

New SA Dealer



Mercedes-Benz Commercial Vehicles (MBCV) Adelaide and Krueger are proud to announce a brand new partnership. The deal, which has been in place since 1 January 2009, allows MBCV to supply new trailers and provide parts and service from Krueger's quality range of products.

MBCV first came up with the idea two-and-a-half years ago, after which it was just a matter of waiting for the right moment for the partnership to begin.

"After recent expansion we thought that the time was right to join forces with Krueger," explains Steve Smith, Dealer Principal at MBCV.

"The Krueger range of curtainsiders, skeletal and open top trailers, combined with Mercedes-Benz, Freightliner and

Sterling Trucks, will provide an even greater solution to our customers' needs. The Krueger brand is well recognised in the Transport Industry for innovative, quality trailers that perform."

Krueger has been a long-time supporter of the Adelaide Transport Industry and is very happy to have a new representation in the city.

"MBCV is a professional business that is highly focused on quality, providing transport solutions and, most importantly, customer service. MBCV can now offer the customer the complete package: truck, trailer and finance," Grant Krueger says.

Only months into the deal, it has already proven to be a highly successful partnership.

"It's the relationship of two well respected products within the industry that's exciting. They go hand in hand, so to speak. We manufacture and provide prime movers and our customer will then source a trailer or a body to suit the vehicle, so it's just natural for us to provide the customer with great trailers as well," Steve adds.

"Dealing with Krueger has been an enjoyable and enlightening experience. It is a very professional business and has been of great assistance to us in providing stock, service, knowledge and training."



Contents

2 METROPOLITAN EXPRESS

Purpose-built perfection

3 P&O TRANS

Lightweight skels at their best

4 WETTENHALLS GROUP

The future of load restraint

6 TNT

Bulking up the fleet

7 TOLL TASMANIA

Innovative excellence

8 KRUEGER ONE STOP SHOP

Service, repairs, parts and hire

The dynamic duo

A Bluescope Steel contract won by Metropolitan Express saw them turn to Krueger to manufacture 27 purpose built trailers, including extendable flat top trailers, 48' flat top trailers and prairie wagon trailers with retractable rear walls that allow total clear deck access to load/unload maximum length freight.

Every trailer in the order benefits from a collection of unique safety features, such as the Retract-A-Step (which provides safe access on and off the trailer) and a new design innovation being the moveable three-piece tailboards. Krueger manufactured a series of floor pockets for the tailboards so that, depending on the type of material being transported, the tailboard can be positioned right against the product to further help restrain the load – a big factor in increasing the trailers' flexibility. These load racks incorporate an easy-to-operate locking latch to ensure they remain locked in position.

"Bluescope, like ourselves and Krueger, are industry leaders in safety innovations and asked us if it could be done," says Sam Pantou of Metropolitan Express. "So we talked about it with Krueger and decided it most certainly could."

"Krueger is prepared to go the extra distance for the customer. We listen



to the customer and understand the freight task and then provide trailer solutions focused on load restraint and safety that deliver maximum productivity," says Grant Krueger.

Sam believes that it is vital for a company such as Metropolitan Express to be at the forefront of innovation, staying one step ahead of the competition by developing smarter technology. To facilitate this, the company is always busy working with both suppliers and clients on new or refined products.

"A good example of this is the new design top-of-the-truck apparatus that

we will be releasing shortly. Basically, it is a sliding device which can slide along the full length of the trailer while allowing the driver to hop on and use a harness to restrain himself and stay safe. We're all about getting the guys to return home safely after a day at work, and as we actually back up our words with actions, we've worked very hard with Bluescope and Krueger's engineers to develop this apparatus," he says.

"Overall, we find it very easy to deal with Krueger; communication is definitely one of their strong points. And like us they're also very driven by devising dynamic solutions."





Lightweight winner is no pushover

Long-term customer P&O Trans has just acquired two lightweight 40' skeletal trailers from Krueger to carry its heavy 34 tonne export containers. This recent purchase was another in a long line of purchases made by John Allen, the Project Manager at P&O Trans.

"I chose Krueger because of their expertise in the skeletal trailer department. They have been making skeletal trailers for a long time and it is a very good product: they're lightweight and can carry a heavy container, heavier than most container-loaded trucks and trailers on the wharf," says John, who has been purchasing trailers from Krueger for around 15 years.

