

## IRELAND BULK HAULAGE USING THE IAP FOR GREATER ACCESS

*“We are strong supporters of the IAP because it lifts standards of accountability and transparency in the industry.”*

### AT A GLANCE

- Ireland Bulk Haulage has six trucks transporting bulk products including grain, meal, fertiliser and sand across the eastern seaboard
- Four trucks are enrolled in the IAP and use Pinpoint Communications Advanced Vehicle Management (AVM)
- The IAP has helped Ireland Bulk Haulage achieve maximum payload on approved routes, enabling reduced emissions and increased productivity.

### ABOUT IRELAND BULK HAULAGE

Maitland based Ireland Bulk Haulage, which was established in 2012 by Robert and Sam Ireland, has built a business comprising a fleet of six trucks.

Ireland Bulk Haulage transports bulk products, including grain, meal, fertiliser and sand. Customers include farmers, stock feed manufacturers, grain receivers, feedlots and quarry operators. Ireland Bulk Haulage’s vehicles operate throughout the eastern seaboard.

The company’s fleet comprises six trucks in total. Four are enrolled in the Intelligent Access Program (IAP), one 19-metre Performance Based Standards (PBS) Truck and Dog combination and three modern Road Trains.

Robert started in the industry in 1989 as an employee driver. He then bought his first truck and became an owner driver before accepting management roles with a transport operator based in Newcastle. Much of this work took place in the bulk sector of the industry. Sam’s previous work experience includes working for an integrated poultry meat company.

Robert said that Ireland Bulk Haulage has regular contracts which provide a secure foundation for the business.

‘However, because the grain harvest can be unpredictable we need to supplement our grain work with work in other bulk areas in order to secure good equipment utilisation,’ Robert said.



### MANAGING COMPLIANCE

Robert and Sam understand the importance of running a compliant business.

‘We have applied the philosophy of running a compliant business to our company because it offers us a more secure foundation for business success.’

‘I spent many years working for a transport operator which stressed the importance of compliance with road law, workplace health and safety law and industrial law. I saw how this business succeeded without cutting corners because it was able to trade on its reputation as a business which could be trusted to meet customers’ expectations.’

‘We have achieved and maintain accreditation under both National Heavy Vehicle Accreditation Scheme (NHVAS) and TruckSafe.’

‘However, there are always challenges. For example, calculation of mass while loading grain in a farmer’s paddock always is difficult because of uneven ground, variable grain density and variable moisture content. Farmers don’t have weighbridges. This is where fitting on-board mass (OBM) weighing systems onto our trailers is particularly important because they measure both the gross limit and axle group limits in off road conditions.’

### CHOOSING A SERVICE PROVIDER

Sam said that Ireland Bulk Haulage approached IAP Service Providers approved by Transport Certification Australia and decided on Pinpoint Communications.

‘We have been very pleased with the service provided by Pinpoint Communications in terms of co-ordinating installation of the in-vehicle units, explaining the unit’s capabilities in terms of compliance, linking our existing back office functions with their services and the in-vehicle units fitted for the IAP,’ Sam said.

# IAP What's In It For Me?

## INTELLIGENT ACCESS PROGRAM (IAP) IS A CATALYST FOR A BETTER INDUSTRY

Robert said that the IAP has made a significant difference to operators especially to those who transport bulk loads.

‘Our trucks travel on all sorts of roads with varying access conditions. We understand the importance of using IAP as a technology based solution to protect the road network for the community while also allowing us to achieve maximum payloads on well-constructed parts of the road network.’

‘Whenever we are able increase payload on IAP approved routes, we are also operating in the most environmentally friendly manner that we possibly can. This is because emissions per tonne kilometre fall as payload increases.’

‘The IAP also allows our business to meet our customers’ needs while completing fewer truck trips. That gives our customers a productivity benefit and the community a safety benefit,’ Robert said.



The information contained in this case study is intended to convey the experiences of the transport operator/s concerned. The benefits of IAP mentioned in this case study may not be true for all transport operators. Transport operators should consider the appropriateness of IAP to their business operations, objectives and circumstances before enrolling in IAP.

Information in this case study has been provided by Ireland Bulk Haulage.

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