



THE VAWDREY MINDSET

Much has happened at Vawdrey Australia since we celebrated our 40th anniversary in 2014. In tandem with the industry we serve, the entire organisation has become even more nimble, more environmentally conscious and more innovation-driven than it was back then – and that’s saying something.

It’s humbling to see that Vawdrey Australia is now leading the way in the design and manufacture of high-tech equipment under the globally renowned Performance Based Standards (PBS) scheme, for example, with a track record unlike any other OEM in Australia.

As the nation’s largest privately held trailer manufacturing business, we have a responsibility to lead from the front and keep Australian transport competitive, and we certainly don’t take it lightly. By creating the world’s most advanced High Productivity

Freight Vehicles (HPFVs), we ensure Australia is prepared to handle a growing freight task in the most efficient way possible and set an example for the rest of the industry to follow.

I am also incredibly proud to note that our range of automated safety gear is now a standard fit for many a transport company between Perth and Brisbane, simply because there is no competitive alternative to it in the marketplace – just think about our latest revolutionary LatchLiner buckle-less curtain system and mezzanine deck technology, or our recently revealed, automatic pallet restraint system.

Yet, standing still is not an option for the team here at Vawdrey Australia, which is why I am excited to announce our most recent foray into solar energy – both stationary and mobile. First we changed the game on the

safety and high productivity front, and now we continue down the same path by improving the environmental footprint of modern trailing equipment one trailer at a time.

Behind it all is a mindset that is unique to the team at Vawdrey, allowing us to constantly change and adapt, to learn and evolve. As such, we always look beyond the present and sense opportunities that remain hidden for others who don’t share the same mentality. Driven by this unique mindset, we are on the path to changing the game for good, and we invite you all to join us for the ride.



See pages 14 & 16 for the **NEW Vawdrey LatchLiner Technology**

GOING SOLAR



Implementing a long-term strategy for future growth and prosperity has always been top of mind for Vawdrey Australia. Now, the trailer builder is taking aim at reducing its carbon footprint with the installation of a new solar energy system.

Maintaining its position as one of Australia's premier trailer manufacturing brands is a high priority for Vawdrey Australia – both from a manufacturing and an environmental perspective. While the company's comprehensive range of trailers has become an almost unmissable sight on Australian roads, however, its 'green performance' may quickly go unnoticed in every day life.

That could be about to change, according to National Sales Director, Paul Vawdrey, who has recently overseen the installation of a new, industrial scale solar energy system at the company's Dandenong facility in Victoria.

According to Paul, his father, company founder Mick Vawdrey, has always been equally driven by achieving business success as by creating a carbon-neutral business, so moving to solar power was only a question of time. "It's always been Mick's goal to lessen our impact on the environment by significantly reducing our carbon footprint," he explains. "Now we are in a position to turn his vision into reality and save costs at the same time."

In January 2016, Paul says Vawdrey took a major step towards realising Mick's

vision when it flicked the switch on its new, large-scale rooftop solar energy system.

According to Paul, the new 750kW energy system, which has been installed across Vawdrey's 15,000m² main factory, as well as its repair shop and panel building facilities, will allow the company to generate its own electricity and thereby dramatically reduce carbon emissions.

"It's great to see my father's goals finally being achieved. But that's just one aspect of the project, as we believe it will also give us a huge advantage over our competitors in reducing emissions and our overall environmental impact, which is such an important consideration for any large-scale manufacturing business these days."

The job of installing the 3,000-plus solar panels was tasked to Western Australian company Sun Connect. According to the solar panel specialist, discussions with Vawdrey started as far back as June 2015 to ensure every detail was considered.

"Mick Vawdrey has a strong position on environmental performance, and we could tell from the moment we sat down with him that he was passionate about making a difference," says Mark Tuke, founder

and Director of Sun Connect – revealing the installation started in late October and took three months to complete.

"The system collects the sun during daylight hours and converts the DC energy absorbed into AC current, which is immediately fed to inverters and then dispersed across to the Vawdrey buildings," he explains, adding that Sun Connect imports its solar energy components from suppliers in Germany, Italy and China and takes care of all the design work, testing, permits and even applications for federally legislated grants prior to the installation of the panels.

Today, less than half a year after connecting to the grid, Paul says the financial benefits are already notable, with reduced electricity costs and network charges adding to the reduction in carbon emissions.

"Our new solar energy system makes for one of the largest solar-powered systems of its kind ever built in Victoria, which is an enormous achievement that should not be underestimated.

"In the long run, technology like this will not only help modernise Vawdrey Australia, but help the entire industry improve and evolve on every level."

BUILDING FOR THE FUTURE

Vawdrey Australia has just put the finishing touches on a new, state-of-the-art sales and service facility in Brisbane, which has been decked out with all the equipment and space to meet the company's growth into the future.

