earn a reputation of being an honest and trustworthy person, which to me, is very important.

"Helping me in part to keep that reputation is the gear I elect to use. The combination of Gorski trailers, Mack trucks, BPW running gear, Edbro tipping hoists and Ringfeder couplings has kept me on the road, without incident, excessive downtime or expensive operating costs." Lance smiled as he continued, "They are all robust pieces of equipment that just like me, are built to weather the punishment of both quarry and site work."

Lance says that he and his wife, Susan, who manages the paperwork, have treasured their opportunity to service the industry they represent and are just as enthusiastic as the day Lance bought his first Scania truck, which was over 20 years ago.

"I cherish everything I do, be it driving the truck, servicing the equipment, or keeping the rig looking in tip top condition. If you do it right, people see that as a reflection of who you really are." ■

The saying “from little things, big things grow” aptly describes the history and development of Parklea Sand and Soil, a vibrant family enterprise which grew as part of a poultry farm business that began in 1966.

GEORGE and Marta Schembri and their young sons worked the farm, which apart from producing eggs, sold chicken manure to the local market gardens. “Back then dad had to load the bags of manure by hand onto an old International tabletop. About ten years later he bought an International Acco to transport the growing demand for the manure and to cart in grain to feed the chickens. When the truck wasn’t being used, he put it to use in outside quarry work. It was around that time, as a family, we started carting the occasional load of topsoil to sell, and before we knew it we were moving all sorts of

loads using a small fleet of tippers,” said George’s son, Michael. By the late 1980s Parklea Sand & Soil was officially in business and has since continued to grow and diversify. These days, brothers Michael and Raymond, maintain full ‘hands-on’ control of the operation which supplies an incredible array of materials including sands, soils, wood chips, decorative pebbles, manures, bagged cement and a host of builder’s supplies for land and building developers, councils, landscapers, and to mums and dads keen on gardening.

To move the thousands of tonnes of materials around the Sydney metro area each year, the company operates a fleet of tip trucks ranging from 3 tonnes up to 33 tonne truck and dog combinations, all bar one having been constructed by Borcat Trailers.

“Our family has been using Borcat Trailers since 1977 as we find their trailers are more durable. We always received honest and reliable service from the ‘late’ Angelo Borg and now we’ve no reason

ALL THINGS TO EVERYONE



to change that long-standing and rewarding arrangement with John and Paul at Borcat Trailers.

"In our line of work we really put the Borcat bodies to the test because of the amount of continuous loads we do and the highly abrasive materials we cart. We occasionally wear out a body floor, but in the main these truck and dogs take the punishment well," Michael said, as he added his positive comments on the BPW running gear, Edbro tipping hoists and Ringfeder couplings their company has always used for the very same operational benefits.

Raymond added, "By supplying a good, honest and reliable service and by providing every conceivable type of landscaping material to satisfy all types of end-users, we've been able to stay in business, especially during the lean times.

"We also have the advantage of owning the business, therefore what we promise goes. That involves giving our customers what they want, when they want it and at a reasonable price," he said.

The boys are steadfast about supplying top quality products in vehicles that are capable of doing the best job for both themselves and their long-standing clients.

"We've just bought the latest Western Star truck, which is fitted with a Borcat body and dog trailer that does numerous loads each week supplying sandstone and road base for local housing sub divisions. It came complete with a BPW Airlight II highway series on the dog trailer and heavy duty series airbag suspension and axle package on the dolly, all specced to meet the New South Wales 48 tonne gross payload truck and dog mass management legislation," said Michael. The unit is also equipped with the latest lightweight Edbro C Series tipping hoists and the newly released Edbro 'hydraulic kit' for truck and dog operations. The kit consists of a PTO pump, dual spool tipping valve and cab control unit.

We went for the new AUS 202 Ringfeder coupling model as well, to handle all the heavy going dumping action," said Michael. ■



Driver Mark Hynes says the new rig is unreal to drive and operate, claiming it is by far the best truck and dog combination he has come across.

(Left to right) Michael, George (who still keeps busy around the yard) and Raymond Schembri.





BPW Transport Efficiency South Island Representative, Dave Comber with Grant Hanham

IN GOOD HANDS





AFTER four years as a 'hard-up' student, Grant Hanham emerged from Lincoln University with his agricultural degree. It was now time, however, to try and make some money, so joined by younger brother, Dean, a motor mechanic by trade, they decided to buy a TK Bedford truck and go hay carting around the Canterbury region of the South Island of New Zealand.

"A year or two later an opportunity came up for us to get into the bridge beam carting business, so we took out a loan, bought a bigger truck along with an old logging jinker and started trading as Hanham Transport. Our first job was delivering beams to the Arowhenua curved bridge at Temuka, South Canterbury. Today it's still a very impressive structure," said Grant.

Being the 'new boys on the block' Grant says, was hard going at first, operating on a restrictive license and with all the industry regulations to manage. Yet with all the early operating challenges the brothers faced, news soon spread about their ability to offer a good reliable service with very competitive rates and an attitude to do whatever was necessary to successfully complete the job at hand.

It's now been 30 years since Grant and Dean began moving bridge beams. However the scene these days is a little different for them both, with 13 trucks and 16 trailers backing the firm's now highly flexible in-depth service ability.

With a mixture of concrete panel trailers, trombones, crane trucks, flat deck semi's, pull trailers and their latest acquisition: a super trombone complete with the force-steered Tridec suspension, there's nothing much the boys can't carry for the local construction industry.

"Over the past 25 years there's not one major building project within the city of Christchurch that we haven't taken part in, as we've delivered all types of construction materials, but predominantly reinforcing steel and precast concrete components," says Grant.

