

# IAP What's In It For Me?

## TRN GROUP

**NSW based civil engineering and haulage company, TRN Group, gets big triple bottom line benefits from the Intelligent Access Program (IAP)**

### THE TRANSPORT OPERATOR

The TRN Group which was established in 1966 and is based at Glenlee, near Narellan in NSW, is a civil engineering and haulage company which specialises in equipment hire, earthmoving, quarrying and haulage. TRN Group is a family owned company with a fleet of 22 vehicles, which comprise semi-trailers, truck and dog combinations as well as stags. The company has approximately 60 other pieces of specialised plant and equipment, including bulldozers, graders, water carts and low loaders which are used in civil construction.

TRN Group operates the Brownlow Hill sandstone quarry near Camden, which trades as 'Nepean Quarries' to service its sandstone requirements. The company also operates a number of mobile crushing and screening plants.

### THE TRANSPORT OPERATION

TRN Group's road transport operations fall into two areas. Most of the company's fleet is involved in the transport of quarried materials from sites throughout metropolitan Sydney, the Illawarra, the Southern Highlands and the Southern Tablelands of NSW to concrete plants, which are generally locally based. Most trips are short haul and involve the movement of materials to specialised plants at one or two sites. TRN Group also transports coal from the Appin and Westcliff coal mines near Wollongong to Port Kembla for export.

While the company is able to run all of its semi-trailers used in coal haulage at Higher Mass Limits (HML) under the IAP, the company is still working to secure 'last mile' access for most of its quarrying operations.

### WHAT'S IN IT FOR TRN GROUP?

According to the TRN Group's Fleet Allocator, Mr Dave Pennington, seven of the company's vehicles are equipped and monitored under the IAP.

'We use trucks fitted with IAP and operating under HML to transport coal to Port Kembla and have been able to gain approval for the whole of this journey,' Mr Pennington said.

'We have also been able to gain local council approval to move quarried materials from Brayton Road to the Rocla plant in Marulan as well as from the Emu Plains quarry to the Concrete plant at Moorebank.'

Mr Pennington said this also allowed the TRN Group to use vehicles fitted with IAP and operating at HML.



Usually due to councils' concerns about bridge strength or pavement condition, not all routes that TRN has applied for have been approved for HML access.

Regardless, Mr Pennington says that getting some routes approved for HML is much better than the alternative of having none at all, as was the case in the past.

As a leading edge transport company, TRN Group has relied on location tracking devices as an operational tool for several years. However, according to Mr Pennington, replacing those devices with IAP location tracking units delivered a good return and improved the company's customer service.

Mr Pennington said the company chose Transtech Driven as its IAP Service Provider.

'We have been very impressed by the quality of service that our IAP Service Provider has delivered and have built a very good business relationship with them. Transtech Driven appreciated the need to minimise the inevitable disruption that arises whenever there is a need to install new equipment and retrain staff and we were able to use our existing back office system which saved us a lot of money.' Mr Pennington said.



## THE BENEFITS

The TRN Group has been able to generate a range of benefits for its business and for its customers in both coal and quarrying operations.

'Our typical payload has increased from 28 tonnes to 30.5 tonnes, an increase of almost 9%. Due to the nature of the business we are in, a larger payload of 9% translates into increased output, increased export volumes and increased export earnings,' Mr Pennington said.

Thanks to improved access under IAP, TRN Group has been able to deliver triple bottom line benefits for the company, its customers and the community.

'Each of our drivers operating under IAP has achieved an increase in productivity approaching 9% which has resulted in large fuel savings and a reduction in emissions per tonne kilometre of approximately 9%.'

'None of this would have been possible without IAP', Mr Pennington 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.

## AT A GLANCE

- Triple bottom line benefits from IAP for TRN Group, its customers and the community.
- Increased payload from 28 tonnes to 30.5 tonnes, an increase of almost 9%
- Large fuel savings and a reduction in emissions
- Cost savings from using existing back office system
- IAP has improved TRN Group's customer service

## FURTHER INFORMATION

For further information, visit the TCA website at [www.tca.gov.au](http://www.tca.gov.au)