Working hard behind a fleet of lightweight prime movers, these 3.6 tonne low tare skeletal trailers were purpose built for P&O Trans by Krueger, as Krueger's Sales Manager, Justin Simmonds, explains.

"The instructions from P&O were that they wanted a 40 foot skeletal trailer that was as light as possible without compromising the overall strength and integrity of the trailer and that's exactly what we were able to achieve."

"The professional way Krueger treat customers, as well as their general understanding of the industry, makes life a lot easier."

John adds that the trailers are almost two tonne lighter than a normal trailer, thus allowing P&O to cart heavier export containers legally.

"Krueger have been excellent to deal with. They are always helpful, especially their design department,

and are always willing to try new ideas to get what we want. The professional way Krueger treat customers, as well as their general understanding of the industry, makes life a lot easier. You don't need to explain what you need because they

more or less understand straight away. That's why I choose Krueger.

"I've used them for many years and have purchased around 100 trailers from them. I can't see this changing – I'll definitely continue to use Krueger trailers in the future," says John.



A load restraint curtain winner

Inspired by Krueger's superior load restraint curtain, Wettenhalls Group has placed an order for 22 new trailers as part of a major fleet expansion.

Based in Melbourne, Wettenhalls Group is a fully incorporated national provider of logistics services with over 800 employees and 36 operating sites throughout Australia. Its recent move into a larger facility is indicative of a growing company staying focused on facilitating future growth.

As part of this growth Wettenhalls is committed to improving its service levels through increased operational efficiency and the implementation of new driver fatigue and chain of responsibility requirements. Wettenhalls is also expanding its current fleet to the tune of 22 new Krueger trailers.

The trailers on order include four 48' bogie Kurtainers fitted with tailgates to suit a contract won out

at Tamworth; four insulated B-Double Kurtainer combinations to replace existing equipment for a contract with Bega; and five B-Double Kurtainer combinations that will be added to the Wettenhalls existing fleet to accommodate increased freight volumes.

"Krueger have been good to deal with and I like their load restraint curtains, they are far superior to others on the market."

Les Weedon, the National Asset Manager at Wettenhalls Group, says going with Krueger was simply a matter of trust.

"We decided to go with Krueger because of our past relationships. They've been good to deal with and I like their load restraint curtains, they are far superior to others on the market. I have trialed many other brands and believe that Krueger's trailers are the best we have purchased," Les says.

Krueger's load restraint curtains use the latest in curtain technology, a major selling point for a company as modern as the Wettenhalls Group.

“What makes Krueger’s load restraint curtain so different is that it has less deflection and is also easy to slide. As far as usability, the fact that there are no gates is a lot better for drivers in terms of OH&S,” says Les.

“The operation of the curtain is quite easy due to the double hinged roller assembly. The curtains are made from standard PVC, however the carbon fibre inserts ensure that the curtain will not only hold the load, but will also eliminate any form of load shift.” Krueger’s load restraint curtain has been extensively tested and meets all of the NTC’s requirements. It is also rated to restrain pallets that are stacked two high (see photo on right).

“I’m happy with the product they’ve supplied, it looks neat and it’s always delivered on time,” says Les.



Krueger’s load restraint curtain testing ensures compliance with Load Restraint Guidelines

The photo displayed shows one of the Load Restraint Tilt Tests that Krueger has carried out to ensure that our curtains satisfy the load restraint requirements of our customers.

The trailer was tested with single pallets and double-stacked pallets. The trailer curtain was tested properly and in accordance with the NTC Load Restraint Guide and not only met, but exceeded the government requirements for side load restraint. This means that strapping down the load with load binders is optional for uniform pallet freight.

The key features and benefits of the Krueger load restraint system are:

- improved freight containment with unique design eliminating load shift
- lightweight, high strength carbon fibre sections integrated into the curtain’s structure
- rated for stacking two pallets high (drop deck curtainsided trailers)
- no side gates, load binders or gate carrier.



A demonstration trailer is now available. Please contact us for further details.

TNT's explosive new fleet



TNT's fleet increased in size recently with an order for 29 trailers that included a mixture of rollback and drop deck mezzanine floor trailers all used for moving express bulk freight.

Mark Witterman, TNT's Regional Fleet Manager, says that the new trailers are already proving to be a big asset to the fleet.

