



The state-of-the-art Vawdrey NSW headquarters will be operational by March 2008.



## READY, SET, GO AT EASTERN CREEK

Vawdrey is busier than we have ever been before, with record build numbers being set each and every month. Despite this increase in production, our focus on quality is stronger than ever and our manufacturing team are producing builds of the highest calibre. Our ever increasing product range is creating quite a stir in the marketplace, with new and existing clients keen to try our new models. The refrigerated Iceliner series is gaining acceptance, with increasing numbers hitting the road, and the recently launched Bulkliner range is also becoming extremely popular.

As a result of the demand for the Vawdrey product in the strong New South Wales market, we will be opening a Vawdrey facility, factory owned and operated.

This facility is definitely overdue, but we have

taken our time to ensure that we get everything right.

The new facility will offer new and used trailer sales, spare parts, an extensive repair shop and accident repair centre, fleet maintenance programs, and Vawdrey Visual. Vawdrey will be the only trailer builder with such a facility in this area.

Located in the M7 transport and industrial precinct at Eastern Creek, right on the major freight corridor for the rest of Australia, the facility is on an 11,000 square metre site. This includes 1,300 square metres of workshop area and 400 square metres of office space. In the factory there are service pits, Josam chassis alignment systems, repair bays for general repairs, a spray booth and low bake ovens, and a trailer wash down bay.

I look forward to spending a large amount of time with our valued Sydney clients and of course

our whole team at the new NSW headquarters, to ensure the facility is up to the same standards customers are used to in our Melbourne facility.

At this stage we expect the factory to be operational in March, 2008, but will keep customers well informed on the progress of this world-class facility as it comes along.

We hope you enjoy the read.

Paul Vawdrey

# MARCHETTI'S ON THE RIGHT TRACK



Marchetti Transport have grown from a one-truck company over half a century ago, to a present fleet exceeding 100 units. With growth being a high priority at Marchetti's, the company have recently made the move to specify Vawdrey trailers exclusively throughout their fleet.

Marchetti Transport was established back in 1952, when founder Frank Marchetti began transporting timber from the sawmills of the Alexandra region in Victoria. As logging evolved, so did the company, and they have since expanded into local freight and interstate transport and logistics. Marchetti still cart timber today, but are also now a major carrier for a number of Australia's top listed companies.

The company recently had a change of management, with the first non-family Chief Executive Officer, Stephen Campbell, coming on board in November 2006.

Marchetti's head office is in Melbourne, with branches in Sydney, Brisbane and Adelaide, and their fleet has grown to include over 100 pieces of equipment. With more than 60

trailers amongst their fleet, Stephen says the company have just started to make the move towards standardising their equipment.

"We did a study earlier in the year to find out which trailer builder would best suit our future needs. From that we have decided to dedicate ourselves as a Vawdrey fleet and so far we have over 25 of their trailers in our line-up," explains Stephen.

Their most recent order from Vawdrey consists of two B-Doubles, two flat tops and a drop deck trailer for a contract with Crown Forklifts. On top of that, they recently took delivery of two trailers, specifically designed and built for their customer, Repco. "The B-Doubles have low decks so that they can hold 36 pallets of product, giving our customer the ultimate in carrying capacity. We have also had weight gauges fitted so that the

load is constantly being measured as a part of the chain of responsibility legislation."

The reason Marchetti decided to go with Vawdrey is purely because of the quality of the product. "I have worked with Mick and Paul for many years and I believe they build a great product that has the back up service to meet our requirements," says Stephen.

"There are cheaper trailer builders out there, there is no doubt about it, but we look at the overall picture when we purchase a trailer. The best thing about Vawdrey is that they listen to what we want, rather than dictate our needs to us."

"While we do rely on their expertise to build the trailer, as transport operators we know what works and what doesn't. There are definitely trailer builders out there in the market that don't listen."



The best thing about Vawdrey is that they listen to what we want, rather than dictate our needs to us.

Marchetti are planning on expanding their fleet over the next 12-18 months, with new trailers being delivered every 10-12 weeks from Vawdrey. "In such a competitive market, you don't earn money with your trucks off the road. We are hoping to upgrade all of our trucks and trailers to have a modern fleet, ensuring minimal downtime."

According to Stephen, the future is bright for Marchetti. "We want to have a substantial business in our three key areas along the east coast and in Adelaide. In the end, the size of the business doesn't matter – as long as you are profitable and successful."

