

WE'VE GOT YOU COVERED



Big is better in the west. Centurion have it cornered with 17 new Vawdrey trailers.

From Queensland to Victoria, NSW and South Australia, Vawdrey Australia are expanding right across the country, making sure our customers receive only the best service - no matter where they operate.

Western Australia is the final piece of the puzzle, giving Vawdrey Trailers and outstanding sales and service capacity throughout its support network. With 70 trailers sold in the west over the past three months, it has become an increasingly strong market.

Supported early on by loyal customers such as WA Freightlines, GKR Transport, Toll, and Rentco, Vawdrey have gained a name in the west for its quality and uniqueness.

Originally backed up and serviced through GTE - our recent partnership with Howard Porter in Perth has allowed us to continue offering top-notch trailers with the back up support of another leading trailer manufacturer.

As the exclusive Western Australian agent for Vawdrey, Howard Porter looks forward to

building Vawdrey's exposure in the west, recently appointing two full time sales representatives to take care of the distributorship.

Our latest venture in NSW has seen Vawdrey make the move to purchase its own land. We are serious about our expansion in this booming market, that's why we have set up our own permanent company presence.

With land purchased in Eastern Creek near the M7 motor way in Sydney, the new and expanding branch will continue to be run by Peter Agostino and Lindsay King, along with Malcolm Newcombe who has been with the team for six months now and is doing very well. We are continually looking to expand our NSW team. So if think you have what it takes, give us a call.

The new space will allow us to better service our growing NSW customer base, with full work shop facilities under construction shortly.

Our established nationwide network is made up by the best in the business and we are proud to entrust the Vawdrey name to our dedicated distributors.

In this latest issue of Viewpoint we pay tribute to our commitment for quality and innovation with a host of stories on our latest deliveries - from the Conestoga, to the Wingliner, and everything in between.

We hope you enjoy the read.

 Paul Vawdrey

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TOUGH AS

Now, more than ever, purpose built equipment can make all the difference when it comes to productivity. Toll, Australia's largest logistics and transport company, is leading the way in this field, choosing the unique Conestoga design for its new Blue Scope Steel contract in Brisbane.



Gavin Langford, Toll Business Manager for Blue Scope Steel, has seen a few trailers in his time. So when it came to sourcing trailers that offered that little something extra, he looked to Vawdrey's revolutionary Conestoga for the answer.

Following the successful win of an exclusive Blue Scope Steel contract late last year, Toll has begun operation with its purpose built Vawdrey Conestoga's in the Brisbane suburb of Acacia Ridge.

Joining Toll's fleet of approximately 8000 trailers, this latest batch of 12.5 metre Conestoga trailers and B-Double sets replace the work of flat top trailers with old style coil racks.

With the versatility of a flat top semi, teamed with the protection of a curtainsider, the Vawdrey Conestoga has been the ideal solution for many operators since its release in 2004.

The Conestoga saves time and money, maximising loading space with its uplift bows, while also allowing greater load clearance. The trailers hardwearing stainless steel inserts also allow for added durability, perfect for carting steel, timber, aluminium

and a range of weather sensitive cargo.

Vawdrey Australia were the first trailer builder to introduce the concept to Australia and now have units successfully running for companies such as Toll, Mannway, K&S Freighters, Gregorys Transport and Capral, to name a few.

"These trailers have been specifically designed to carry steel coils," says Gavin. "Some of these coils weigh up to 14 tonnes, so we needed to specifically design load systems and racks to secure the heavy load with special purpose built cradles to maximise on safety."

The load restraint points are unique in themselves, with three channels running the length of the floor, and chaining points welded across every 150mm.

"Tare weight and delivery times were both priorities for Toll. That's why we went with Vawdrey," adds Gavin. "They were able to guarantee us the lightest product on the market and could deliver on time."

Although new to Australia, the Conestoga design has been a success story in North America and Europe for many years, where the concept was originally inspired

by the horse drawn prairie wagons used by settlers in America's 'wild west'.