At the end of March this year, the Brisbane branch of Vawdrey Australia made the move into brand new premises and officially opened its doors for business.

Now, the final coat of paint is dry on a facility that represents a substantial investment for the company, says Queensland State Manager, Brad Cadwallader. "This is an enormous facility," he explains. "It covers even more space than our Sydney and Melbourne service facilities."

Brad details that the new Vawdrey premises is on an 18,000m² plot of land south of the Brisbane CBD in Larapinta, boasting a total building space of 4,600m², with its workshop counting for 3,200m².

"We've owned the land for a few years, and started building in March last year," Brad says. "Building our own facility from scratch allowed us to design the layout exactly how we wanted it, rather than using an established facility that doesn't quite meet our needs."

The new facility boasts 30 bays with the ability for B-doubles to drive through, with 23 service points in a shed wide enough to work on entire combinations. Making the mechanics happy is a swathe of brand-new equipment, including chassis straightening jigs, a drive through spray paint booth, trailer wash facilities, a fibreglass repair bay, two five-tonne overhead gantry cranes and expanded fabrication facilities. "We've got everything we need to provide a 'one stop shop' for our customers for any repairs, routine servicing, breakdown and smash repairs, as well as refurbishments,



modifications and upgrades," Brad says.

In designing the facility, Brad adds creating a safe environment was one of the biggest concerns for the Vawdrey team, ensuring enough space was allowed between the bays. "The pits make working on the trailer safer, overhead cranes make lifting and moving components safer, and because the facility is drive through, there will be reduced movements," he says. "Through the improved efficiencies from the layout and new equipment, we expect to improve turnaround times considerably for our customers."

Brad adds that the location of the new facility is also an improvement for its customers. "We're now conveniently situated in the industrial heart of Brisbane, right next to many of our customers on a major corridor of the Logan Motorway. Previously, we were a little out of the way, but now we're right in the middle of it all."

Environmental upgrades are already planned for the Brisbane facility, aiming to transition to solar power at some point in

the near future. "We'll be following down the path we started with our Dandenong facility, which converted to solar power at the start of the year," says Brad. "We've already fitted the site with special storm water management for run off into environmental ponds, and high efficiency LEDs to conserve energy throughout the entire, office, warehouse and workshop."

According to Brad, the move from the old Brisbane facility with its 10 bays to the new, 30 bay-strong workshop is a large upgrade for the business, and represents a strong business confidence from the trailer builder for the years to come.

"We're building for the future. We've got enough space here so we can continue to service our customers to the high standards we are known for, for a good many years," he says.

"We're keen to have people tour the facilities. Everyone is welcome to come and see how Vawdrey Australia is investing in the future of Australian road transport."

UPPING THE ANTE

It's been an action-packed six months for freight and logistics provider, Toll IPEC. Having opened a new Melbourne depot, the company has also had to cater to rising demand by adding a new set of dry freight semi-trailers built by Vawdrey Australia.

Commercial vehicles boasting the signature Toll IPEC livery have recently become an even more common sight on Victorian roads – and there's a reason for it: For the best part of the last Financial Year, the company has been busy expanding its service offering across the State, for example by integrating a new, \$150 million freight facility into its ever growing logistics network. The 71,000m² site located near

Tullamarine Airport can boast a highly specialised sortation system with a parcel-sorting rate of 35,000 units per hour, helping the ambitious company process more freight more quickly and keeping its highly visible IPEC fleet busier than ever before. "[The resulting workload] means we can ill afford to make mistakes and lose time on deliveries, especially when it comes to express freight," says Mark Wittman,

National Fleet and Equipment Manager, Toll IPEC. "That's why we place a strong emphasis on using the latest in transport equipment." In March 2016, the company purchased a group of new bogey-axle, dry freight semi-trailers built by Vawdrey to help improve operational efficiencies and support the company's growth in Victoria. "We pride ourselves on maintaining a high-quality and flexible fleet," Mark notes.



“The nature of our work means we can ill afford to make mistakes and lose time on deliveries, especially when it comes to express freight.”

"That's why we opted for semi-trailers that work in individual set-ups as well as part of line-haul B-double combinations."

Mark explains that each van can carry the equivalent of 22 pallets of freight and up to 14 tonnes – ideal for the kind of work processed via the new Melbourne facility. "The express parcel freight business predominantly involves lighter freight, therefore we only need to run bogie trailers here. The new Vawdrey units are used for collections from customers during the day and then run interstate linehaul at night if required, providing us with the right capacity for both applications."

According to Mark, each dry freight van has been fitted with rear roller doors, which were chosen for OH&S reasons. "These safety measures are a part of Toll IPEC'S commitment to ensuring we operate to the highest safety standards possible, even if it's to do with minor features such as roller doors," he describes – noting that the trailers are also fitted with big-ticket items like EBS.