Local trailer manufacturer, TMC Trailers, designed the Hanham Tridec quad axle trombone, capable of transporting the extra-big loads, like the bridge beams, which Grant says are a now a breeze to move to the construction site, all thanks to the technologies behind the trio of TMC, Tridec and BPW's engineering capabilities.

Located underneath the front of the trailer is the heart of the Tridec system which automatically controls the steering of the rear quad axle suspension assembly. A pair of hydraulic rams is attached to a wedge that connects to a turntable that transfers the hydraulic commands to the rear trailer bogies.

Based on proven European designs, the rear of the trailer rides on four separate and independent bogies, each mounted to the trailer chassis

using a ball-race turntable. Every bogie has a series of steering arms which allows them to be turned at differing rates of degree. Each bogie steers the BPW axles slightly differently from the other, producing a consistent, accurate and smooth turning path. In addition, the front axle of the quad incorporates a BPW lift-axle, designed to add further manoeuvrability for Grant to negotiate really tight cornering and to reduce the amount of trailer tyre and brake wear when running unladen. "Paul Currie and the team at TMC went all out to build this robustly structured unit and it performs brilliantly. The Tridec system came with a remote control unit so we can operate the trailer's turning capability from a clear view and safe distance, and that makes the job of handling over-length and heavy loads, especially through roundabouts and in narrow winding metro streets, a lot easier.

"We couldn't be happier with the end product, as when on the road this trombone tows tighter than our shortest trailer because all axles steer relative to one another. The heavy duty BPW axles, including the front lift axle, all perform to command and both 'set-up' and 'close-up' time is minimal. Actually chaining down the load takes the longest," Grant said.

Hanham Transport has developed a long standing reputation as a trustworthy service provider looking after long term customers like Steel & Tube Reinforcing, Stahlton Precast (a Fulton Hogan Group company) and Portacom New Zealand, moving their portable buildings and equipment all over the South Island.

All client services, as Grant says, are carried out with the shake of the hand; that's how much the industry respects Hanham's ability to deliver the goods on time and in one piece, especially the delicate concrete panels.

"Our success has been based on being able to offer an all-encompassing service comprising affordable and proven transport solutions, not just trucks and drivers. When a customer rings, because of our range of equipment and industry experience we are able to say yes to most projects, with the reassurance they can leave it to us and consider the job done!"

Grant says that the recent earthquakes that have devastated the city of Christchurch, with terrible loss of life and so many buildings either destroyed or in need of serious repair, saying, "It has greatly saddened everyone connected with the building fraternity.

"It's such a tragedy knowing that a lot of us in the industry have worked so hard to build what we felt was one of the most beautiful cities in the world, and to realise that we now have to start all over again is very humbling. It's going to be a huge challenge," he said. ■

Established in 1953 as Lindsay Brothers under the leadership of Peter and Tom Lindsay, the Lindsay Transport division has progressively grown to become one of this country's leading hauliers of refrigerated produce with a fleet of around 700 vehicles including 200 prime movers and 450 trucks.

LINDSAY Australia now has a business that moves over 1.2 million tonnes of freight and in excess of 50 million kilometers every year, all through their strategically located nation-wide freight terminals.

Services include the line haul of dry and general goods, refrigerated freight, express parcel, rural supplies, local pick-up and delivery, warehousing, cold storage and distribution.

The underlying strength of Lindsay Transport is its fleet's flexibility, the company's ability to meet the stringent levels of the food industry's safety standards, reliable on-time delivery, and the quality handling of the fragile freight being hauled.

To keep the wheels rolling, Lindsay Transport has committed to an in-house service and maintenance regime designed to assure their NHVS accreditation.

National maintenance manager, Nick Lindsay, oversees the importance of the company's vehicle service and repair programme,

which is supported by around 45 full-time staff consisting of tradesmen, apprentices and administration personnel.

Nick joined the business over 12 years ago as a refrigeration mechanic and has since worked his way through the required operational tasks to now hold his current and most important position within the Group.

"My role is to co-ordinate all of the fleet's maintenance work, truck and trailer repairs, through to complete re-builds, and finally the warranty claims.

Most of the big jobs are carried out here at our Coffs Harbour service centre where we are geared to look after everything from the truck engine to the trailer's tail lights. The only thing we can't do is straighten the chassis," said Nick.

Lindsay's has all the accreditations and credentials to replace and repair all truck and trailer components from engines to the running gear. Every piece of equipment is visually checked every 30 days, with

ALL ABOVE BOARD



component parts replaced as a preventative breakdown measure. "We purchase only the best of parts and equipment and look after those components to prolong the life cycle of the fleet. That means replacing items such as bushes, bearings and seals before they cause damage. This way we minimise the chance of a breakdown. "Downtime can be massive for us because of the high turnover of freight we handle, especially within our Express division where we need the confidence of knowing our vehicles can consistently run on-time," said Nick.

Using well proven quality equipment brands, as Nick says, saves their business in the long run, with far less costs of replacing parts, along with the savings associated with minimising service downtime. "In my opinion there's no substitute for quality such as the BPW brand of running gear which is used under most of our trailers. Their axles, ECO plus hubs, airbag suspensions, EBS, and disc brake technology make our task easy because the BPW system is simple and quick to work-on, and their gear thankfully, doesn't need to be serviced too often.

"Our focus is to purchase and look after the best transport gear on the market as we promote safety in the working environment to all our ground staff, drivers and to our customers. The technical innovation that comes with the likes of the BPW package has never

let us down, and for us, that's the bottom line that has kept Lindsay Transport at the forefront of our industry," said Nick.