With Australia's increasing focus on OH&S issues, and the move towards more efficient and specialised trailer designs, the Conestoga's popularity is gaining momentum amongst Australia's leading fleets.

"The drivers all scramble to get one," says Gavin. "The design has all the benefits of a fully covered trailer, keeping the steel secure and dry, while having the distinct advantage of easy loading by overhead crane or fork."

"These are the first Conestoga's in the fleet, as well as the first trailers to go into work for this new contract, and so far the new system has worked very well for us."

Gaining much attention on the Vawdrey stand at the Queensland Truck & Machinery Show in May, Toll adds they have received positive feedback on the trailers and hope to expand their fleet of singles with more B-Doubles as the need arises.

Over the years Vawdrey have produced many purpose built trailers to assist Toll in achieving specific transport solutions, like the Conestoga, and will continue to do so in the future.

"Tare weight and delivery times were both priorities for Toll. That's why we went with Vawdrey."

STEEL



The Conestoga design has all the benefits of a fully covered trailer, keeping the steel secure and dry, while having the distinct advantage of easy loading by overhead crane or fork.

VAWDREY LAND IN NSW

Making inroads into the NSW market over recent years, Vawdrey have now set up shop permanently in the state, with the purchase of their own land in Sydney.



Situated near the M7, the new factory will include full work shop facilities. A new Sales Representative has also recently joined Lindsay King, Peter Agostino, and the rest of the dedicated team as they offer their experience and know how in a market that has been under serviced for too long.

“The Vawdrey name is well accepted and well known in this neck of the woods,” adds Lindsay King.

“Being able to stand alone in our own factory, on our own land, will be terrific. Vawdrey are really kicking goals at the moment, and this land purchase will send a powerful message to our customers that we are here for the longhaul.”

The move will directly benefit Vawdrey’s growing base of loyal customers, like Gilders Local and Interstate Transport, who will only have to travel minutes to reach us.

As a small family run business, Gilders rely heavily on the quality of their equipment

and the back up support of its suppliers.

Operating across the east coast carrying general freight, from their head office in Sydney, to Brisbane and Melbourne, the fleet runs B-double and single trailer combinations.

Recently taking delivery of two Vawdrey B-double sets and a single trailer, Gilders say they expect to see another trailer delivered before the end of the year.

30 years in the business has taught the Gilders family that investing in quality pays off in the end. “While there are some trailer builders who try to pass off poor quality and bad service as standard... Vawdrey just know how a trailer should be built,” says Managing Director, Brad Gilder.

“Having Vawdrey establish a permanent base in Sydney has also made the world of difference.”

“The NSW team are all great to deal with, even when things go wrong. Recently someone backed into one of my trailers and the whole Vawdrey crew were there to help me to patch things up and gets it going again.”



“...this land purchase will send a powerful message to our customers that we are here for the longhaul.”



“We have earned our strong reputation over some of the longest, most trying roads in Australia and we are confident Vawdrey trailers will serve us well.”

WESTERN WARRIOR

From the Kimberley, to Kalgoorlie and beyond, Centurion Transport is covering the West with its fleet of new Vawdrey trailers.

With an order of 17 trailers recently delivered, these new Vawdrey trailers, with eye catching livery, will be used for road train applications in the mining areas of Argyle, and through to the northern goldfields.

With the unmistakable Centurion logo prominent on the curtain design, Managing Director, Marc Cardaci, says he is impressed with his newest army of trailers, proving a powerful force in this harsh operating environment.

“We have faith in the resilience of these trailers,” says Marc. “We have earned our strong reputation over some of the longest, most trying roads in Australia and we are confident Vawdrey trailers will serve us well.”

Established 35 years ago by Frank and Carl Cardaci, Centurion Transport, has since become one of WA's largest and most respected freight companies, with a fleet consisting of more than 500 pieces of trailing equipment.

Making significant progress with its systems, services and processes, Centurion has ensured they maintain a competitive advantage.