"Roller doors won't be hindered by strong

winds once they're open and operators also don't need to open them until they're on the dock. By comparison, barn doors always need to be opened before the trailer is backed up to the docks. And as you can imagine, they can also be susceptible to strong winds and put workers in harm's way."

Mark adds, "Our highest priority is safety, because we know it directly correlates with higher levels of quality, efficiency and productivity – and therefore enhances overall performance for the Toll IPEC operation."

For a business that requires equipment almost immediately after an order has been placed, dealing with the right people is especially important in that context, says Mark. "We are always impressed with Vawdrey's attention to detail and their lead times, especially on large-

scale trailer orders. There's a reason why Vawdrey has a great reputation around the transport industry and they certainly didn't disappoint with the latest order, either.

"Once I got in contact with them, Paul Vawdrey and his team came up to tour the new Melbourne site and get a first-hand understanding for how busy it can get, which resulted in these trailers being so well adjusted to this busy environment."

Mark concludes, "Toll IPEC focuses on express freight 24-hours a day, seven days week, which requires us to transport goods overnight or within a two-day window. With our new facility, that job has now become even busier, so we're grateful Vawdrey is able to deliver a high-quality product that can keep up with the growth we're seeing."

A SHARED HISTORY

The story of the 40-year long business relationship of two leading companies, Vawdrey Australia and Linfox, is one bursting with tales of triumph and innovation leadership.



Vawdrey Australia and logistics giant Linfox have maintained a four-decade-long relationship based on the trailer builder's ability to manufacture just what Linfox needs, with all the latest in safety technology.

The collaborations between the two businesses began in 1976, when Linfox placed an order for a number of rigid tray bodies with Vawdrey Australia, which was barely two years old at the time. The trailer builder successfully delivered the order, which was used for a contract with Courage

for four trailers that we've previously delivered to the company, following its particular requirements for safety," says Adam. "As part of the Linfox spec, the trailers feature auto buckle-less non-load restraint curtains, powered mezzanine decks with cordless remote operation and load restraint gates."

Adam explains that the cordless remote operation of the mezzanine decks makes delivery both easier and safer for the driver, making it possible to unload the curtain-siders as a 'one man job'. "With the powered mezz

“With the powered mezz decks you don't have to have one man moving the brackets and another on the forklift. You can take a person out of the equation, making it much safer, easier and even more productive than before.”

Breweries – and the rest is history.

Now, 40 years of working together have passed and the two businesses have grown to be among the biggest players in their sectors. In April this year, Vawdrey put the finishing touches on the most recent page in the saga: a six-strong order of single tri-axle drop deck curtain-siders. Fitted with all of Vawdrey's latest safety innovations, Linfox will be putting the trailers to work for a new contract with hardware retail chain Bunnings Warehouse.

Capable of carrying 24 pallets, the drop deck curtain-siders are built to a 'safety first' spec to meet the logistic giant's requirements for its trailing equipment, explains Vawdrey Australia Sales Coordinator, Adam Skerit. "The new order of single tri-axle drop deck curtain-siders for Linfox follows a similar order

decks you don't have to have one man moving the brackets and another on the forklift. You can take a person out of the equation, making it much safer, easier and even more productive than before," Adam says – explaining that the electric movement can be powered by either the truck's battery or a solar panel on the roof.

According to Adam, solar power is becoming increasingly popular across the Vawdrey range as it allows to save on battery power from the truck. "We've been using solar panels to run auxiliary equipment like the mezz decks in the Linfox curtain-siders for years," Adam reveals. "They charge up a battery during the 12 hours of sun in the day, reducing the load on the truck battery and ensuring there can always be power to run the mezzanines without having to run around

PROMINENT PAGES IN THE LINFOX/VAWDREY STORY

2010

Vawdrey Australia specially built a 36-pallet drive through Iceliner combination with underslung refrigeration units for Linfox in 2010. The combinations feature 14-palled 'Roll back' lead trailers combined with 22-pallet rear trailers.

2015

Previous work Vawdrey Australia has completed for Linfox includes an order of 14 Performance-Based Standards (PBS) approved hi-cube triple drop deck B-double combinations that were delivered in February last year.

to find the right lead to charge the battery."

While several of the recently delivered curtain-siders are painted in Linfox' signature red and yellow style, the others are all done up in the forest green familiar to many an Australian DIY-fan, with the red stamp Bunnings' Warehouse logo prominent on the buckle-less curtains.

"While the specifications of the trailers that we've built for Linfox have changed over the years, one thing the company has always been particularly driven on is safety – in this most recent case it's the safety benefits of the mezzanine decks," Adam says. "The 24 pallet tri axle drop deck curtain-siders is just the latest in a long history between Linfox and Vawdrey Australia."



