



# MARSHALL LETHLEAN - New 20m B-double combination



L-r: The MLI Team - Engineering Team Leader - Omid Rostamian, Operations Manager - Paul Hollywood, General Manager - John Zhang, Financial Manager - Maureen McGregor and National Sales Manager -Richard Antczak.

Much has been said of tough times in the Australian transport industry, such as the end of the mining boom or an uncertain economy in the face of political turmoil having an impact on many. Yet for tanker expert, Marshall Lethlean, there is no such thing as downtime, making a plan for growth regardless of uncontrollable variables.

Having produced quality tankers for over 40 years, Marshall Lethlean is a name familiar to most in the transport industry. Based in Victoria's Dandenong South, Marshall Lethlean produces a wide range of road tankers for transporting fuels, lubes, chemicals, gases, bitumen, food products and dry bulk powders for farming and construction industries.

While the extensive catalogue is enough to keep many a tanker builder

Although most large tanker contracts already awarded, Marshall Lethlean says 2016 is slated to be a tough year for finding new tanker manufacturing – but it has a plan to turn the trend around.

occupied, even in the slower periods, Marshall Lethlean is continually adding more models to its repertoire – much to the delight of its customer base, notes Marshall Lethlean National Sales Manager, Richard Antczak.

Richard, who joined the company during a major management restructure in January 2016, says increasing options means the tanker expert can cater for a diverse range of applications that meet almost any of its customers' requirements, which is what led to the design of a new 20m B-double combination. Based on its successful 19m B-double design, the elongated version features the same semi-elliptical profile, with the rear trailer using a tapered front-to-back design to allow maximum volume, while retaining the lowest possible centre of gravity.

"When we announced our intention to enter the 20m B-double market, it wasn't long before customer orders started coming in.

The latest 20m B-double combinations lives up to those expectations, Richard says, as they are equipped with a Wabco Electronic Braking System (EBS) to look after the braking, roll stability and integration with the prime mover's braking system, as well as side underrun protection. "The 20m B-doubles are also fitted with Liquip compartment equipment and BPW suspension," says Richard. "The lead tank capacity is 29,800 litres and the follower tank capacity is 32,000 litres, so our customers are benefitting from 4,000 litres more payload than a 19 metre B-double."

Marshall Lethlean are continually receiving great feedback from customers regarding the quality and strength of their fleets since the introduction of the new 19 metre B-double. This only proves the great results you can achieve from strong relationships with customers (or as Marshall Lethlean prefer to call, 'great mates').

It is feedback such as this that has strengthened Marshall Lethlean to produce high quality products and continue to be a dominant force in the tanker industry as they have been for over 40 years.

Balancing time between major orders and improving customer relations, Richard is more than confident that 2016-17 will become one of the greatest years for the



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## MANAGEMENT RESTRUCTURE

In January this year, Marshall Lethlean made several changes to its management team. Longstanding Engineering Manager, John Zhang, has been appointed as the General Manager, to uphold the company's focus on Australian manufacturing from the company's Dandenong factory, while Omid Rostamian has taken on the role of Engineering Manager. The senior management team also includes Paul Hollywood, who has been with Marshall Lethlean 30 years, as Production Manager, Maureen McGregor as Financial Manager, and Richard Antczak as National Sales Manager.

Marshall Lethlean has also strengthened its sales team with the appointment of Amber Moore, Regional Sales Coordinator, Stuart Clark, Regional Sales, and Michael Kapauks, Laverton Service Manager.

company in recent times.

He once again acknowledges that this is due to such overwhelming customer support which he is confident will continue well into the future as Marshall Lethlean expands and improves their product range further demonstrating their commitment to being one of the most respected manufacturers of road transport equipment across Australia and beyond. ■



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