

# Driving efficiency

AS A SUCCESSFUL RECYCLED ORGANICS BUSINESS IS BUILT ON FINE MARGINS, PETER WADEWITZ OF PEATS SOILS IS DELIGHTED WITH THE RESULTS OF HIS LATEST PURCHASE.



Peats Soils' Thinwall trailer, equipped with a Keith Walking Floor.

With more than 45 years in business under their belt, the Peats Soils team understands the importance of value for money, whether that's in the service they offer or the equipment they use.

Based in Brinkley, South Australia, the firm runs three depots and employs 80 staff for its activities around receiving, processing and marketing recyclable organic products in bulk and bag forms.

Earlier this year, Managing Director Peter Wadewitz was looking for a lightweight and faster unloading solution for carting and tipping green waste.

"At the time, he was considering moving away from moving floors to another option," says Barry Fennell,

Managing Director of Thinwall Trailers.

Barry's company is the exclusive agent for Titan Trailers, which manufactures bulk haulage trailers for the waste, forestry, agriculture and civil construction industries in North America, the United Kingdom and Australia.

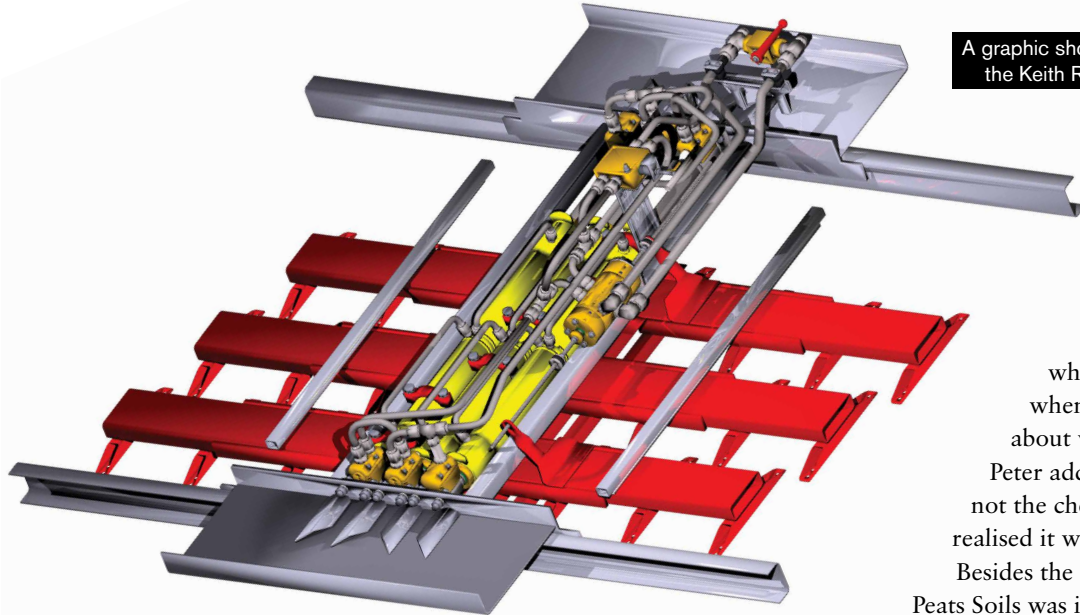
The Canada-based firm builds trailers for demanding applications using its patented "Thinwall" technology, which is lightweight but strong, thanks to using double-welded, double-walled, heavy duty aluminium.

Barry invited the Peats Soils team to see a trial of its Titan trailer fitted with a Keith Walking Floor pitted against a tipper.

Thinwall demonstrated how much the new trailer could carry, offering a 27-tonne payload and an unloading time of five minutes. This means the operator can handle more loads each day of materials such as bark, mulch, woodchip, branches and small tree stumps.

"As our unit pulled into the Peats Soil yard, there was another moving floor trailer unloading," Barry recalls. "It unloaded, retracted and drove out, while Peter's trailer was still emptying. It's designed with productivity in mind."

Peter was suitably convinced and ordered a 14.6-metre model pre-installed with a Keith Running Floor II Woodchip Walking Floor system.



A graphic showing the construction of the Keith Running Floor II drive unit.

It has 102 cubic metres of capacity in a 4.3-metre high body.

He says his reasons for buying the Thinwall trailer equipped with a Keith Walking Floor were all based around efficiency and durability.

“The payload is fantastic,” says Peter. “It’s about three to five tonnes more than our other moving floors.”

Peter and his transport manager were also impressed with the unit’s quick unloading time.

“It used to take about 25 minutes to empty a full load with our old truck,”



Peter Wadewitz, Managing Director of Peats Soils.

Peter adds, “whereas it now takes 10 minutes with the new trailer.”

When combined, these two factors are helping Peter’s drivers do more trips and increase revenue.

Barry is frank that this trailer is not the cheapest on the market, but a premium product that offers unparalleled value to operators.

Despite only taking delivery of the Thinwall trailer a few months ago, Peter agrees that it started paying its way in the business immediately.

“We run that trailer 24 hours a day,” Peter explains. “We’re getting an additional three to five tonnes per load over six trips a day, averaging at 24 tonnes a day, 350 days a year.”

“When we’re charging \$15 to \$20 a tonne, that’s a lot of dollars.”

When paired with the quicker unloading time, the savings in time and gains in payload quickly add up.

“The driver is saving 10 to 20 minutes each time he unloads the trailer,” says Peter. When an operator undertakes that six times a day, that is at least an hour saved. Over six days a week, Peats Soils reaps the benefits

of at least two more loads as well as the tonnage.

“You do the maths, which is what we did when making the decision about whether to buy one,” Peter adds. “They’re certainly not the cheapest, but we realised it was good value.”

Besides the efficiency factors, Peats Soils was impressed with other qualities of the Thinwall trailer.

It can handle all the types of green organics the firm carts. Peter attributes that to the way the trailer and Keith Walking Floor has been designed: the base lasts a long time because of the double wall thickness, but is made from lightweight aluminium, which adds no tare weight and resists corrosion.

“We were particularly impressed in the strength in the way it’s been built,” adds Peter. The unit can stand up to rougher loading activities and is designed to achieve greater compaction.

“You need to continually look at efficiencies in business, so when you see an innovation like this that affects your bottom line, you jump at it,” states Peter. “Once we saw the tonnage it could carry and the unloading time, it was a pretty quick buying decision. In fact, we’re now looking at getting another one.” ■

Details of Thinwall Trailers’ Keith Walking Floor options are available at [www.thinwall.com.au](http://www.thinwall.com.au) or by contacting the office direct on 08 8725 3871.