So keen are Nick and his maintenance crew to keep their customers happy with the promised delivery times, the company has invested in having more than \$1,000,000 in spare parts available on the shelf, ready to use at a moment's notice.

"The care of our customer's freight and the delivery schedules required is everything, so we simply won't take the risk with either shoddy service work or the use of non-genuine parts. We even go to the length of operating only the most up-to-date equipment up in the far north of the state, to make sure our drivers aren't left stranded and isolated on the road due to a breakdown brought about by inclement weather or bad road conditions.

"Everything we do is done properly. It might cost a bit more up-front, but in the long run it protects our customer's reputation. After-all, our customers business is the bread and butter of our business."

Lindsay Transport has always embraced the latest in innovative road transport equipment. Back in the early 1980s the company was one of the first in the country to trial the new BPW soft-riding airbag suspension system, developed to protect delicate cargo from the damage caused through road vibrations. ■



Nick Lindsay with BPW Representative, Byron Foss



ACTION PACKED

With the full support of his wife Lyn, Greg Brosnan stepped into the competitive world of trucking when the couple purchased a small transport business back in 2006, and according to Greg they have never looked back.

SINCE that gutsy decision, Brosnan Transport Limited, better known as BTL, has flourished by capturing and delivering just about every conceivable type of freight that moves between the cities of Christchurch, Oamaru and Dunedin, all located on the east coast of New Zealand's South Island. Based in Timaru, BTL is expertly set-up to handle the transportation of a multitude of cargo types by cleverly utilizing a wide variety of trailing equipment, and as Greg commented, all with the dexterity and dedication only a hands-on family-managed operation could possibly achieve.

There are truck mounted cranes specifically employed to deliver building materials to both their metropolitan and rural based clients. There's a semi tanker dedicated to supplying bulk powder products, a side lifting container trailer, a cement panel trailer, a trombone trailer, plus a range of flat tops and the company's latest acquisition, a B train designed to do line-haul work.

"We had the Fruehauf trailer people build the B train to expand our general freight service across the South Island and also up to the North Island where it travels once a month or so. It's all part of our ability to be able to offer our customers a complete freight service,



Greg Brosnan

as over half of our loyal clientele are involved in the business of supplying many different products,” said Greg.

The comprehensive freight service Greg talks about is driven by the fact that the stretch of coastline, their business operates along, is sparsely populated and therefore transport operators like Brosnan, to survive, need to be all things to everyone.

“We not only need to grab all we can, we need to do it better than any of the other highly competitive carriers on the South Island, hence the need to be clever at what we do by being both flexible and nimble.”

Greg says it’s one thing to have a diverse fleet capable of handling a multitude of freight. What you also need, he says, is attention to detail to make sure everything goes to plan, as in his business the game plan frequently changes and at a moment’s notice.

“I believe the test in our line of business is that we need to be constantly in touch with all facets of the job. To help manage the process, all our trucks are satellite monitored to track our delivery times and all are driven by long time employees who are committed ambassadors of our business. In fact all my key staff are savvy on all the ins and outs of our operation and therefore are able to offer great customer back-up support.

But as Greg explains, the main reason behind the company’s success

is its hands-on approach. “Above all else we have to be flexible and pro-active to meet the demands of our customers’ freight schedules, as we are often called upon to rework consignments with only a moment’s notice. The big boys in town can’t possibly match our response times because our customers don’t have to get decisions made by a long line of people to get their request actioned. When it comes to making the decisions, as to how and when we service each of our client’s requests, the buck stops with the person in charge and most of the time that’s me,” said Greg.

To assist in keeping their customer base loyal by avoiding the hassles of unnecessary breakdowns, Greg is always planning ahead to improve the status of his equipment and service.

“To maintain a trustworthy and measured service regime, making the right call on equipment is vital. For example, we opted for the Fruehauf B train specifically on the latest BPW running gear, because these trailers need to be around for many years to come.

“The only thing I want to think about replacing on that B train, is a couple of worn curtains. The rest needs to consistently stand up to our customers’ wishes so we’re not scared to tackle any job that comes our way, and don’t doubt that we can do the job properly,” said Greg. ■





UP FRONT AND PERSONAL

FOR Customvac Australia it all began with marketing their range of pneumatic grain and feed handling equipment from the company's Toowoomba-based operation in Queensland. Since 1983 however, the family business has expanded its horizons to include the supply of grain management equipment like conveying, aeration and central-vac and feed delivery systems, sold and serviced not only in Australia but also throughout New Zealand, Papua New Guinea and South East Asia. Since opening its doors, Customvac has developed broadly based expertise across the feed milling, trailer manufacturing and feed blower truck industries.

"We are a market focused company, not a manufacturer, which allows our staff to focus on determining and satisfying individual client needs," said Customvac managing director, Jim Sampson. Customvac currently employ staff in three strategic locations within Australia to collectively cover the needs of clients in all states and territories. We spoke to the company's Western Australian regional

sales representative, James Moesker, who is based in an outlying suburb of Perth.

"I've now been with Customvac for 15 years, servicing the needs of organisations within the agricultural and road transport industries. We operate a fully equipped engineering, service and repair workshop facility that allows us to provide the hands-on custom assembly of trailer bodies, chassis and pumping equipment through to supplying and fitting trailer running gear, plus all the essential after-market customer care services," says James.

To be a reliable and responsible marketer of equipment systems to suit the milling, feed transport, bulk grains and materials and grain storage sectors, Customvac relies heavily on manufacturers such as BPW for its trailer running gear, and Walinga, a family based Canadian manufacturing business, which produces purpose-built pneumatic feed delivery systems and equipment for the Canadian, USA and European markets.