“Keeping up with the latest equipment is key for us. For the past ten years we have maintained a growth strategy that has focused on innovation and fixed cost recovery,” he adds. “In today's competitive environment, customers expect more from businesses than just a simple A to B delivery. Our progressive approach has seen us develop comprehensive services to ensure a competitive advantage.”

Centurion's commitment to technology has seen them incorporate a business to business online system, providing timely services to customers, while delivering further efficiencies in time and cost.

It is this unique approach that has seen Centurion earn the title of preferred contractor to the elite of Western Australia's mining industry.



Photo courtesy BPW Digest

WINNING WINGS

Since its formation as a Co-operative of 14 dairy farmers in 1950, Murray Goulburn has grown to become the largest processor of milk in Australia, and the nation's largest exporter of processed food. Now with a fleet of new Vawdrey trailers, the co-op plans to take the next step in technology – gas powered prime movers.

With seven sites located throughout Victoria, Murray Goulburn processes nearly 35 per cent of the nation's milk supply into quality products, sold on both domestic and export markets.

Today the organisation has more than 3,000 supplier/shareholders and is the leading force in the Australian dairy industry, pioneering major changes over its impressive history.

"We have always successfully embraced new technologies to provide innovative solutions," says Group Transport Manager, Bernie Cornell. "Now we are doing the same in our transport division."

A recent delivery of two Vawdrey curtainsiders and five Wingliner B-Doubles, takes the fleet up to 180 trailers and tankers.

"I have been aware of Vawdrey for a long time – but this is the first opportunity I've had to use their trailers since we began to cart our own manufactured products."

Used to transport food products from Leongatha to their integrated logistics centre in Laverton, the Vawdrey trailers will carry a variety of manufactured foods, from powders, to cheese, butter and ultra high temperature products.

"We chose the Wingliner for its fast turn around times and OH&S benefits. These trailers save us half an hour at each end. In the time it takes to finish unclipping a standard curtainsider, we've already unloaded the Wingliner!"

Operating in an intensely competitive global market, Murray Goulburn realised early on that it needed to be efficient in order to survive, that's why they decided to trial liquified natural gas engines, and the savings have been enormous.

"We have 10 on the road at the moment and we have just ordered another 25 Kenworth prime movers with C12 engines, which we are going to eventually modify," adds Bernie. "With the price of diesel going through the roof, if we had the whole fleet converted to

gas it would literally save us millions." With the bonus of environmentally friendly engines, Murray Goulburn say the technology is a winner for everyone.

With a background as a heavy equipment fitter, Bernie says he worked in central Queensland in the mining and earth moving area, before moving to South East Asia to spend 15 years in the offshore drilling and exploration oil industry.

"These are light vehicles where I come from," he says. "I am continually on the look out for new technology and the Wingliners seemed an obvious choice for us."

"We are all about promoting a safer work place and more efficient operations. We believe we are a progressive company that will trial anything, and we've certainly introduced a lot of new and successful initiatives in recent years, such as B-Doubles, mass management, higher focus on driver training, vehicle maintenance accreditation, and programs to create a safer working place."



All round savings - Murray Goulburn's latest delivery of Vawdrey trailers are being towed by T404SAR Kenworth trucks with C15 Caterpillar engines, all due to be converted to liquefied natural gas engines.

TAKING CONTROL

Vawdrey Australia have spent over 12 months perfecting the formula of our own superior brand of panels, and the end result has proven essential to the quality of each trailer we make.

Vawdrey's newly established service, repairs, and panel plant, located in Dandenong, allows Vawdrey total control of the materials used to manufacture its trailers.

"Having this facility in house has made all the difference to our production and delivery times," says Vawdrey Western Region Sales Manager, Steve Stokes.

"We now use the best resins, glues, and ply possible, along with some of the finest skins in the world, sourced from Italy."

"We no longer have to worry about getting held up with deliveries because we don't manufacture

these panels for anyone else, so we are guaranteed there will always be enough stock for our own use."

As a result, Vawdrey are now also able to make its drop deck van panels in one piece, eliminating the need for joins on the side.