THE PERFECT MIX

In winning last year's Australian Freight Industry Award in the safety category, FBT Transwest has proven that creating a culture of safety is also a question of selecting suppliers that share the same mind-set. Vawdrey is one of them.

When Managing Director Cameron Dunn joined Melbourne bulk transport business FBT Transwest in 2009, he set himself a single most important KPI – reducing the company's Lost Time Injury Frequency Rate* to zero. To achieve his goal, he embarked on what may be the most comprehensive culture-building initiative in FBT Transwest's long and proud history, creating an environment where safety is not just seen as a compliance hurdle anymore, but as a strategic business tool.

In September 2015, he then stepped onto the stage at Crown Palladium in Melbourne to

receive the Australian Freight Industry Award in the prestigious Best Practice Safety category. At the time, FBT Transwest's Lost Time Injury Frequency Rate had been at a steady zero for almost two years running, but looking back, Cameron says he didn't feel like celebrating.

"Being recognised with such an important award certainly was a highlight for the team – especially since we're specialised in dangerous goods transport – but there is always more that can be achieved," he says. "If there is one thing I have learned during our safety journey, it is that the target is always moving. There is always more that

can be done, so I didn't feel like we had crossed the finishing line at that moment. Instead, I felt encouraged to continue what we've started and share our story."

According to Cameron, putting safety first has changed FBT Transwest's very fabric over the past half decade, and with it his personal approach to doing business. "What we've learned is that a safety culture cannot be imposed on a company, it must come from within. But that's just the beginning. Safety has to be a group effort involving everyone you work with, from subcontractors through to suppliers, otherwise you'll always end up compromising."

Creating such a widespread culture of collaboration is exactly what has won Cameron and his team the Australian Freight Industry Award, according to Victorian Transport Association (VTA) CEO, Peter Anderson, who was on the selection panel. "It was fascinating to see how Cameron and his leadership team have approached the concept of safety and re-defined it," he says. "They managed to look at it as a business opportunity, not a compliance issue, and brought key suppliers like Vawdrey on board as well. That way they turned it into a project that was, and still is, much more than just the sum of its parts. It's a shared philosophy

that people actively want to engage with."

With 'zero harm' the main focus, FBT Transwest has implemented a strict procurement policy that is all about rewarding suppliers that add to the company's safety agenda, Cameron elaborates. "We believe that all injuries can be prevented and that we are all accountable for creating and maintaining a safe workplace. Our suppliers are not exempt from that – I want them to become part of our mission and actively help us push the safety envelope. That's why we use Vawdrey trailers, for example. They've all made a conscious decision to support us on our journey, which is why we have committed to them in return."

In the case of Vawdrey, Cameron says working with the family company not only helped FBT raise its safety rating, but achieve significant economic benefits in the transport of ISO containers, which is becoming an increasingly crucial part of his business. "Again, it was all about finding a supplier that would buy into our philosophy. I don't want to give too much away, but the B-doubles we have developed with Vawdrey – all fitted with SAF-Holland running gear, by the way – have played an essential role in getting us to where we are today. It's a great example of how safety has influenced our purchasing processes

and led to a positive business outcome."

Cameron says as a result of that development, FBT Transwest has evolved into a company that is not just about transporting dangerous cargo anymore, but about providing complex logistics solutions that add value beyond the actual freight movement. "As a company that is truly committed to safety and doesn't just treat it as a kitschy catchphrase, we have a competitive edge over a lot of businesses in our line of work. In that sense, safety has become an important sales tool for us that is winning us business where others fail."

**The number of lost time injuries occurring in a workplace per one million man-hours worked.*

FAST FACT

FBT Transwest is not only ISO certified, but also Fatigue, Mass and Maintenance Management accredited through the National Heavy Vehicle Accreditation Scheme (NHVAS). But that's not all. The list of standards the company is accredited for also includes EPA waste, MHF WorkSafe standards, food cartage and hazardous materials storage.

SIGNED, SEALED DELIVERED

After delivering two refrigerated 26-pallet PBS trailers to Dyers Distribution, a new contract challenged Vawdrey Australia to build another four for the transport company in just a month's time.

In December 2014, Vawdrey Australia delivered two Performance-Based Standards (PBS) approved 26-pallet refrigerated quad-axle Iceliners with rear steerable axles to Fast Moving Consumer Goods (FMCG) specialist, Dyers Distribution, for use with its major supermarket clients. The handover of the two trailers didn't mark the end of the transaction, though, as Dyers quickly won another distribution contract and needed four more of the 26-pallet quads in a hurry.

"The nature of working with big blue-

chip clients means that when you pick up a contract, you have to be ready to start working on it right away," says Jim Reeves, Vawdrey Australia Sales Consultant – explaining that the trailer builder was able to quickly duplicate the two trailers, having perfected the design the first time.

