

## BARLOW AGRICULTURAL PTY LTD

An example of how a transport operator is using the Intelligent Access Program (IAP) to achieve greater efficiency, safety and environmental outcomes.

### THE TRANSPORT OPERATOR

Barlow Agricultural Pty Ltd, which is jointly owned by David and Jeremy Barlow and is based at Jerilderie in southern NSW, operates a three truck fleet comprising two B-Doubles and a semi-trailer. Barlow Agricultural Pty Ltd has been involved in grain production for many years and diversified into road transport in 2005. It is now a fully integrated business involving grain production, trading, transport and storage.

### THE OPERATOR

Barlow Agricultural Pty Ltd enjoys private road access directly onto the Newell Highway, and operates to and from Melbourne, Geelong, the Goulburn and Murray Valleys, the Riverina and the Murrumbidgee Irrigation Area. According to David Barlow, about 90% of the company's freight task takes place between Jerilderie and Victoria.

### WHAT'S IN IT FOR BARLOW AGRICULTURAL

Mr David Barlow (Mr Barlow) says the IAP has proven to be a commercially viable proposition because of the high proportion of work undertaken in Victoria.

'Our location on the Newell Highway gives us direct access to a Higher Mass Limits (HML) approved route in NSW and to Victoria's extensive HML network', Mr Barlow said.

Mr Barlow said the company can also access HML approved routes in NSW, including the Sturt, Cobb and Riverina Highways, as well as Kidman Way. However, he said much of the company's work in NSW is conducted either at Concessional Mass Limits or at General Mass Limits (GML) because the company has been unable to access all local roads to service its customers.

'Although we would like to be able to operate at HML to service all of our NSW based clients, the opportunity to operate at HML from our base in Jerilderie still makes a lot of sense commercially to us,' Mr Barlow said.

Mr Barlow said before making a commitment to the IAP the company did not have any GPS based monitoring.



'Committing to the IAP has allowed Jeremy and I to monitor our trucks and our drivers more closely. This allows for better supervision of our drivers as well as better communication with them.'

'There have also been occasions when our drivers have had allegations made against them which have proven to be unfounded. Through IAP we can question our drivers and verify the facts in order to determine if an allegation is substantiated. The only reason we committed to GPS monitoring was the commercial attractiveness of the IAP. I believe my brother and I still would have not committed to installing GPS in our trucks if it wasn't for the IAP,' Mr Barlow said.

### THE SERVICE PROVIDER

Mr Barlow said Transtech Driven has provided first rate customer service. He said Transtech Driven's contractor fully explained the technical specifications and operational requirements of the IAP as well as commercial services.

'This gave us a very sound understanding of our obligations under the law in relation to the IAP in terms of route access as well as the commercial and operational advantages of the IAP,' Mr Barlow said.

### THE BENEFITS

Barlow Agricultural Pty Ltd has been able to generate a range of benefits for its business and for its customers.

'When we started in 2005, we could only operate at GML into Victoria. Operating at HML under the IAP has enabled our trucks to increase payload by about 10% on the 90% of our work in Victoria,' Mr Barlow said.

Mr Barlow said aside from efficiency gains there are safety and environmental gains from operating under the IAP.

'Jeremy and I are passionate about safety. We now know where our trucks are, whether they are on the correct route, where they are travelling as well as the time spent driving, loading, unloading and resting. We can also reduce the number of truck trips to our major clients by about 10% due to the payload gain derived from the IAP.' Mr Barlow said.

# IAP What's In It For Me?

Mr Barlow also said there were benefits in terms of reduced emissions per tonne-kilometre arising from operation under the IAP.

'The bottom line is an increase in payload of 10% can lead to a 10% reduction of emissions per tonne-kilometre.'

'I would certainly recommend any truck operator carrying a dense product like grain to seriously consider the IAP because it has been shown to deliver safety, productivity and environmental benefits in our business.' Mr Barlow said.

## FURTHER INFORMATION

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

### AT A GLANCE

- IAP has proven to be a commercially viable proposition for Barlow Agricultural Pty Ltd
- Better supervision and communication between Barlow Agricultural Pty Ltd and its drivers under the IAP
- Barlow Agricultural Pty Ltd now know where their trucks are, whether they are on the correct route, where they are travelling as well as the time spent driving, loading, unloading and resting
- Can reduce the number of truck trips by about 10% due to payload gain through the IAP
- There are big efficiency, safety and environmental gains from operating under IAP



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.