"Our new table is big enough to make a single panel piece, which also saves time and helps to strengthen the structure of the trailer," said Steve.



SCT MOVE FOR IKEA

SCT Logistics, the largest privately owned rail operator in Australia, with terminals and warehousing in all states, have

successfully secured a three year contract with IKEA Distribution Services Australia, providing road transport services for the

company in Sydney, Melbourne and Brisbane.

IKEA, one of the world's largest retailers with two stores in Sydney, two in Melbourne and one in Brisbane, have given SCT the task of transporting imported stock to the IKEA stores and external warehouses. SCT will receive freight both during the day and night, 7 days a week, through their new dedicated IKEA fleet, made up of over 30 Vawdrey 45' Titelineer trailers.

Established in 2000, the linehaul fleet has grown enormously, increasing by 150 per cent in 2003 to become one of the state's major players. A recent move into tipper transport has further diversified the successful business. The SCT linehaul fleet uses mainly Vawdrey drop deck titeliners with mezzanine floors, including the new Vawdrey Wingliner trailers.



THE VISY

It took 1000 pounds from Ida Visbord in 1948 to help establish the Visy Board corrugated cardboard business. Today Visy Industries is one of the world's largest privately owned packaging and recycling companies. Now with a new fleet of Vawdrey trailers, and recent break throughs in the supply chain, Visy is aiming for record levels of efficiency.

Since 1969, when Richard Pratt took over from his father as Chairman of Visy Board, he has driven a new generation of growth and change. From manufacturing corrugated cardboard boxes, to supplying its own packaging paper needs, the Visy group now produces over 1.2 million tonnes of recycled and virgin packaging paper annually.

With the addition of VisyPak in 2001, new products such as PET bottles and jars, aluminium and tinplate cans have been added to the core business. Craig Smith, Visy National Transport and Logistics Manager, says his newly expanded fleet of trucks and trailers will bring a new level of efficiency to the company.

Recently purchasing 13 Vawdrey Titelineer B-Double combinations. Visy have continued to cement its long standing relationship with Vawdrey, purchasing over 120 trailers over the last decade. Built with ultimate stability in mind, these low profile chassis trailers have been tailor made for Visy's

specific needs. Known as paper reel trailers, Craig says the finish of the Titelineers is what stands out. "We've had a long association with Vawdrey right across our Visy Board and Visy Paper divisions. Our trailers are practically a work of art, with waterfalls, rainforests, and rock pools all printed in living colour on our curtains. Add that to the superior Vawdrey finish, and the end product is fantastic."

"It's the little things that make all the difference. The corners are done well, the rails are a perfect finish... they just compliment the look we're trying to achieve."

Another recent delivery for Visy's Tumut site, in New South Wales, has seen five Vawdrey specially built trailers go to work for their pine plantation, and pulp and paper mill. Producing over 300,000 tonnes of unbleached brown packaging paper, the Tumut site has added a new level to the business. "These new trailers are soft sided, with an inner curtain that is used with a tip up platform. In fact,



Craig Smith

these B-Doubles are the biggest tip up platform in Australia, if not the world," says Craig.

"We have an advantage in this market because we use our product as the basis for what we carry, but we still need to be smart about the way we operate our fleet. That's why we've reduced the amount of trucks going in and out of Tumut."

"If we were to use a conventional wood chip trailer we would need to have 2 trucks working. The unique set up of these Vawdrey trailers allows for 24/7 operation, and we only need one truck."

Craig adds Visy is still the sort of place where innovation is encouraged and thinking outside the square a prerequisite.



VISION



“The Visy name means a lot to me. Passion and personality is something you don’t have to leave behind at the gate. The changes we’ve made to our driver program reflect this. We encourage our drivers to come up with ideas, and be open about what they require.”

“These new trailers are part of a total package for our drivers. When you have trucks that are powered correctly and stable, with trailers that look great, it make it that much easier for the driver who has to go up and down the same stretch of road every day.”

Combine this with recent innovations to Visy’s supply chain technology and you have a winning package. The Visy vision has seen brand new automatic identification technology recently implemented to allow radio frequency identification tags to track loads at any given time.