Unique features to the Dyers Iceliners include a new non-slip knurled floor, which the distribution specialist specified to match the safety and quality expectations

of its biggest clients. "Blue-chip clients have an expectation for their contracted transport companies to have the best equipment with the latest safety features. So, even though it's not mandatory, that's why Dyers also chose to fit its trailers with side underrun protection, to be in keeping with that best practice approach."

Other leading features are timed

internal light switches and Wabco Smartboard systems that can display the truck and trailer's axle weights on the dash of the truck, as well as raise and lower valves with reset to ride height.

"The trailers are fully customised and there are a lot of new features, so it is really important to put in the hours during the initial engineering stage," Jim says. "Once you have it right and the customer is happy, it makes it possible to replicate the build in next to no time. We work with our suppliers to get the best result for the client in the end, so as soon as they go out the door, they are ready to go to work."

Jim says the extensive preliminary engineering efforts that Vawdrey Australia undertook in the design phase of Dyers' first two 26-pallet reefers made it possible to turn the two extra sets of trailers around in record time. "To give you some idea of the turnaround, I spoke to Dyers Distribution director, Scott Dyer, on a Friday. He mentioned that he needed the four trailers, and we had people in the workshop cutting metal the next day," he adds.

"We did everything we could to build the

extra trailers for Dyers and make it happen."

While the six trailers are the first Vawdrey-built 26-pallet reefers for Dyers, Jim says that Vawdrey Australia has built countless 26 and 28-pallet PBS approved trailers for various clients across the country, giving the company plenty of experience with the scheme. As part of the process, Vawdrey takes care of all of the approvals for its clients to make the complex process a breeze.

For the Dyers trailers, Vawdrey arranged the PBS approvals not just for the six trailers, but also collated and facilitated approvals for over 35 various makes and models of prime movers in the Dyers fleet. "Approving upwards of 35 prime movers is all part of a future proofing plan for Dyers," Jim explains. "You can't just throw any truck under a PBS trailer, so having a number of approved options removes the possibility of a prime mover breaking down and leaving the trailer stranded."

Working with a builder with a thorough understanding the scheme is of the utmost importance when it comes to PBS, where every part of the vehicle has to be

approved. "Everything has to be fitted and documented," Jim explains. "It's just part of the ever-changing landscape of PBS, but we have done quite a few of them now and are experts in this space."

Taking care of the approvals and getting the design right for Dyers the first time helps Vawdrey deliver on its promises and deliver for its customers, Jim says: "If we tell a customer that a delivery will be met, we meet it, working around any constraints that might come up. At Vawdrey Australia, there are no excuses for not getting the job signed, sealed and delivered. Instead, time and time again we prove that we have capacity unlike any other."