"My perspective on what we do is about building long-term customer



James Moesker

Transport, has recently taken delivery of a Pocket Road Train fully equipped with Walinga and BPW related products, all packaged to return better payloads and to deliver that payload more quickly and safely than utilising a conventional truck and dog combination.

A Marleys representative told us their choice for using Customvac was simple. "They deliver reliable and innovative solutions to meet our customers' needs and they are close by for service and repairs when required."

James went on to conclude, "Because of the support from our suppliers, and our work ethic, which is based on a Christian perspective... when we say yes, we mean yes." ■

relationships, and being able to offer quality products with the resources and ability to service those products.

"From Walinga we source Airlock and Blower Systems for both mobile and fixed plant applications and their Ultra-Lite Hopper trailers and truck mounted bins for on-road feed transport. They also supply us with blower truck/trailer fit-outs and kits to suit feed and granular materials, pneumatic suction/blower conveyors, central vac clean-up systems for mills and factories, 'blow only' transfer units for silo filling and controlled aeration systems for stored grain management. It's a total equipment package that allows us to offer light-weight, cost-effective transportation systems and quick and safe pumping and discharge services, all fully bio secure.

"As for BPW, I pushed for them to become our preferred trailer axle and suspension supplier, once again because we insist on reliable, quality products," James said.

To exemplify all of that, Western Australian operator, Marleys





James Naylor

SAFE and SOUND



In the prime of his career in road transport, working for one of New Zealand's prominent freight forwarders, Peter Fletcher was suddenly made redundant.

FACED with no immediate income or the security of working in an industry he loved, Peter, along with his wife Sue, made a life changing decision.

"Thanks to Sue's financial and personal support, we decided to go it alone and start our own transport company. So we brought three van trucks and began moving furniture for the residents of Christchurch," Peter said.

With Peter's industry contacts and their own branded trucks on the road, business flourished, and within five years the Fletcher family members were well on their way to becoming a major mover and shaker of freight services around the Christchurch area.

"We expanded our removalist services to include general freight, but only to cover the needs of the metropolitan area. That eventually led to getting involved in the import and export transport business for both

the air and sea sectors, doing express courier work. To further diversify our operation we also decided to move into the truck-mounted crane market to provide a service delivering building materials, portable offices and sheds, and to be able to work the vehicles on construction sites."

Nowadays the PFT (Peter Fletcher Transport) fleet, is to say the least, complex, as it is made up of curtain-sided semis, B trains, rigid vans, crane trucks, skeletal trailers and side lifters, the latest of which is this Steelbro-constructed, 36 tonne lifting capacity unit, which operates on a BPW airbag suspension system and disc-braked axles.

According to BPW Transport Efficiency's South Island business development manager, Dave Comber, the Steelbro 'SB 361' series, which offers a 4 metre outreach, is among the largest capacity side lifter operating within the New Zealand container transportation industry.



Left to right: Peter with son Jamie and loyal mate, 'Mollie' The beautifully resorted 1969 Bedford was one of the first trucks Peter drove.



Company driver and side lifter operator, James Naylor, who has been with P.F.T. for over five years, says this Steelbro is one of the most stable side lifters he has ever had the pleasure to operate or ferry around and he should know having been in the container transportation industry for the past 20 years.

To support its container freighting business, which is capable of handling up to 30 loads a day, PFT has a large warehouse and distribution facility which is fully approved by the Ministry of Agriculture and Fisheries. This provides the company's import and export customers with a quarantine and custom bonded holding service, with half of the area fully racked and the balance used for bulk pallet storage.

"All our vehicles are equipped with GPS for both safety and communication reasons, because I believe if you're running late with a delivery it's better to let your client know sooner rather than later," said Peter.

Peter's outlook to safety also extends to the people he employs and

the equipment he chooses to operate.

"We're not in the line-haul business, because I want our drivers to be home safe in their own beds at night. We insist on an alcohol and drug-free workplace environment and a fleet equally fit for the job through the utilisation of the latest in technology and sound preventative maintenance practices. That's the reason we are moving to new equipment such as our latest disc-braked Steelbro trailer.

"I'm very strict and serious about safety and legal running, because I want our vehicles to be in the top five percent of the industry's Operator Rating System," Peter said.

With Sue in charge of the company's administration duties, son Jamie overseeing the management of the fleet's movements and Peter behind the scenes looking after customers and the day to day activities, the PFT business is a vibrant as ever. So much so the firm has since moved into the B train tanker business carting live salmon and trout. 'Where to next?' we asked. #

COLLECTIVE

Effort



Gerard Guiney, McColl's national repairs and maintenance manager for the Farm pick-up division



John Hovey, McColl's national fleet and R&M manager, alongside the Byford front mounted pumping system



For over 60 years McCol's Transport has kept Australia moving with its bulk food, chemical, dangerous goods and farm milk collection services.

IN FACT the company is the largest independent carrier of its kind offering reliable, world class compliance deliveries from Cairns in the north to Adelaide in the south west, and most major cities and townships in between. Safety is one of the key standards that set McCol's Transport apart, achieved by operating some of the most modern and specialised food grade tanker truck fleets in the country.

Utilising the latest in equipment technology is also part and parcel to improving both the safety and the productivity of the McCol's farm pick-up service, hence the reason the company has recently acquired four Byford engineered and manufactured 19 metre Pocket B double tankers plus two singles, all designed to achieve better workplace safety and productivity outcomes.