Attached to docket tags the drivers carry, the system registers when the load is departing and where it’s heading. This completely automated load tracking system relies on the transceivers to convert the data contained on the docket tags into messages that are transferred directly onto Visy’s load management system.

Visy are also currently running fatigue management programs and in cab training, using a VDO system with reporting functions, which allows them to monitor the trucks at all times.

“Our ultimate goal is to move to a 24 hour operation, where the efficiency of night time work can be taken advantage of. Night time unloading is also the best option for eliminating fatigue because drivers are in their trucks during the day.” Craig says his only regret is that his mentor and manager of many years, Norm (Big Ears) Coulter, could not be here to see the changes to the fleet take effect. “He passed away before the program

begun, but he was an integral part of the idea, and will always be remembered.”

Visy say they also run an extensive in house trailer maintenance program, which should add years to the trailers.

“These trailers are so good there is no reason why we couldn’t hold onto them for up to 10 years before changing them.”

Visy add they also plan to build their own on-site truck wash and fuel tanks to improve efficiency and keep costs down.

“We need to keep the ball rolling,” adds Craig. “You’ve got to keep looking forward and you can’t afford to be slowed down by bull. I think that’s why we’ve continued to build a strong association with Vawdrey.” “They are very much a no bull, innovative family business who make some of the best trailers you’ll ever see in Australia.”





BOOTH MEANS BUSINESS

Booth Transport's latest addition to its fleet comes from Vawdrey Australia. The 10-drop deck trailers went into operation for the company in June, marking its first order from Vawdrey.

Founded by Lindsay Stanley Booth in Reynella, South Australia in 1936, the company grew substantially through the early years, and by the 1950's the young farmer began supporting a young

and fast growing wine industry.

Contracts with Penfolds Wines Limited marked the beginning of a long and successful career in the wine industry spanning over sixty years. By the 1960s Lindsay's two sons, Devron and Brian, extended the company's role to include general freight, taking the company's services nationwide.

It wasn't until the wine division of

United Transport was purchased in 1989 that Booth Transport became the largest wine carrier in Australia, servicing all wine growing areas.

Today, Booth Transport has strategically located terminals in Adelaide, Brisbane, Melbourne Sydney, Barossa and Deniliquin.

Vawdrey Australia looks forward to maintaining a long and strong relationship with Booth.



ROCK ON

A lot has changed since Rex Jenkins began as an apprentice coach builder in 1953, making everything from buses and trains, to ambulances and hearses.

"We used to hand make everything, even panels were hand beaten and welded in those days," says Rex, who began his career over 50 years ago with the Malvern based company, Martin & Kent.

Rex also spent many years producing panels for Whiteford Motors, before being employed as a Supervisor/Trainer with Vawdrey 10 years ago. Rex says he has seen the industry go through some huge technical breakthroughs, including

computerised drawings and sophisticated welding techniques, that have replaced common practises such as oxy and arch welding, with more efficient systems like TIG and MIG welding.

One thing that has remained the same is Rex's passion for life and his commitment to quality.

At 67 years of age, Rex says he keeps fit by walking and going to gym, as well as playing in bands. Being a lead guitarist in bush bands such as Aussie Mozies and Country Junction for over 20 years has given Rex the sort of enthusiasm and attention to detail that is much appreciated at Vawdrey.

WASTE NO TIME

As the first to embrace the Wingliner in South Australia, Allsons say they are proud to have set the trend in a state that is embracing the new technology.

Recently sending its four Wingliners into operation for a baled waste contract for NAWMA (Northern Adelaide Waste Management Authority), Allsons say the move has saved them so much time the baling station can barely keep up!

Allsons have gone from using two prime movers and four trailers in an eight hour day, to one prime mover with three trailers, getting up to 12 loads a day.

"In the past the practise for baled waste was to use tautliners," says Managing Director, David Gipson.