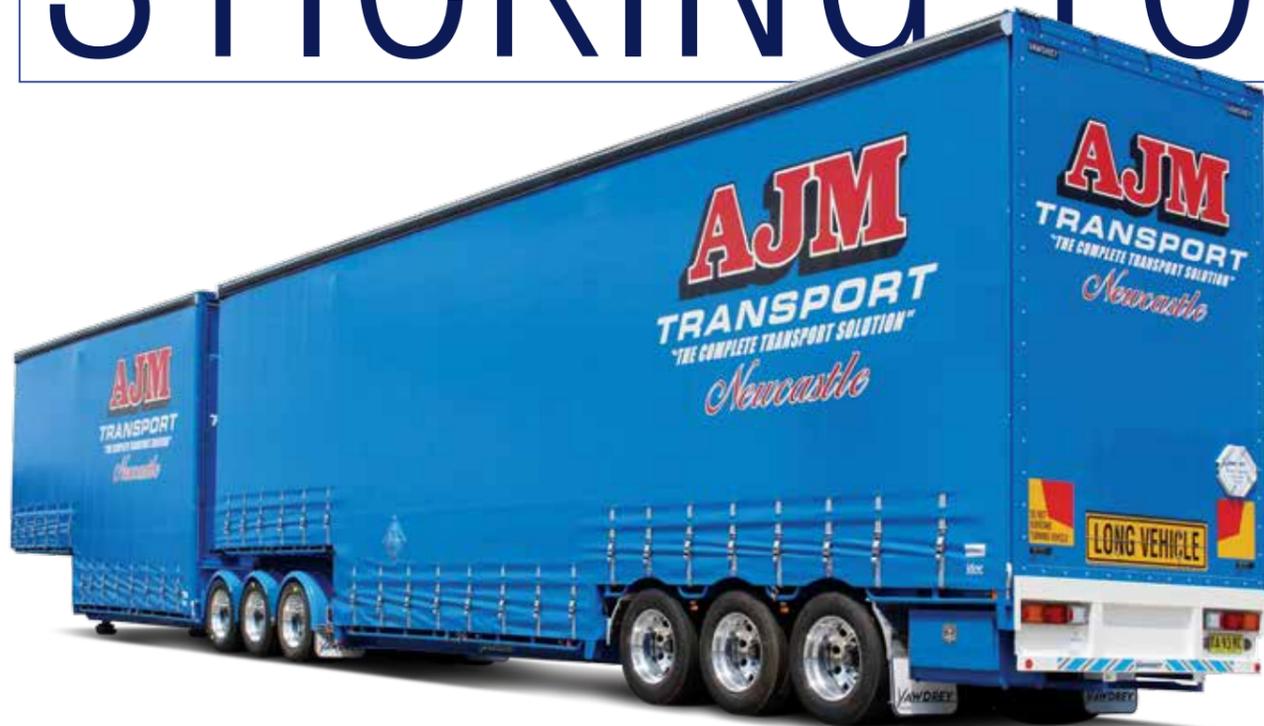
FAST FACT

Depending on the road network, Dyers Distribution's Performance Based Standards 26-pallet Iceliners can operate at 50.5 tonne GCM on approved routes, or 48.5 tonne GCM network access on the HML network, explains Jim Reeves, Vawdrey Australia Sales Consultant.



STICKING TO

SCHEDULE



Running a demanding shuttle schedule between Brisbane and Melbourne, AJM Transport requires its trailing equipment to be backed by a strong support network – one it found with Vawdrey Australia.

Newcastle-based AJM Transport sets itself apart from most standard Australian fleets by offering a regular shuttle service – an unusual set up which sees the company running trailers up and down the eastern seaboard to Brisbane and Melbourne.

The AJM fleet of nearly 100 trailers that are making the tough trek include 4.3m hi-cubes and several 4.6m hi-cube 36-pallet Performance Based Standards (PBS) approved combinations recently delivered by Vawdrey Australia.

“We’ve been running 36-pallet hi-cube combinations for about a year now, because they have the greatest pallet capacity you can get,” reveals AJM

Transport owner, Anthony Mansell.

The available payload depends on the configuration of the trailers, Anthony says, as some of his trailers have up to nine mezzanine floors that reduce the overall payload. “Some of the combinations boast a payload between up to 35-36 tonnes. When they run without PBS route approval, you have to take a minimum of 10 per cent off that capacity, sometimes even down to around 24-26 tonnes payload,” he adds. “There is a massive difference, but hi-cube trailers also have the cubic capacity, so we’ve got the best of both worlds really.”

In a standard week, Anthony says his prime movers each travel between 10-11,000km, so the window of opportunity for any required servicing is limited. “Our shuttle schedule runs 24 hours for six days and a half day on Sunday, which puts a lot of pressure on workshops, both ours and external ones,” he explains – revealing that the backup provided by Vawdrey Australia has been able to work around his schedule to meet his servicing requirements.

“We’re really happy with the support from Vawdrey,” Anthony says. “Of course the trailers are good, but it’s so important for us to know we have that backup support as well. I can pick up the phone and ring Mick Vawdrey or

Paul Vawdrey and know that someone cares.”

In saying that, Anthony adds that he rarely needs to lean on the trailer builder for any warranty requirements, but he appreciates how seriously the company takes its service and maintenance responsibilities. “Vawdrey just spent millions of dollars in Brisbane on its new facility, and has shown that it’ll drop everything to jump on a request for us,” he says. “To have the knowledge that we can click our fingers to get something fixed is a real relief.”

Although AJM relies on manufacturers for their own products – with Vawdrey taking care of trailing equipment and Kenworth and Volvo trucks sent back to dealerships – the tight window of available servicing time means AJM tries to keep a lot of maintenance in-house. “We’ve invested \$3 million over the last 18 months into our own, purpose-built facility in Newcastle, complete with warehouse, office space and a fully functional workshop to make it possible to work around our shuttle schedule.”

AJM started the shuttle service six or seven years ago, and the business has grown around the distinctive point of difference. “Sometimes people get off the path and end up outside the realms of what they can do, so I made a business decision to stick to what we

“Some of the combinations boast a payload between up to 35-36 tonnes. When they run without PBS route approval, you have to take a minimum of 10 per cent off that capacity, sometimes even down to around 24-26 tonnes payload.”

do best, which is linehaul overnight express work,” says Anthony. “We work for some of our major customers where we supply our own trucks and trailers and cart freight between their branches in Melbourne and Brisbane.”

