



MaxiTRANS Australia Pty Ltd

346 Boundary Road

Derrimut Victoria 3030

Telephone (03) 8368 1177

Facsimile (03) 8368 1178

For immediate release 24 January 2012

Broadbent Bulk Services Living the Dream

Transport operators dream of a world where there are no limits to the load they can carry. While there will always be certain limits, the introduction of the Performance Based Standards system has meant that this dream is increasingly becoming a reality. So when Broadbent Bulk Services had an idea for a new trailer combination that they thought could revolutionise their business, they turned to leading trailer manufacturer, Freighter, to help bring it to fruition.

Until now, the A-Double has been somewhat of a holy grail to transport operators in Australia: always there in the distance and yet seemingly unattainable due to regulations that meant it couldn't be driven on most roads in the Eastern states of Australia. Freighter's new solution, however, could change the landscape dramatically.

Taking up the challenge

Broadbent Bulk Services (BBS) is a leading Toowoomba-based container packing facility and transport company which services the vast grain growing regions of the Darling Downs and Northern NSW. Beginning as a container packing facility only, BBS acquired Findlay Bulk Haulage in March 2007 and has grown from strength-to-strength as a result. With the ability to containerise and then transport bulk grains, the "full service" aspect of the business has meant the demand for its services have grown a great deal.

With more and more trucks required on the road every day to meet their customers' expectations, BBS Operations Manager, Shane Noble, discovered himself continually being drawn back to the idea of the A-Double. Something that has been considered by transport operators and trailer manufacturers alike for some time, the A-Double would provide the ability to give a higher payload and increase operational efficiency. Shane had seen it done before, but thought there must be a better solution and so, went about finding a manufacturer who shared his vision.

"It was something I'd had in the back of my mind for a long time," said Shane. "I'd seen an A-Double combination before running with a steerable dolly, but the inclusion of the steerable dolly made the price exorbitant when I investigated it. If we were able to use the Performance Based Standards (PBS) laws to find an A-Double combination that wasn't only legal, but affordable, it would mean that we would be able to be that much more efficient when it came to getting our loads to their final destination."

The concept, however, proved to be a challenging one. "Freighters were the only ones who would consider getting it approved," Shane continued. "Anyone else I approached weren't willing to go through the PBS approval process and just wanted to sell me another trailer 'off the shelf'. Eric Ey at Freighters Maxi-CUBE, on the other hand, was only too happy to help and managed the whole process from start to finish."

"He treated the whole thing as a partnership, it was a great result."

The approval process

Perhaps even more importantly, the trailers have performed beyond expectations. Freighters Maxi-CUBE Western Queensland Area Manager, Eric Ey, was heavily involved in the purchase. "Our engineering team had told us for some time that a steerable dolly didn't really change the performance of the A-Double trailer combination," he said. "In fact, changing from a steerable dolly to a regular dolly eliminated a few problems in our eyes such as tire wear and poor performance on rough roads. To us the steerable dolly seemed to be an unnecessary and ongoing expense, so it was just a matter of waiting for the right customer to be willing to put the theory into practice."

"BBS came to us wanting to buy two sets of A-Double skels without a steerable dolly," Eric continued. "That was the first challenge, but we already had our idea for a solution to that. The second request was to use a Kenworth T909 as the prime mover. A lot of people said that you couldn't use a bonneted truck to run the A-Double, so Shane's request gave us the opportunity to prove two industry myths wrong!"

The Freighters engineering team went to work on creating a workable solution for BBS, designing a lightweight trailer set incorporating a regular dolly in the place of a

steerable dolly and using wider axle spacings on both the skels and dolly to counteract the bonneted truck. "Of course with PBS applications you have to factor in more than just the trailer configuration," Eric continued. "The truck weight and specifications are involved too, as well as reaching certain benchmarks with regards to performance, such as acceleration ability, ability to maintain speed up a hill, swept paths, frontal & tail swing, amongst other things."

"Our solution got through the entire approval process without a hitch."

The end result was a finished A-Double, with a lightweight design and regular dolly, which could carry two full 29 tonne containers and still fall within the 79 tonne gross specified on the route.

"Not only can they carry two 29 tonne containers on that route," said Eric. "But on a higher mass route they could go up to two 32 tonne containers. That's a huge load."

"What's more, roll stability is just as good with the regular dolly as with a steerable dolly, without the added cost," he said.

Many happy returns

When the PBS process was completed and the trailers delivered, Shane couldn't have been happier. "The trailers are a huge success," he lauded. "Not only are they achieving the payloads that we were hoping they would, but the final price was even more affordable than we'd imagined."

"With the runs we're now able to make, they'll pay themselves off in no time!"

"We're now running two A-Doubles per day from our base in Toowoomba to the Port of Brisbane which has increased our productivity dramatically," Shane continued. "We're now able to send two full 29 tonne containers to the port and bring four empty containers back – that means we have one driver doing the job of two and freeing up the other rig to perform other duties."

When asked whether he has any plans to increase his fleet of A-Doubles at any stage in the future Shane can only smile. "We're shifting some serious containers now," he said. "But at the rate we're going, it could be on the cards very soon!"

- ENDS -

Further information contact:-

Technical enquiries

Rod Cunningham

General Manager - Freighter

MaxiTRANS Australia Pty Ltd

Tel: 03 8368 1171

Mob: 0419 755 363

Email: rod.cunningham@maxitrans.com.au

Press Enquiries

Ash Vague

Marketing Services Manager

MaxiTRANS Australia Pty Ltd

Tel: 03 8368 1117

Mob: 0409 501 443

Email: ash.vague@maxitrans.com.au

