

## HORNBY TRANSPORT SERVICES AT THE LEADING EDGE OF CHANGE

*“We can accomplish a range of freight tasks across a variety of supply chains in a safer, more efficient manner because of the Intelligent Access Program (IAP)”*



### AT A GLANCE

- Hornby Transport Services sees telematics as a technology which has enabled them to communicate better with their customers and drivers
- Enrolled in the IAP since 2008 – savings clearly outweighed the costs associated with enrolment and ongoing operations
- Increased payloads from 22 to 24 tonnes (9% on semi-trailers) with Higher Mass Limits (HML) made available through the IAP in NSW
- Reduced number of truck trips by approximately 9% due to the payload gains made available through the IAP
- Benefitting their customers and the broader community.

### COMPANY OVERVIEW

Wollongong based Hornby Transport Services runs a fleet of 33 trucks and engages an additional 14 sub-contractors to transport steel, aluminium waste, mining and building products.

The majority of the fleet operates under the IAP with 30 trucks in total (including one sub-contractor) of which nine are B-Doubles, one Performance Based Standards (PBS) approved Quad Dog combination and 20 semi-trailers.

Bob Hornby, Director of Hornby Transport Services, says that his company has always been at the leading edge of change in an environment of business uncertainty.

“During almost 40 years of operation, we have withstood volatile operating conditions caused by events such as the downturn in the steel industry, including the closure of the Newcastle steelworks and the Global Financial Crisis,” said Mr Hornby.

“We believe it is important to be aware of threats and opportunities as they arise.”

“We position ourselves to make decisions which aim to ensure that the business is run in a lean and efficient manner at all times. However we do not compromise on the safety of our employees and sub-contractors,” said Mr Hornby.

### A LEADING EDGE BUSINESS

Mr Hornby believes it is important to adopt new and better ways of doing business.

“Hornby Transport Services enrolled in the Mass Management Module of the National Heavy Vehicle Accreditation Scheme (NHVAS) soon after it became available in the late 1990s,” said Mr Hornby.

“All new trailers in our fleet are fitted with anti-lock braking systems, emergency braking and electronic stability control to reduce the risk of rollovers.”

“Our NHVAS accreditation enabled us to operate at Concessional Mass Limits (CML) when it became available in mid-2006,” said Mr Hornby.



### EMBRACING TELEMATICS AND THE IAP

Hornby Transport Services were early adopters of telematics to improve back office operations and on road compliance.

# IAP What's In It For Me?

“We saw telematics as a technology which enabled us to communicate better with our customers and our drivers,” said Mr Hornby.

“It was clear from the outset that enrolling our vehicles in the IAP to obtain Higher Mass Limits (HML) access in NSW made sound business sense.”

“We have had our vehicles enrolled in the IAP since 2008 because the savings clearly outweighed the costs associated with enrolment and ongoing operations.”

“An example of this is the increase of payloads from 22 tonnes to 24 tonnes, or about 9 per cent on our semi-trailers.”



## OVERVIEW OF OPERATIONS UNDER THE IAP

Hornby Transport Services collects scrap steel within Sydney, Wollongong and country areas of New South Wales, as well as the Australian Capital Territory, and delivers it to processing plants. On a typical day Hornby Transport Services delivers between 500-600 tonnes of scrap steel to various processing facilities within New South Wales.

Processed recycled product is then transported to either the BlueScope steel plant at Port Kembla, or the OneSteel steel plant at Rooty Hill in Western Sydney, where it is used to manufacture new products.

A total of eight semi-trailers run between Sydney and Newcastle and 12 semi-trailers run between Wollongong and Newcastle. Another two B-doubles are used to pick up scrap steel within the Wollongong-Sydney region and delivered to Newcastle.

Mr Hornby points out that despite the volume of vehicle movements, the IAP is required for only one leg of the journey.

“This is because scrap steel is light. The Gross Vehicle Mass on a semi-trailer carrying unprocessed scrap steel rarely exceeds 40 tonnes,” said Mr Hornby.

“However, after the material is processed, the density of the steel increases, which makes using the IAP (to load to HML) a commercially viable proposition for those return legs.”

Another B-Double also operates under the IAP to transport steel from Port Kembla to Melbourne and return. A further B-Double transports coal under the IAP from the southern New South Wales coalfields to the port of Port Kembla. The Quad Dog PBS vehicle operates between Wollongong and Newcastle.

## WORKING WITH GOVERNMENT TO SEEK HML ACCESS

Hornby Transport Services has sought approval to operate HML vehicles on local roads with several councils.

“We were grateful that Blacktown, Newcastle and Wollongong councils each supported our applications for access onto local roads for which they have responsibility. Given the quantity of freight being transported along these roads, and the distances travelled, this has delivered significant benefits for our customers – including a reduction in the number of individual vehicle movements,” said Mr Hornby.

Mr Hornby advocates the importance of industry and government working together to expand access for vehicles operating under the IAP.

“We believe that addressing first and last mile access issues is necessary to ensure better productivity to our customers and a safer, more efficient transport solution.”

“We support transparent, consistent decision making at all levels of government. We expect that governments give priority to network upgrades where it is practicable to do so, ensuring HML access is possible on local roads which access industrial areas and other major freight receipt and delivery points,” said Mr Hornby.



# IAP What's In It For Me?

## WORKING WITH AN IAP SERVICE PROVIDER

Hornby Transport Services chose IAP Service Provider Transtech Driven for the provision of IAP services.

“Transtech Driven has a strong customer service ethos which is evident in terms of meeting our technical parameters,” said Mr Hornby.

“When it comes to fitment of IVUs and periodic inspections as required for certified units, Transtech Driven works with us, minimising interruption to our day to day operations.”

## THE BENEFITS OF THE IAP

Enrolment in the IAP has delivered benefits to Hornby Transport Services and its customers through less vehicle movements.

“We can accomplish a range of freight tasks across a variety of supply chains in a safer, more efficient manner because of the IAP,” said Mr Hornby.

“We are able to reduce the number of truck trips by around 9 per cent due to the payload gains generated by the IAP.”

“This means that emissions from our trucks are about 9 per cent lower when operating under HML when compared to CML.”

“At the end of the day we are pleased to say it is our customers and the broader community who have benefitted from our decision to enrol in the IAP,” said Mr Hornby.



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 Hornby Transport Services.