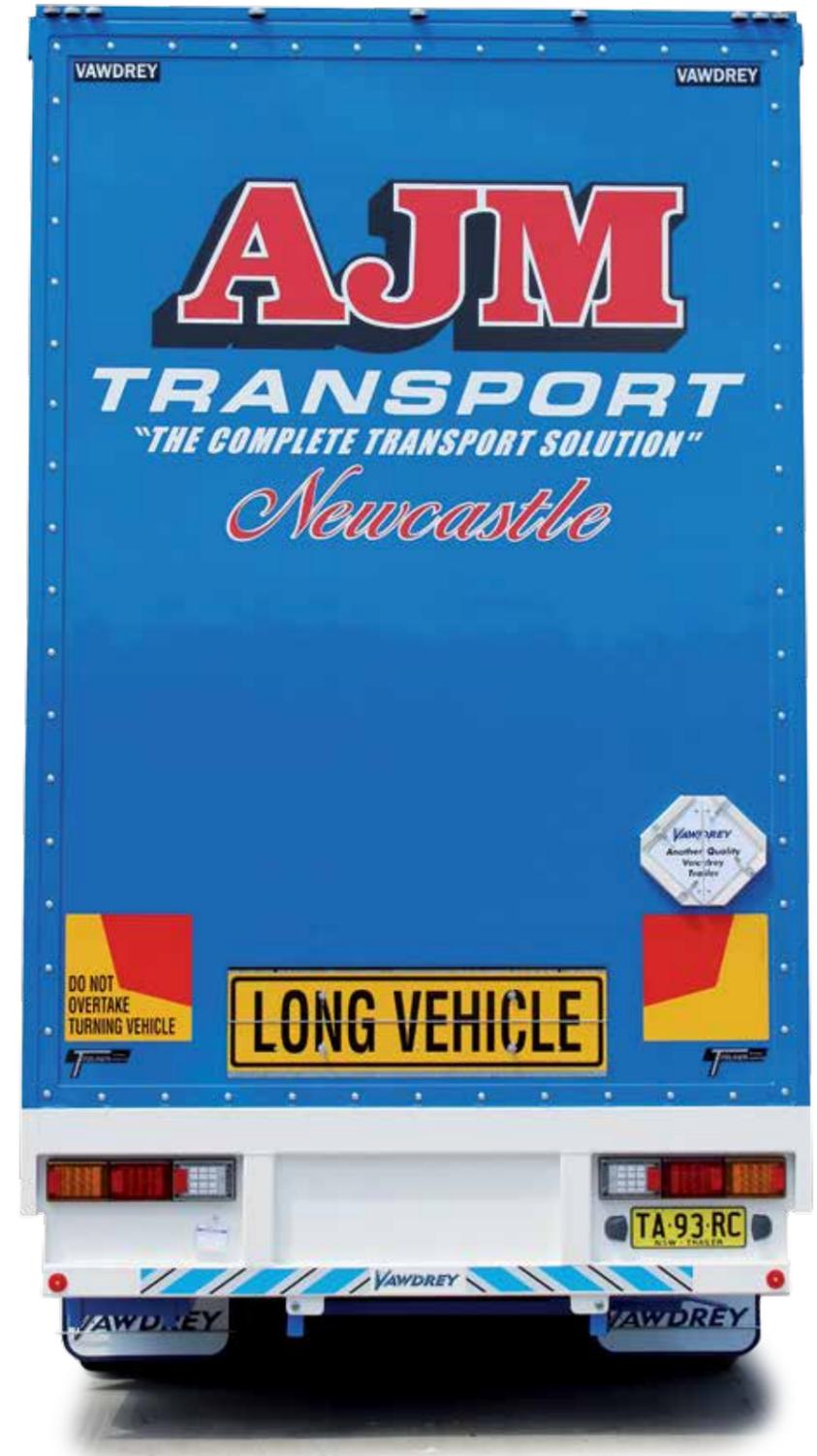
He adds, “We can offer a 22 hour straight through service, which makes us stand out from the competition. What many other companies would consider to be express is our standard practice.”

Anthony explains that he has always tried to make AJM Transport stand out from the crowd with both its business model and the presentation of its vehicles. “We’ve always tried to be different than Joe Average, and hopefully that reflects though the whole business,” he says. “Part of that philosophy is to have our big blue trailers. They stand out, especially with the red logo against the blue on the trailers.”

Across the hard working AJM Transport fleet, Anthony counts 50 Vawdrey trailers including the latest hi-cube PBS combinations, making up more than half of the total of 97. “We’re expecting to hit 100 this year, and we’ll likely be commissioning Vawdrey for the trailers to meet that milestone as it keeps working with us and our support requirements.”

FAST FACT

AJM Transport Owner, Anthony Mansell, says he requests all trailers from Vawdrey Australia to be fitted with BPW axles and suspensions. “BPW makes a bloody good axle, and provides good support off the back of it too,” he says. “We’ll be standardising the equipment now to make sure everything runs the same.”