Marchetti cover an excess of 10 million kilometres annually, and Stephen says that although they are not the biggest in the industry, being the biggest is not always best when it comes to service delivery.

"For us, customer service is extremely important. If you build up the relationships you have with your clients and maintain your client base that way, you will have a much better future. I suppose the dedicated customer service we offer is one of the reasons why we have lasted 55 years, and we will continue along this path."



## KEEPING UP APPEARANCES

Specialising in high quality fleet finishing, curtain coatings and signage for the truck and trailer industry, Vawdrey Visual can cater for all your fleet imaging requirements.

We pride ourselves on our industry experience and know-how, as well as our attention to detail. Vawdrey Visual not only design your curtain for you, we can print it in a variety of ways.

Offering cost effective digital imaging, using PPG clear coat flexible imagesider for UV protection and durability to all imaged curtainsiders, Vawdrey Visual also have the capability to reproduce corporate artwork with our 1500mm wide Graphtec Pro Plotter, driven by the latest version of Flexisign Expert.

We also have spray booth and bake facilities that ensure the best possible finish and maximise turn around time for all coatings and signage.

Vawdrey Visual use a PPG 2 pack flexible system on our colour curtain coating that is specifically formulated for curtainsided trailers. We also have a double coat applications, that allows the curtains to last several years longer than uncoated curtains. These can also be easily washed, maintained and repaired to protect against road grime and exhaust stains.

Not only can you get your trailer built by Vawdrey, you can order the total package thanks to Vawdrey Visual. This ensures faster turn around times, meaning your new trailer will be on the road sooner and looking its best.





# GET MOVING WITH VAWDREY

The Queensland Truck and Machinery Show saw the official unveiling of Vawdrey's newest build - the Bulkliner. This live floor range aims to complement the already extensive Vawdrey product offering and offer a real alternative to the dry bulk and waste sectors.



**A**iming to service the dry bulk and waste sectors of the market with their new live floor trailer, Vawdrey have been working with many of their customers and key players in the bulk haulage sector to develop this new product.

Vawdrey have also recently recruited experienced personnel with the expertise to develop this market and believe they can offer superior customer service and product innovation.

Their range of dry bulk and waste haulage equipment utilises a hollow core extruded aluminium wall assembly, Halco hydraulic drive units and the new seal-less overlapped planks, which are available for standard and heavy duty applications. They also feature an aluminium sub deck system that has been developed for water proof applications and an extruded aluminium bottom rail, fastened to full steel chassis cross members.

Available in single trailer or B-Double

applications, Vawdrey's Bulkliner features an aluminium body construction, smooth, clean side-panels manufactured from hollow-core horizontal interlocking planks, quick release side to side PVC roll tarp with fibreglass roof bows and a 96m<sup>3</sup> capacity for a standard 13.7m trailer.

The unit displayed at the show featured alloy wheels, the Polyweld Media Door system, LED lighting, Jost 2 speed landing legs and BPW axles and suspensions.



# WETTENHALL - TRANSPORT IN THEIR BLOOD

For the past five years, Wettenhall Logistics have been carving a name for themselves as a reliable transport operator. Specialising in container cartage, linehaul and warehousing, Wettenhall have been experiencing tremendous growth.

Although Wettenhall Logistics as we know them today have only been operating for just over five years, the Wettenhall family have their origins in the transport industry from the 1600s, when they sold their family farm to purchase barges to transport goods along canals. Since then, every generation of Wettenhalls has had transport in their blood.

Before starting up Wettenhall Logistics, they had another family-owned company with nearly 50 years of experience already established in Australia, which they subsequently sold in 1993.

Today, Managing Director Scott Wettenhall aims to offer a total logistics solution for customers. They can do everything from transport, warehousing, container handling, pick and pack, repacking, destruction, and disposal of damaged goods.

In their modern fleet, specialising in container delivery, the company have four Vawdrey trailers. "We use them to deliver products that we unpack from containers, especially for use in 'just-in-time' production-line deliveries," explains Scott.

While Scott says the Vawdrey rigid Titeliners he uses are a fairly standard specification, they have become an integral part of his fleet. "There are four of them in our fleet at the moment and we have been using them since we first started. The reason we use Vawdrey is because, quite simply, I think they are the best."

**"We hope Vawdrey will be a big part of our future as they are a great company to deal with."**

For Wettenhall Logistics, good service is the key. "The business has really evolved out of providing the best service around. Everything we do, from selecting the most reliable and well-presented equipment, to our satellite tracking, is done to make our customers' lives easier," explains Scott.