Edwin Higginson, McCol's general manager, fleet and infrastructure, explains... "Byford's has had a number of years experience building stainless steel tankers for us in our farm milk pick-up business and in that time has developed many cost saving processes, like its latest fully demountable pump and hose reel innovation."

Edwin says that with this new operational feature they can simply remove the lead tanker's front mounted pump and hose equipment, along with the associated computer controls, to free-up the B double for other line-haul work if required. Better still, as the hose reel and pumping gear are no longer attached to the rear of the prime mover, as in the case of many older style milk tanker collection units, the truck can also be utilised between the other divisions more easily.

"The Byford removable front mounted pumping system gives us complete vehicle flexibility. As for their new flow-metering setup, McCol's has purchased a state-of-the-art system from Europe that passes the metering data back to our control room via the mobile phone, which gives us even further control over our pick-up practices," said Edwin.

National farm pick-up improvement manager, Gary Riedell, who looks after the McCol's driver managers, says that the new Byford Pocket B double arrangement is one of the best when it comes to making the drivers infield work experience, that much easier and secure.

"As the truck and tankers are configured to only 19 metres in length, there's no need for drivers to back up the B double to collect the milk from the farm vats. Instead, they can now approach the holding tanks or sheds by driving straight ahead, which takes less time and is far safer.

"As the pumping gear and hose reel are positioned at a sensible operational height, and at the front of the A tanker, the task to

access the hose is very user- friendly because there is no shoulder, arm or back straining needed by the driver to move the hose to the collection point. When it comes to reeling-in the hose, it's also done effortlessly using the aid of a push-button, remote rewind device, with no occupational safety hazards attached.

The first of the new Byford Pocket B doubles is now operating in New South Wales within the farming region surrounding the city of Orange and, according to Gary, is servicing the milk pick-up and delivery needs of National Foods very well.

"With this Pocket B double we can transport up to 34,000 litres of milk at a time, which is substantially more than we've been able to achieve in the past. As for the tankers themselves, being fully insulated they take good care of the milk whilst in transit. The added value design also gives the driver clear access to operate the hose reel from either side of the A trailer, and their centrifugal pumping system is capable of flow rates in excess of 80,000 litres.

All together, these features represent significant productivity gains that flow directly on to McCol's customers via a more reliable and efficient service," said Gary.

Finally, we spoke to Gerard Guiney, McCol's national repairs and maintenance manager for the farm pick-up division. He keeps a close eye on the fleet of around 70 trucks and 100 tankers, making sure all are safe and sound and not running up unnecessary operational costs.

"We have a great crew of depot workshop people that help keep tabs on all the repairs and servicing schedules, which in our business are fairly demanding, seeing that the fleet operates on both a day and night shift seven days a week. It's a punishing environment on the equipment which is often subjected to potential damaging conditions caused by gravel roads and boggy tracks."

Because of this constant heavy going, Gerard has tried different brands of trailer running gear, always coming back to the durability of BPW.

"With the superior design of their axles and air suspensions, and with the addition of their trailer EBS, we find that the stability of the BPW package is second to none for safety, especially when you're travelling over uneven surfaces and along unforgiving country roads.

"As for the economical benefits of running BPW, we find it's an easy and very low- cost package to service. Technically it's as good as it gets for reliability and longevity and, as I said before, highly stable. It's the kind of trailer gear most major fleets, like McCol's, are heading towards to protect themselves and their customers' future." ■

TOP OF *the* GRADE

Every now and then we come across people in the industry engaged in life-long endeavours to make the lot of others that much better.

GRAHAM Lawless is one such person. For almost 30 years he has devoted his engineering design skills and time to innovate smarter and more efficient ways of shaping the land. His efforts have led to the creation of a series of tractor-drawn scraper/graders, all endowed with laser, GPS and 3D controls to make the job at hand more accurate, faster, and economically the better choice.



Local contractor Len Grass with Graham Lawless



"Put simply, our machines are controlled using all the latest available operational technologies. For instance, say your task is to create a golf course. Once you have the desired compute-designed course, it is then downloaded into the machine's control system via email or from a USB. We then employ laser beam technology to lower, raise or tilt the cutting blade, as per the computerised design, to accurately produce all the required contours and shapes of the fairways, bunkers, undulations and even the greens. To control all the dimensional requirements of the course design, such as the desired lengths, heights and widths, the system links into the satellite services of GPS," said Graham.

As the scraper/grader cuts the land, the material removed is concurrently spread to fill the required low areas. This method, known as balancing the fill, does the job that would normally take two or more other machines such as loaders, dump trucks and motor graders. Machines, like the Civil-Grade 2500, seen here, which is 2.5 metres wide, 4.8 metres long and weighs less than three tonnes is operated by just the tractor driver.

"Because our scraper/graders are lightweight and run on flotation tyres, they won't get bogged on wet terrain and as they are compact in size, they are easy to manoeuvre around tight cutting sites. Being a total of 2.5 metres wide, the 2500 series is also low cost to transport using a standard drop-deck trailer. All those attributes make it ideal to service civil construction projects, sports grounds, roads, sub-divisions and as mentioned, the intricate shaping of developments such as golf courses. We also manufacture other scraper/graders, especially created for use in the agricultural industry," said Graham.

The particular unit pictured in this story has a unique two-roller system to guide the ejection of the dirt. This, according to Graham, saves on weight and wearing parts, as other machines designed to do similar workloads use up to eight rollers to achieve the same result as the Lawless Laser-produced equipment.

