

LIGHT, LARGE & FAST

When Sandfords Transport needed a big alloy bin, it turned to the specialist in alloy, who was celebrating 50 years.

Words and photographs by Dean Evans



A specialized job needs a specialized solution, so when NZ's Sandford's Transport needed new ideas put into its alloy tippers, it turned to a company with not just a rich history producing alloy trailers, but one who is celebrating 50 years of alloy bin construction in 2019.

But that wasn't the primary reason Sandfords Transport's MD Paul Johnston chose Transport & General to build its aluminium truck and trailer tipper.

A top-line alloy build with innovative ideas and designs, it was more down to Sandfords

needing customised changes to an existing design. Says Paul Johnston: "We'd seen a lot of T&G gear on the road and I liked some of the ideas and the features.

"The T&G guys called in to see us one day and we chatted about various things - and we soon found out that we were on the same wavelength very quickly. From those initial discussions, we decided to get T&G to build a unit for us.

"The biggest advantage was they listened to what we wanted - we had a couple of requirements that were a little out of the

square and they were very receptive and quickly understood the reasons why we wanted them done that way, and there was no problem."

From T&G's perspective, it was business-as-usual, according to National Sales & Support Manager Adrian Cornes: "We listen to exactly what the customer requires, and that's what they're going to get. That's how we've built our brand over the years: we've always listened to our customers, because they come up with new ideas through their own use and needs. We could bring





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something from a customer's input and put it into a product and then it becomes standard across the range.

"The way they [Sandfords] do their tail door system, with the elliptical cover, that allows a full-height tail door. When you're releasing the product out of the bin, having a full-height tail door is great, but it restricts the style your cover types you can have. If you have an elliptical cover that you can wind over from the ground, and get it sealed, plus the full height tail door, that's everything.

T&G's Adrian Corness was all too happy to hear the idea: "We thought about it for years about but never came up with a way of doing it... and Paul said to us 'this is the way

we do it'... so we had a look and thought this is awesome! Instead of having the elliptical peak right at the rear of the bin, it's set forward around 600m, so the cover rolls over on that; but then off the rear of the tank is a flap that goes over and onto the tail door."

Of course all this isn't out of the ordinary for T&G, with the company fully adept at bespoke builds, informs Adrian: "The customers always like little variations so we tailor to suit. When a customer comes in and says I want to do this and that, it isn't a problem at all, because we're already set up for that.

"Basically we wanted to ensure we got a forward-hinged, positive closing full tail

door," explains Paul. "With the elliptical tarp system that most bulk units are using, they ended up with a part-opening tail-door and a fixed top alloy bin... but that didn't suit some of the work we were doing.

"By going back to a full-opening tail door that is forward-hinged, it has a positive close. That suited some of the work, which required very quick turnaround. When you're tipping over a grid every ten minutes, it's a huge advantage when the driver doesn't have to get out, and he can be confident that the door is closed and locked securely. The advantage of the doors is that they close positively, and don't leak, they're more robust, and they allow the bins to flex a little more, so the bin isn't



Rear door is a special feature of the Sandfords unit, with Transport Trailers working closely to build a forward-hinged, positive closing full tail door.



Safety mesh fitted to Drawbars to prevent fall through and removable step for ease of access



quite rigid and you don't get the cracking that you can get. There's a whole host of reasons behind it."

The end result was an 8x4 Kenworth T610 fitted with an aluminium 5.5m long bin, built with an 8mm floor, 6mm sides and a 1700mm side height. The trailer is 8.4m long, also with an 8mm floor and 6mm sides, and an 1800mm side height.

Underneath, Paul nominated BPW AL2 suspension and 19.5 disc brakes, along with Knorr-Bremse brake system with iTap and TIMS module for all the weighing and the airbags. "Guys spend thousands on their brake systems," says Adrian, "but the cost for the modules add-on is minimal, and the info

you get out of them is priceless."

"We've been using BPW for around 10 years now," says Paul, "and they've just been good people to deal with. They've got a good product, and like all products, there's been an issue or two, but they've stood behind their product with reliable back-up service."

For a mix of product as varied as stock feed, metal, fertiliser, grain, roading ag work, seal and chip - different product depending on the time of the year - it's carting throughout the north island, so all this work has just streamlined the whole operation. "No more getting out manually using the grain locks to secure the door every time," adds Paul. "These auto locks mean a fast turnaround;

we do hundreds of thousands of tonnes, at various times with a quick turnaround, and it's just a big saving."

Adds T&G's Adrian: "This year, it marks 50 years since we produced the first aluminium tipping body in New Zealand. Sandford's unit is a top-line alloy bin. You get the best product, after-sales service, warranty, and you're buying quality for the long haul not a short-term... you're buying for 10-15 years run. And short of any signwriting that the customers may like to add, they roll out of the manufacturing facility complete and ready to work."

And exactly the way Sandfords wanted.