Having recently upgraded from a four-acre dirt site to a seven-acre concrete site has also made all the difference. "Most people have dirt yards,

which means that quite often when the container is delivered to the customer it is covered in dirt and muck. Our new fully concrete site allows us to service our customers even further by ensuring their containers are always delivered clean."

With regards to the future, Wettenhall say the sky is the limit. "We have had such an amazing

growth in just three short years. We had a 40 per cent growth last year. That is a massive increase and we anticipate it will continue to grow at the same rate, because the wharves are just getting busier and busier," explains Scott.

"We hope Vawdrey will be a big part of that future as they are a great company to deal with. As our container side of the business grows we will be needing more Vawdrey Titeliners to deliver that freight."

**Wettenhall Logistics use Vawdrey Titeliners to deliver 'just-in-time' stock for their customers.**





# PJ'S TAKE PRIDE IN



With a fleet consisting almost entirely of Vawdrey trailers, PJ Transport Logistics are a long time supporter of the brand. Having recently taken delivery of two B-Double curtainsiders from Vawdrey, PJ's are claiming the new additions as the pride of their fleet.

PJ's got their start 17 years ago with just one truck – a single drive SAF Kenworth with a Cubico trailer. Back then owner Peter Hall was carting everything from toilet paper to potato chips and insulation.

Peter then purchased a B-Double and went to work for Concord Park, growing his business with the company. He soon moved on to buying his own trailers and began to work for Tolls, First Fleet, Toll Express, Toll SPD, Booths, McGregors,

Lindsay Brothers and TNT – to name a few.

Carting all along the eastern seaboard as well as over to Perth when required, today PJ's have 32 trucks and 30 B-Double trailers on the road, with a further six working exclusively for Concord Park and two that pull for McGregors. All trailers in the fleet are straight deck curtainsiders, excluding four mezzanine drop decks.

"All but two single trailers are from Vawdrey," explains Peter. "We recently took delivery of



The pride of PJ Transport Logistics fleet.

# THEIR NEW FLEET

two B-Double curtainsiders from Vawdrey and they are the pride of our fleet, as they look good and have a chrome finish. They cost me an arm and a leg and I'll probably get no return – but at least we'll look good in them!" jokes Peter.

When it comes to their equipment PJ's don't stick to one specific brand, preferring to trial a number of brands of running gear to find the best one for their operation.

**"We recently took delivery of two B-Double curtainsiders from Vawdrey and they are the pride of our fleet, as they look good and have a chrome finish."**

"We really like BPW at the moment because they are located close to us at Laverton, which makes things nice and easy. But we also have SAF axles throughout the fleet, as well as York, so we are willing to give everyone a go and see what works best."

The reason PJ's specify Vawdrey trailers

is simple: it's the quality. "I have known the people at Vawdrey's for years now and they have always looked after me. The quality of their trailers is always top notch and we definitely will continue with them in the future."



# DELIVERING TRAINS OUT

GKR Transport are a nationwide transport company operating out of Perth. Their fleet covers everything from rigids through to road trains, and helping them to make their time-critical deliveries is Vawdrey.

For 23 years GKR Transport have been delivering general freight from the west coast of Australia to their depots along the east coast. Operating from all capital cities and with depots Australia-wide, GKR pride themselves on providing first class customer service and efficient and cost effective transport and storage.

They have a fully maintained fleet of trucks and equipment that run to guaranteed delivery schedules and stand by a “best practice” philosophy, guaranteeing the best service and the best price for customers.

Included in their fleet are 30 prime movers and around 100 trailers. The range includes everything from flat tops to open drop decks, road trains, B-Doubles, rigids and B-Triples. They also have specialised vehicles to carry mining equipment and can provide “hotshot” transportation Australia-wide from one to 44 tonnes.

GKR like to keep a modern fleet, that's why all prime movers are less than three years old and undergo a strict maintenance and service regime. These vehicles, along with their trailers, are operated under the guidelines of the National Heavy Vehicle Accreditation Scheme and the Western Australian Heavy Vehicle Scheme.

With their range of equipment, GKR transport a diverse range of freight, such as heavy haulage, mining equipment and machinery, dangerous goods, plants, horticultural, agricultural and general freight.

While the equipment in the fleet may not be all Vawdrey, GKR's National General Manager, Ian Fortune, says they are headed that way. “For the past four years the majority of our trailer

purchases have been from Vawdrey. We like their equipment because we can deal with the people who own the business, so any issues that we may have are taken care of quickly.”