Other features of the Lawless built Civil-Grade machines include a positive lifting action, independent rear lift and tilt controls, the ability to provide a cross slope blade cutting angle, adjustable router bits, sturdy draft arms and BPW lightweight stub axles. The load capacity of the unbraked pair of stub axles is rated at 4 tonnes up to 40 kilometres per hour and each stub axle tares in at only 15 kilograms. Graham and his wife Claire operate their Lawless Laser manufacturing facility from the Victorian country township of Numurkah, which is situated in the rich agricultural area of the Goulburn Valley, and where possible, they access their machinery components from local suppliers.

"Our machines are well accepted throughout Australia and in parts of New Zealand, and we are currently looking at supplying the Middle East.

"There's not too many tasks our range of tractor-drawn scraper/graders can't handle and handle very efficiently, with lots of positive feedback from end users. I guess seeing that our customers are serviced well by the equipment we provide is what has kept us focused on growing the company, inventing and reinventing our products." ■





The planet was shaken, in more ways than one, when an 8.9 magnitude earthquake struck Japan on March 11 this year, causing widespread destruction and triggering a Tsunami.

SAVING GRACE

AS the unfolding news of the massive loss of life and the unprecedented damage to property was broadcast, fear for the safety of the Fukushima nuclear power plants began to emerge. Although the power plants survived a series of explosions and fires following the initial earthquake and subsequent aftershocks, immediate action had to be taken to minimise the health concerns of the consequential radiation leaks.

Just eleven days after the quake, a 58 metre Putzmeister built, large five-arm boom pump began pumping water for cooling at the power plant. The M58-5 pump has an output of 160 cubic metres an hour at a pressure of 85 bar and is driven by the truck's diesel engine. This means the unit does not have to rely on any external power supply. Soon afterwards, the Japanese operator decided to use another four Putzmeister machines at the damaged reactor blocks in





*Above: The M 70-5 is the world's largest series-produced truck-mounted concrete pump that has been successfully tried and tested in practical use.
Above Right: Putzmeister M58-5 uses water to cool Unit 4 (Source: TEPCO)*



Fukushima. Two 62 metre high machines with six arms (M 62-6) and two 70 metre-high machines with five arms (M 70-5) were employed. All the machines were designed and produced in Germany, the two 70 metre pumps were taken off active duty from construction sites in the USA. The first machine was flown from Stuttgart to Japan in an Antonov wide-bodied aircraft, while the other machines also arrived by plane soon after. Initially the machines were used to pump water, and, later, the larger truck mounted pumps were employed for the necessary concreting work.

The two large-boom pumps are characterised by their enormous vertical reach of up to 70 metres, as well as their particularly flexible boom kinematics.

This means that the uppermost arms of the booms are able to reach over the edge of the reactor buildings and into the buildings from above. The advantage of this is that the cooling water can be fed a great distance over the destroyed buildings and can be fed exactly where it is required.

Thanks to its six arms, the M 62-6, for example, is considerably more flexible than a comparable five arm boom with a similar reach. All Putzmeister machines can be operated using a remote control system which allows the distributor arm to have further flexible movement.

As for the M 70-5 truck-mounted concrete pump, it is the largest series produced concrete pump of its type in the world. It is mounted on a semi trailer pulled by a 500 HP tractor. In order to ensure even distribution of the weight of 80 tonnes, the vehicle has 10 BPW axles over the total length of the 21.4 metre unit.

Putzmeister was founded by Karl Schlecht in 1958 and is now a global builder of specialist machinery.

The company, headquartered in Aichtal near Stuttgart, Germany, develops, manufactures and markets mobile and stationary machines for pumping liquids and high density solids such as concrete.

In their expertise of Industrial Technology, Putzmeister brings together the different solutions needed for a variety of industrial challenges, such as the task faced at the Fukushima plant.

Putzmeister products have already been used in previous crisis situations. In 1986, after the tragic accident at Chernobyl, Putzmeister helped to make Reactor Block 4 safe again at the damaged power plant. In total 11 Putzmeister truck-mounted concrete and stationary pumps were used. ■



CALTEX Australia is the country's leading refiner, with production comprising approximately 50 percent petrol, 30 percent diesel and 15 percent jet fuel. The company's remaining production consists of fuel oil, waxes and lubricants, bitumen, sulphur, LPG and other gases. The refiner is also Australia's leading transport fuel supplier and convenience retailer with state based resellers such as Caltex Energy Queensland which also acts as a wholesaler of Caltex quality products.

This state fuel supplier has a network of 'diesel stop' outlets and fuel depots that are located throughout Southern, Central and Northern Queensland as well as the Northern Regions of New South Wales. Its prime business is to provide bulk fuel delivery distribution, quality lubricants and other products to the agricultural, transport, earthmoving, industrial, mining and reseller sectors.

Logistics manager, Craig Carpenter, is the man responsible for getting the fuel to the various Caltex Energy QLD customers and their retail sites, both on-time and in the most cost effective method. That, says Craig, involves managing all the vital customer communications, pricing, overall quality control and the reliability of the transport fleet.

"Part of my brief is to look after the vehicle replacement program, which involves liaising with our operating staff, customers, suppliers and manufacturers of equipment and ancillary items, all to develop better transportation solutions from initial concepts through to the delivery of the end products."

To service the Caltex Energy Queensland customer base, Craig has in action a number of 4 x 2 rigid vehicles that mainly deliver diesel fuel to small and medium civil and road contractors through to the larger organisations located within the broader metropolitan area. He then employs 6 x 4 truck and quad axle dog trailer combinations designed to travel further afield to deliver their larger loads.

For their line haul deliveries, Craig uses sub-contractors who operate 25 metre B doubles, as the current Caltex Energy fleet simply cannot compete with the economies of scale required for their long distance consignments.