"It takes 12 to 15 minutes to open and close a tautliner. When you are in a quarry environment, where you are often at the mercy of high winds and rain, you want to get the job done as fast as possible. Also, because the distance between the quarry and the baling station is so close you would have to employ someone full time at either end to just open and close curtains."

"The Wingliners take us about 15 to 20 seconds to open and close – so it's a huge increase in productivity and operator safety."

David adds that because the doors fold back up onto the roof, there is no damage caused by high winds.

"There is also easier access by front end loaders with the bale grabs. The system has really proved to be an absolutely practical solution, which works better than I ever could have thought."

Operating on the city limits of Elizabeth, Salisbury and Gawler Councils in Metropolitan SA, the contract has

very stringent EPA demands, with a state of the art tip facility needed to meet the requirements.

"These trailers fit in nicely within the contract, and are finished off with eye catching sign writing," he said.

Allsons say they have also used Wingliners for Woolworths dock work, where curtainsiders are often inconvenient with the buckle located at the dock level.

"With curtainsiders you have to bend over to undo them, and often your poles get jammed. With the Wingliner all we have to do is press a button and the doors open, and everyone looks at us and says 'we want one too.' The Wingliner has made us the envy of other transport companies."

"Having the Vawdrey trailers for this contract has opened up a lot of possibilities for us and they have proved their worth in speed."

"If it means we can have the driver pick up his delivery, save half an hour, and beat the traffic because of this technology, then the savings become very real."

As a third party warehousing and distribution company, who now run 23 trailer in a variety of configurations, Allsons say they are continually expanding, recently taking on another three warehouses.

Recently nominated for the Achievement Of The Year Awards for technological innovation, Allsons say they hope to take out the award for their efforts to improve OH&S through the use of the Wingliner.



"The Wingliner has made us the envy of other transport companies."



VAWDREY HEADS WEST



Roy Lombardi with Paul Vawdrey

“We see them as a very strong company, with a quality product and a growing name in the west.”

Howard Porter have been appointed the Western Australian distributor for Vawdrey Trailers, with the WA body builder now looking after all sales and service of semi trailers in the state.

Howard Porter Managing Director, Roy Lombardi, says they have been looking for a quality semi trailer manufacturer to compliment their own range of tippers, belly dumpers, flat tops, drop decks, skels, pig and dog trailers and heavy duty off highway mining equipment for some time.

“We have decided to narrow our manufacturing focus in order to provide the best equipment to our customers,” said Roy Lombardi.

“Rather than build curtainsiders we have decided to enlist the services of one of Australia’s largest trailer builders.” “We jumped at the chance to sell Vawdrey

equipment here in the west,” adds Roy.

“We see them as a very strong company, with a quality product and a growing name in the west.”

Roy adds the wide range of Vawdrey trailers, including the Titelineer, Wingliner, Load Restrainer, and Conestoga, will only assist their customer base, who require a variety of configurations and combinations.

“This unique range will only save customers in the long haul, both with OH&S issues and productivity gains, combined with our back up and support, we feel we are offering the total package.”

“Vawdrey is becoming increasingly popular in the west, and I think that presence will only grow more and more, with a few large companies already adopting Vawdrey in the market.”

WHEN SIZE MATTERS



The latest addition to the Vawdrey family, the 10 metre tandem axle drop deck trailer, shows good things do come in small packages. Ideal for local deliveries, the trailers have proved to be a great choice for customers such as WA Freightlines, Border Express, Lonsdale’s, and TJS, to name a few.

This latest innovation provides an alternative to large twin steer trucks with long rigid bodies, which can often be difficult to manoeuvre in metropolitan areas. You can operate these 10 metre drop decks virtually anywhere, with great control and easy to load features.

READY WHEN YOU ARE



Vawdrey trailers understand that when you need a trailer fast there is no time like the present.

That’s why we keep a large range of stock trailers available for immediate delivery at our numerous dealer network and Vawdrey sites, right across the country.

We’ve got you covered with our quality range, ready when you are, in any state, size and shape.



Vawdrey Australia has an established sales and support network nation wide

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