Ian has only been with GKR for the last 18 months, but his relationship with Vawdrey goes back a long way. “I have been specifying Vawdrey equipment for nine years now and have developed a strong working relationship with Vawdrey.”

According to Ian, the Vawdrey equipment stands up extremely well on the tougher roads. “We only do on-highway work, but the trailers can handle anything we throw at them. We have them fitted with mezzanine floors to protect the freight and the engineering is extremely good,

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The most recent order for GKR is a B-Triple that was painted in their customer's colours.

# ROAD WEST



meaning very little downtime with failures.”

The most recent order for GKR is a B-Triple that was painted in customer DHL's corporate colours. “This is the first time we have painted a unit in our customer's corporate colours and the trailers look extremely impressive. Aside from the mezzanine floors, we have BPW drum brakes and air suspension fitted to the units to

give GKR an extremely reliable trailer package.

GKR have plans to put on another one or two B-Triples by the end of the year, in line with their expansion plan of continued growth. “We are impressed by the Vawdrey units so we will definitely continue with them. As for

the future of the business, we are looking to develop new opportunities that suit our core business of servicing the east-west corridor.”

## KICKING GOALS FOR AUSTRALIA

Vawdrey staff member, Steve Lujic, has spent the last two years working in the storeroom at Vawdrey, but prior to that he has enjoyed a rewarding career representing Australia on the soccer field.

Throughout his 11-year career Steve played 350 games in the Australian National League as well as 12 games for Australia, and 16 for Victoria. He kicked 73 goals in that time.

Now his son, Milos Lujic, is following in his footsteps. Currently enrolled in the Australian Institute of Sports, Milos recently made his debut for the Qantas Young Socceroos, Australia's under 20 soccer team. Playing in the Weifang Cup in China, the team defeated China, South Korea, Uzbekistan and Iran to take out victory. Milos himself scored two goals in his debut.



Although based in Canberra, Milos is currently a member of the Victorian Premier League, playing for the Australian Institute of Sport team. Currently sitting at the middle of the table, Milos is rumoured to be the next big thing in the world of soccer and hopes to be signed to an A-League team in the near future.



# COASTAL EXPRESS

## DOUBLES UP THE EAST COAST

For more than 20 years Coastal Express have been transporting general freight along the eastern seaboard. While traditionally they have run with a semi-trailer fleet, the company are in the process of making the switch to a fleet of Vawdrey B-Doubles.

Coastal Express are presently owned by Tom and Debbie Harris. The Harris's acquired the business after their long-time friend and business associate, Terry Cluff, passed away three years ago. "When asked by the executor of Mr Cluff's estate whether we would be interested in buying the business we had certain reservations about the health of the industry as a whole, but we believe that a business in any industry that provides a high level of service and is managed well will succeed," says Tom.

They have big plans for the business, which include taking a predominantly linehaul operation into warehousing and distribution, right around Australia.

"We have previously run an exclusive fleet of semi-trailers, with a mixture of trailer builders. But the Vawdrey product has proven itself to be extremely reliable and operator friendly, so as we make the move towards a B-Double fleet we will only spec Vawdrey trailers. Vawdrey has certainly outperformed its competitors as far as their product, pricing and service goes and have worked closely with us to give us the right equipment for the job" explains Tom.

In total, the Coastal Express fleet has 26 trucks, 19 prime movers, seven distribution trucks and 27 trailers.

"When we first bought the company you wouldn't have known that any of the trucks or trailers were ours. So now we have re-branded the fleet to give us a higher corporate profile, which Vawdrey have been a big part of. On our most recent order we used Vawdrey Visual for our curtains and have been delighted with the results."

Making the move to B-Doubles was a simple matter of economics for Tom, who used to run his own accounting practice. "I did an exercise about a year ago on the efficiencies of B-Doubles compared to singles, and B-Doubles definitely came up trumps."

So far Coastal Express have four B-Doubles and plans to convert another six within the next six months.

When it comes to their equipment, Tom says they prefer lightweight equipment to maximise payload.

"Our new vehicles have lightweight flooring and wheels, as well as hanging gates to improve occupational health and safety for our drivers. We also spec BPW running gear for reliability and longevity. Our drivers prefer the new Vawdrey trailers to other recent purchases from their competitors."

Tom says the future is bright at Coastal Express, with short-term plans to open a depot in Melbourne and long-term plans for Adelaide and Perth.