"In servicing our clientele we need to carry out that task in the most reliable and productive way. So to improve our operating efficiencies to handle both our day-time commercial farm work together with our overnight line haul needs, we have just commissioned our first 19 metre B double tanker combination," Craig said.

The B-double tankers, built by Holmwood Highgate, have allowed Caltex Energy Queensland to become more competitive by simply being able to go the extra distance using a single unit.

FUTURE



PROOFING THE FLEET



"We are now able to carry and deliver up to 43,500 litres with this new B double, and, using the cab-over 500 h.p. Kenworth, still access most of the sites we service, using our fleet of truck and dogs," he said.

As for the design and production of the 19 metre tanker setup, Craig was very complimentary about all those involved.

"Holmwood was great to deal with, as nothing was too much trouble during the manufacturing process. All the people at the factory were very accommodating, offering good workmanship and reliable back-up support throughout the entire build.

"We placed all the pumping gear on the lead trailer and used 'Diptronic' technology throughout. Both the truck and trailer combination is equipped with ABS, disc brakes and EBS for total operational safety. The BPW air bag suspension and disc braked axle combination was again chosen due to the BPW track record for providing an excellent, long-life run," said Craig. And Craig should know, having begun his road transport career as a depot manager at Murwillumbah for the Mills Transport Group back in 1988, through to experiencing all the transport challenges thereafter, such as the dynamics of rapid growth, the takeovers, mergers and the eventual amalgamation with the Caltex organisation he now thankfully serves. ■



Craig Carpenter

NEVER ENDING JOURNEY

One of New Zealand's largest and most diverse family owned road freight operations started with founder, Philip Wareing, spraying farm crops.

NOT content with his one truck spray contracting service, Philip began buying up other small transport based businesses to initially service the rural community surrounding his home township of Methven, located an hour's drive west from Christchurch. "From the early '80s onward Philip went on acquiring more and more freight companies, forming partnerships in ventures set-up to cart fertilisers, logs, livestock, bulk feed, general freight, even containers," says Philip's son Mark, who looks after existing and new sales requests for the family's extensive transport service.

Collectively the group now manages over 160 trucks that travel throughout the Canterbury plains region on the South Island, across to the east coast cities and townships. Products moved include bailed silage, straw, hay and palletised seeds, wool, potatoes, wheat, logs, bark chips and sawdust, cattle, sheep, deer, plus all kinds of general freight, and Mark says they are still very actively involved in the fertiliser-spreading and crop and pasture-spraying business.

To compliment these services Philip Wareing provides the local farming communities with the warehousing and storage of bulk and palletised goods at their Methven based storage and transport hub.

"We have a great crew looking after our warehousing operation and the fleet that's made up of B trains, bulk tippers, spraying and spreader units, blower trucks, hi-cube container skels, side lifters, multi-bolster jinkers, self loading crane trucks, stock crates, flat top semi's, even our refrigerated van that supports the close by Mt Hutt tourist industry with food and supplies for the local store and restaurants," said Simon, who is in charge of the daily consignments and all the transport tasks that go with that role.

Upgrading and maintaining the fleet also has its challenges, which both Simon and Mark referred to as, 'opportunities.'

"For every new vehicle we purchase we look for the latest available technology which was the case with our new TMC-built 46' container



Mark and Simon Wareing



trailer. It's equipped with the on-road stability of TEBS, BPW disc-braked axles and air suspension, which for us is to be the future trailer spec because we figure it's the safest option. Apart from being safe, the unit is also lightweight and durable, as TMC tend to over-engineer their trailers, which is fine by us.

"TMC and BPW do a good job for us because of their technical expertise and personalised back-up support. As far as BPW goes, apart from the great service we receive from the likes of Peter Wood and Dave Comber, we believe we're getting the best product on the market for price," Simon and Mark both agreed.

The quad axle, super single skeletal trailer is in service moving containers of locally sourced farm produce from Methven to the Lyttelton Port at Christchurch. Once a container is off-loaded, it is either replaced by another container or a flat deck section is fitted onto the skeletal trailer to cart general cargo back to Methven. During the course of its use the skeletal will undergo a 26 point service check-up every 7500 kilometres, which includes a brake roller test, as will all other Philip Wareing transport equipment.

As for Philip, we're told, he still plays an active role in the business advising the Group on financial and operational matters. He also manages his 'high country' station farms and is the Chairman of Wilsons Bulk Transport, a not for profit organisation run to support

charitable foundations.

"Philip has always had the knack to be in the right place at the right time. He's always had the view that if there's an opportunity to embrace new business ventures, he will, providing they stack up both logistically and economically.

That's also our view and the view of the group as a whole, because we believe we must continue to grow and improve, or else we'll eventually go backwards. To be in the best position to take advantage of that growth we have developed our own internal systems and procedures, all managed by staff that are highly experienced and keen to do well."

As for the future, the Wareing brothers say that collectively the Group will continue to re-evaluate every aspect of the business with the aim of doing it even bigger and better, and in that endeavour they will continue to support the Canterbury business district by choosing locally-made equipment.

"We've never been afraid to face new challenges or embracing change, even though at times, in the early days, we learned the hard way. In fact it's that 'go-for-it' approach to what we do which has helped us, over the years, introduce some improved methods of transportation which are now commonly embraced within our industry," said Mark. ■



FIELD CHOICE



Farmers who turned up to the 2011 Western Australian, Dowerin Machinery Field Days, held between August 24th and 25th, were not disappointed, as the organising committee put on what was universally agreed to be, "another great event."