THE PERFECT

FIT

Vawdrey Australia has launched a revolutionary patented **LatchLiner** buckle-less curtain system, designed to speed up delivery times and improve work, health and safety for operators.



Exclusive to Vawdrey's semi-trailer portfolio, the simplicity of the LatchLiner system means fleet operators can eliminate traditional curtain buckles. "It's a very quick and user-friendly system, and operates with the same ease as using the hand brake in your car," says Paul Vawdrey, National Sales Manager.

From a finish perspective, the LatchLiner's sleek design will also result in more visible branding for the fleet operator, notes Vawdrey. "The LatchLiner tightens the curtain so that when the trailer is out on the road, bellowing and curtain flapping is eliminated," Paul says.

According to Vawdrey, the LatchLiner is able to replace the 68 buckles that are traditionally found on B-double curtain-siders and does not require pneumatics, hydraulics or motors to power the system.

"Instead of having 34 buckles on each side, the LatchLiner only requires several quick release handles in total," Paul explains. "Compare the differences between manually unhooking 68 buckles, as opposed to a simple push and pull of specially fitted handles, and the LatchLiner productivity is significantly increased."

More importantly, the LatchLiner is safer for the operator. "Improving work health and safety for customers is always a top priority for Vawdrey and the innovative LatchLiner does just that," Paul says. "It reduces the risk of injury as the operator does not have to exert force to use it."

Paul adds, "Not only does the LatchLiner meet the brief, but it has also exceeded our own expectations. We are excited about the system and believe it fulfils a major need in the transport and logistics sector."

“ Compare the differences between manually unhooking 68 buckles, as opposed to a simple push and pull of specially fitted handles, and the LatchLiner productivity is significantly increased. ”

According to Vawdrey, the LatchLiner has been in development for the past six months, with trial units already deployed in answer to mounting customer requests. "We have already fitted the system to number of fleets," Paul says. "For customers wanting further insight into the system, Vawdrey can provide a LatchLiner-fitted demo trailer on site."

The LatchLiner buckle-less curtain system is currently available in Vawdrey's flat deck, drop deck and double drop deck configurations, and can also be retrofitted to existing curtain-sider trailers.

See page 16 for more information

WE ARE FAMILY

To support its continuous improvement strategy, family-owned Followmont Transport has taken delivery of three B-double curtain-siders designed and manufactured by Vawdrey Australia.



With more than 30 years of experience in commercial road transport, Followmont Transport has become one of the most renowned fleets operating on the Queensland coast, providing next day services from Brisbane to destinations as far as Cairns, Mount Isa, Bowen, Emerald, Roma and Coffs Harbour in New South Wales.

Since day one, the key to Followmont's success has been a firm commitment to continuous improvement that extends across all parts of the business. "I'm very proud of how far Followmont Transport has come and the technology that's been implemented into the business," says Mark Tobin, CEO and Managing Director of Followmont Transport. "Over the past few years, we have invested heavily into developing strategies for the long term. It's essential in our line of work to have a five to 10-year plan and our commitment to a premium service across such a long timeframe is the secret to our success."

As part of its commitment to continuous improvement, Followmont is constantly

looking to expand and upgrade its fleet, Mark adds – revealing the company purchased three high-cube B-double 'Titeliners' by Vawdrey in the first quarter of 2016.

The new order has been standardised to address size and capacity requests and will be used as part of Followmont's 24-hour express service traveling from Brisbane to Cairns. "Each set of B-doubles can accommodate up to 36 pallets – 12 in the lead trailer and 24 in the B-trailer – to carry all types of general freight," he says. "The trailers are designed to work for high cubic freight, so they feature mezzanine decks and NTC-rated load restraint curtains. They are also rated to run at Higher Mass Limits (HML) to maximise productivity."

Mark says Vawdrey's industry-leading aftersales service is key to Followmont's recipe for success and has helped him grow the business into what it is today: "Vawdrey has similar values to us here at Followmont Transport, especially when it comes to what happens when the initial delivery is done. They care about the customer long after the

sale and stand by their product. What's more, the engineering team is open to change and welcomes ideas to improve the product. That ability to listen to the customer before and after the sale is unique – and arguably the very reason why Vawdrey is able to provide us with innovative solutions that help us grow our business. For example, Followmont requires equipment that can handle the abuse from the Bruce Highway and other roads, and based on our long interaction, Vawdrey provides a product that is suitable to that environment."

As Followmont continues to grow, Mark remains committed to making sure the company's fleet vehicles follow on the continuous improvement path that has proved so successful for the brand. "That's where Vawdrey comes into play. Our relationship with them is a genuine partnership, we support and work together to provide the best solution for both businesses," he concludes. "As a supplier, Vawdrey cares about its customers and their needs, and understands our philosophy of constant improvement on every front."

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