"The drop deck mezzanine trailers are more flexible because they provide extra loading capacity. Normally, with the component of mixed freight carried it is not possible to double stack pallets, but the drop decks provide extra pallet space to better utilise the cubic capacity," he says.

Each trailer features Krueger's unique Slide-A-Gate load restraint system.

"The Slide-A-Gate was specified primarily for its OHS benefits. It eliminates gate loss and there is no lifting required, which is great as the mezzanine deck gates are normally quite large and heavy for drivers," Mark says.

Along with removing the risk associated with gates, the Slide-A-Gate system gives the operator the ability to load/unload in record time. It is highly safety focused, eliminates conventional restraining methods such as load binders to secure freight and has been extensively tested under the criteria required in the Load Restraint Guidelines 2004.

In fact, the system meets and exceeds the test criteria and is mass management rated for all applications. Krueger also provides the operator with a manufacturer's statement, as well as fitting a detailed decal confirming compliance with the load restraint guidelines.

While this is not the first time TNT has used Krueger, Mark says that it is the first time an order of such

a significant size has been made.

"Krueger was excellent to deal with throughout this whole process, very attentive and quick to respond to any minor issues that we had. Everything from the design and engineering process to building the trailers was excellent. Krueger's attention to detail and willingness to listen to our design changes and modifications made this whole process simple."



TOLL TASMANIA



Krueger and Toll Tasmania: excellence through innovation

Toll Tasmania recently won a five-year contract with dairy processor Murray Goulburn Co-operative, thanks in part to some inventive thinking from Krueger. In order to win the contract, Toll Tasmania needed to develop its own innovative equipment, delivering maximum payload in a unique FCL configuration. The Murray Goulburn pallets cannot be double stacked and have to survive the unforgiving conditions of Bass Straight as they journey between Tasmania and the mainland.

Toll Tasmania trialed a few ideas before developing a 6.1 metre container suitable for two fully packed boxes on a B-Double combination. Toll also developed an innovative load restraint system enabling efficient loading and delivery of the 70 containers involved in the job.

“We were guided by Toll in delivering skeletal B-Double combinations that were as light as possible without compromising the integrity – and safety – of our product. Krueger and Toll have worked hand-in-hand on many projects over the years. We are always

happy to deliver on the requirements that are set out for them to fulfill their customer needs,” says Krueger’s Sales Manager, Justin Simmonds.

Krueger specially built three B-Double combinations for Toll Tasmania and each trailer is fitted with a load proportioning brake system and two lift axles, to reduce both tyre wear and fuel cost. The total payload of each combination exceeds an impressive 52 tonne and each axle group is fitted with weight

gauges to prevent overloading.

National Equipment Manager for Toll Tasmania Maarten van der Vorst says, “These B-Doubles really stand out on the road with the Devondale Top Cow livery and we have received a lot of positive feedback. It has been a very rewarding project. We have certainly been challenged to overcome obstacles during the design process, but at the end of the day I am very proud of what we have achieved for our customer.”



SERVICE, REPAIRS, PARTS AND HIRE

Servicing you in VIC, NSW, QLD, SA and WA



- Fully stocked showrooms
- General consumables
- RFS suspensions/axles
- Slide-A-Gate DIY kits
- Gates, toolboxes etc
- Volume packages

Full range of trailer and truck body parts



KRUEGER

- Workshops in VIC, NSW, QLD SA and WA
- Load restraint curtain retrofits
- Slide-A-Gate conversions
- Refurbishments/rollovers
- Scheduled servicing
- Major/minor repairs

Service and repairs on any make or type of trailer



- Cost effective
- Short or long-term hire
- Load restraint curtain option on Kurtainers
- Slide-A-Gate option on Kurtainers
- Fully maintained
- National service back-up

Large range of rental trailers



VIC (HEAD OFFICE)
275 Fitzgerald Rd
Derrimut
Ph: (03) 9366 2133
Fax: (03) 9369 8946

NSW – KRUEGER
56-60 Newton Rd
Wetherill Park
Ph: (02) 9757 4944
Fax: (02) 9757 4877

QLD – KRUEGER
19 Perrin Pl
Salisbury
Ph: (07) 3275 1011
Fax: (07) 3274 5122

WA – BOS
18 Robinson Rd
Bellevue
Ph: (08) 9250 1773
Fax: (08) 9250 2131

SA – MBCV
609-611 South Rd
Regency Park
Ph: (08) 7129 0600
Fax: (08) 7129 0690