"I want to take our company national and open up our own premises in each state. I am very motivated when it comes to growing this company. It's a big challenge, but I am looking forward to it."





Alvaro's new fleet from Vawdrey lined up and ready to work.

# AIMING FOR QUALITY

With just one truck to their name back in 1978, Alvaro Transport have certainly come a long way. Today, with over 60 trucks in their expanding fleet, the company relies on Vawdrey equipment to provide them with top quality bodies and trailing equipment.

From humble beginnings with a grounding in good old fashioned service and a determination to succeed, Alvaro Transport have begun a journey towards becoming one of the largest privately-owned fleets in the country.

When Antonio Alvaro started the business almost 30 years ago, with just one truck contracted to ACI Formould, he could barely have imagined the company growing to the size it has today. His son Mario took over the business in 1997 and has progressively grown the business further, using a unique customised logistics model to deliver fast results.

This model incorporates key components of operational expertise together with a vast range of services, infrastructure, technology solutions and a custom-built fleet.

Alvaro Transport pride themselves on having the flexibility and responsiveness with the resources in hand to provide their clients with transport solutions to streamline supply chain activities.

In addition to the 60 trucks in the fleet, there are 18 trailers, as well as rigid, eight-tonners and crane trucks. Of the trailers, 90 per cent are Vawdrey.

The company's most recent Vawdrey order was custom built for a Kimberley

Clark contract and features a fleet of rigid and semi-curtainsiders – 20 in total.

"The trailers will deliver products such as Huggies, Pull Ups, Kotex, Kleenex and Viva – to name a few – throughout New South Wales," explains Mario.

Alvaro will be responsible for delivering in excess of 18 million cartons of product to distribution points throughout NSW, ranging from Grocery Holdings, Coles, Franklins, Toys'R'Us,

as a result they have a much larger internal clearance, allowing us to carry more product."

The units also feature hanging gates for improved occupational health and safety, so that Alvaro can lower the risk of injury to their drivers.

According to Mario, they choose Vawdrey equipment because of the relationship they have built up with the company. "I've known Lindsay and Pete from the Sydney branch for a good 10 years now and the service they have

**"We worked closely with Vawdrey for eight months on the design of these trailers and as a result they have a much larger internal clearance, allowing us to carry more product."**

Corporate Express, Qantas and more.

Mario says a qualified team of 20 professional drivers, together with a specialised management team will command the fleet out of Kimberly Clark's Warwick Farm complex.

"We worked closely with Vawdrey for eight months on the design of these trailers and

always given me is top notch. If there are any warranty issues they jump onto them instantly, and the back-up service they provide is excellent. On top of that, the quality of the build and the resale value that Vawdrey offers is the best around. We will definitely continue with our Vawdrey relationship in the future," says Mario.



SCT began as an east/west rail operator and have grown into a national, multi-modal transport and logistics company.

## ALL ABOARD AT SCT

**E**stablished in 1974, SCT Logistics are still managed by founder Peter Smith, as well as sons Geoff and Glenn. They began as an east/west rail operator and have grown into a national, multi-modal transport and logistics company.

Working with them along the way have been Vawdrey, who have delivered drop deck tautliners with mezzanine floors to the company, as well as custom-built, temperature-controlled Wingliners.

Recently, SCT celebrated a further expansion into the rail industry with the launch of their 'Sheedy Express' Locomotive.

With more than 50 million kilometres travelled annually on their rail network, the Sheedy Express uses more than 700 pieces of rolling stock, which together move over 5.5 million tonnes of stock each year.

The Sheedy Express is 1.8 kilometres long and will run from the eastern states across to Perth and will be put into operation in eight weeks.

SCT say their latest acquisition will force the competition to lift their game, as SCT now have four terminals in operation – one each in South Australia, Western Australia, Victoria and New South Wales, with a further two in the planning stages.

The road transport network has grown out of a need to support the rail network and is one of the fastest growing sectors at SCT. The company say that they prefer Vawdrey trailers to meet this need.

The launch also marked the addition of the 100th Kenworth to



the fleet, displayed at the launch with a new Vawdrey trailer.

"It is great to see an Australian company doing so well. We were extremely happy to hear of SCT's latest locomotive purchase, the Sheedy Express, as it shows that SCT are responding to the market's ever-growing needs," says Paul Vawdrey.

"In particular, we are very proud to have played even the smallest part in SCT's success, by supplying them with quality transport equipment to meet their growing freight needs."



Vawdrey Australia has an established sales and support network nationwide

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