WITH much of the State finally starting to see some rain, confident farmers were in high spirits adding to the fantastic atmosphere that visitors have come to expect at the field days.

Dowerin Field Days chairman, Philip Metcalf, said it was encouraging to see a significant number of new equipment and service providers come on board this year, on top of the strong support from long term exhibitors such as Roesner Pty Ltd, that for 110 years has been manufacturing agricultural equipment like its Marshall Multispread range of all-purpose fertiliser spreaders.

"Even though it has been a late break to the season for many farmers throughout the State, and we are still in desperate need for the rain to continue, it hasn't stopped our exhibitors showing their support for not only the field days, but the industry itself."

"In difficult years it is important that farmers receive advice and up-to-date information on new and existing products, which they can always expect at Dowerin. No matter what the weather brings over the coming months, farmers certainly received the support they needed at this year's event," Philip said.

A significant number of new releases, like the 48 metre span, 13,000 litre Sonic Boomsprays field sprayer, fitted with a BPW triaxle, twin steer share-load suspension, along with keen interest in the demonstrations of equipment, made for an interesting and informative two days.

BPW Transpec once again displayed a large array of agricultural trailer ancillary equipment.

On show was the BPW agricultural tandem GS VB LA unbraked bogie-sprung suspension system along with the VB series, 17 tonne suspension featuring the rear self-steering axle.

Also on display was a selection of axle stubs ranging in capacity from 1.2 tonnes to 10 tonnes, plus the wide-track, 2960mm axle developed for tram-lining.

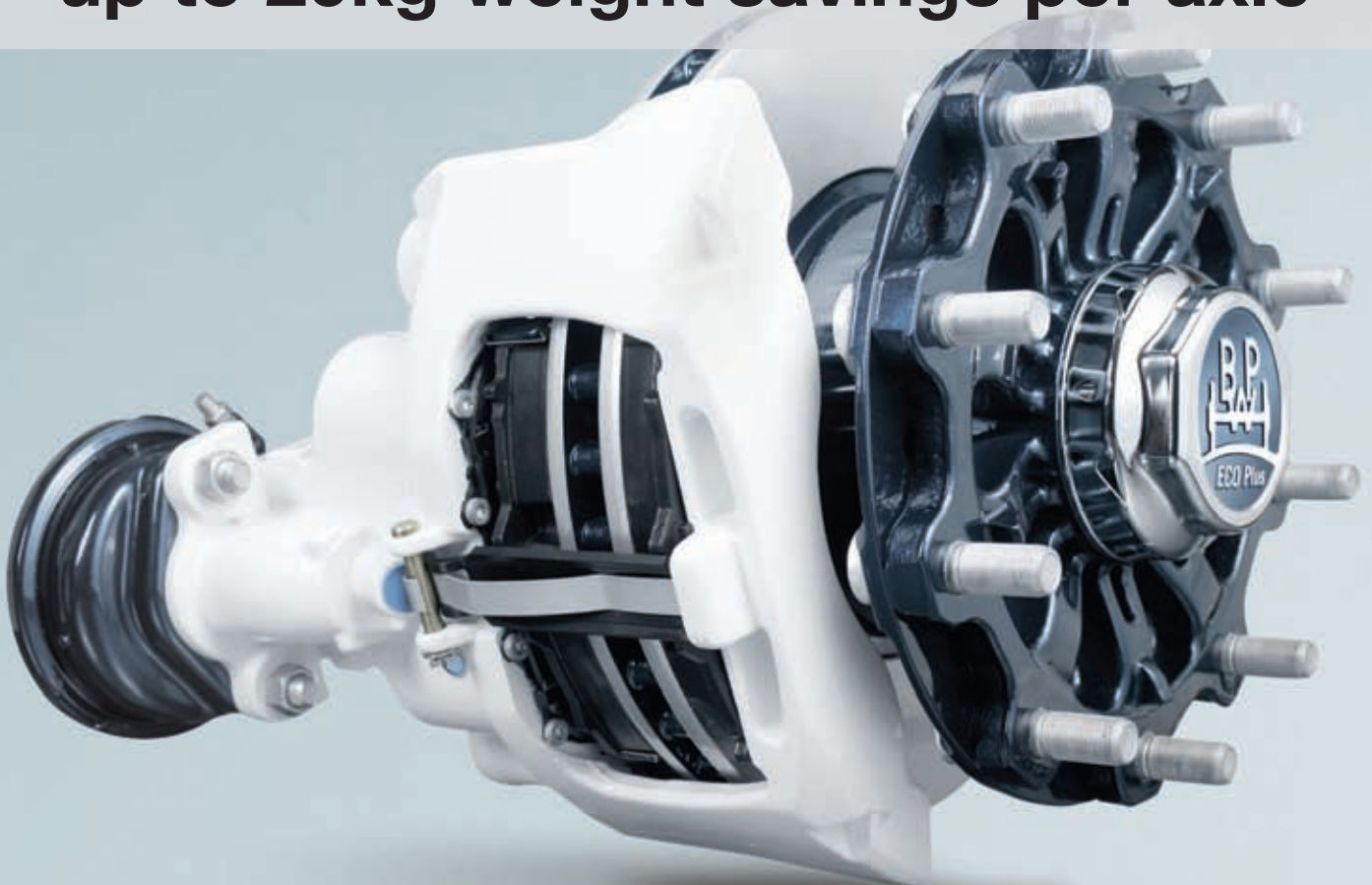
Finally the Outrigger, 3 tonne-capacity, heavy duty OMD36 completed the axle-suspension equipment that was showcase. ■





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